

Addendum  
Viability Report

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Sandwell Local Plan – Addendum Report

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Sandwell Metropolitan Borough Council

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September 2024

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## Quality Assurance

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Date of Report

27 September 2024

Version

V2

Filename and path

L:\\_Client Projects\2306 Local Plan Viability\_Sandwell MBC\ Reports\2409 LPlan Addendum Report\241007 Sandwell Local Plan Viability Addendum Report\_v2.docx

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## Limitation

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## Non-Technical Summary

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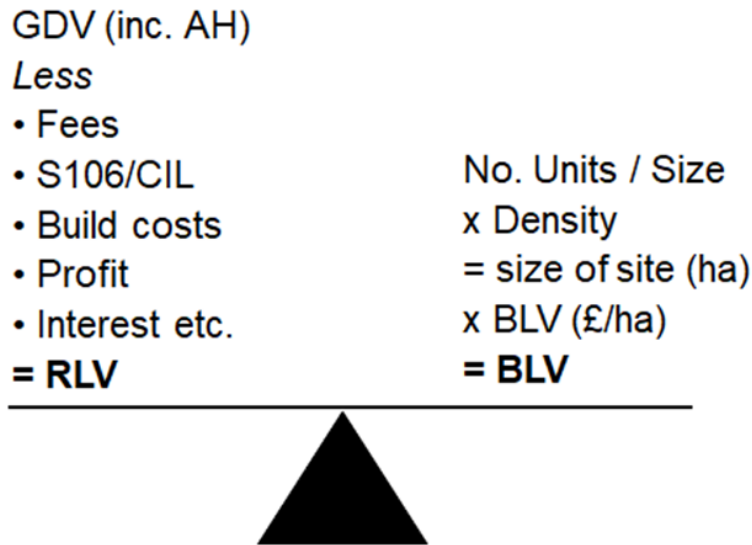
- ES 1 AspinallVerdi has been appointed by Sandwell Metropolitan Borough Council (SMBC) to provide a Financial Viability Assessment (FVA) in respect of the Council's Local Plan. This resulted in our Sandwell Local Viability study report dated November 2023.
- ES 2 The primary aim of this commission is to update the viability assessment which will form a robust and sound evidence base for the Local Plan to be adopted. This is to reflect changes that were picked up from the Regulation 18 consultation but also the effects of other significant changes to local and national policies and development costs. We have also been instructed as part of this addendum to run 'pragmatic' scenarios showing the impact of reduced profit and land value assumptions (amongst other assumptions).
- ES 3 It is also to examine what might be a 'maximum' level of affordable housing in light of the findings of the appraisals and other considerations such as the need to deliver the Plan's development strategy and other policy requirements.
- ES 4 We have also provided commentary on the viability of older persons housing (see section 7).

## Approach

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- ES 5 We have reviewed the new Local Plan (2024 to 2041) in order to test the cumulative impact of these policies in the context of the Local Plan. Please see Appendix 1 of the November 2023 Viability report which summarises our assessment of the policies.
- ES 6 Through reviewing the new Local Plan and through our property market research, we have established a range of development typologies that we have financially appraised to assess the viability of the Plan. The updated typologies are summarised at Appendix 2.
- ES 7 The viability of the typologies has been assessed using a financial viability appraisal, having regard to primary legislation, planning policy, statutory requirements and professional guidance. The principle of the assessment method is illustrated on the following diagram.

**Figure ES1 - Balance between RLV and BLV**



Source: AspinallVerdi © Copyright

- ES 8 A scheme is viable if the RLV is positive for a given level of profit. We describe this situation herein as being ‘fundamentally’ viable. If the RLV is negative, this situation results in a ‘fundamentally unviable’ scheme.
- ES 9 In planning viability terms, for a scheme to come forward for development the RLV for a particular scheme has to exceed the landowner’s BLV.
- ES 10 The results of the appraisals should therefore be interpreted as follows:
- If the ‘balance’ is positive (RLV > BLV), then the policy is viable. We describe this as being ‘viable for plan making purposes herein’.
  - If the ‘balance’ is negative (RLV < BLV), then the policy is ‘not viable for plan making purposes’ and the rates/planning obligations and/or affordable housing targets should be reviewed.
  - Thirdly, if the RLV is positive, but the appraisal is not viable due to the BLV assumed – we refer to this as being ‘marginal’.
- ES 11 In Development Management terms every scheme will be different (RLV) and every landowner’s motivation will be different (BLV).

## Worst Case Scenario Appraisals

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ES 12 We have prepared a set of fully policy compliant appraisals where all the policy costs are 'layered-on'. These appraisals also include generous allowances for land value and profit at 20%.

ES 13 The appraisals are grouped in the order of the Typologies Matrix from low value zone - brownfield; to high value zone greenfield.

## Pragmatic Scenario Appraisals

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ES 14 Due to the unique dynamics expressed in Sandwell, coupled with challenging market conditions we have also produced a more pragmatic scenario based on the following assumptions:

- Lower Quartile BCIS costs – These are applied to all schemes, on the basis that cost engineering is likely to be sought by the developers for the delivery of units in areas where market values are low. Reduction from £1,374 psm to £1,211 psm for houses and £1,576 - £1,411 psm for flats.
- Profit reduced – This has been reduced down to 18% on open market sales + 6% on affordable housing which therefore reflects the mid-range recommended by the PPG Viability. This figure signifies a blended profit rate of 17.26%. Again, in more challenging markets it is not uncommon to find local developers and entrepreneurs taking a more pragmatic view of profit in order to be 'first-movers'. This involves financial engineering cashflows and land / infrastructure costs.
- Garage Assumptions – We have reduced the number of garages incorporated into the development to reduce construction costs. The number of garages has been reduced across the 3-bed units. The pragmatic approach assumes 0% of 3-bedroom properties have garages, as opposed to 50% in our worst-case scenarios. We consider this a pragmatic approach adopted by developers in lower value areas.
- Benchmark Land Values – The Benchmark Land value has been reduced to £150,000 per acre across all the zones.

ES 15 These are multidimensional scenarios which build upon the one-way sensitivity analysis from the worst-case scenarios in our November 2023 report. These pragmatic scenario appraisals are further explained and summarised in this section. We draw your attention to the sensitivity tables therein.

## Sandwell Regeneration Strategy & Secured Funding

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ES 16 Sandwell is undergoing an unprecedented transformation with over £107 million in funding secured for a series of regeneration projects as part of a £3 billion Regeneration Pipeline

spanning from 2022 to 2027. This ambitious initiative is designed to improve infrastructure, create thousands of new homes, and boost economic growth across the borough. The pipeline includes plans to deliver over 5,000 new homes, invest £53 million in education and skills facilities, and provide £63 million for new employment and commercial spaces, creating a foundation for long-term growth. These efforts are supported by key funding sources, including the Towns Fund, Levelling Up Fund, Brownfield Land Fund, and the UK Shared Prosperity Fund (UKSPF). See section 8 of this report for more informant on the Councils regeneration initiatives.

## Eco-Homes Premium

ES 17 The concept of the "Eco Premium" or "Green Premium" is becoming increasingly significant in the UK property market, where sustainability and energy efficiency are gaining attention among buyers and renters. As consumer preferences shift toward greener living, homes designed with sustainable features—referred to as Eco-homes—are seeing a surge in demand and are commanding higher market values. This trend is supported by various studies and reports, including those from Halifax, Santander UK, Legal & General, Savills, and RICS.

ES 18 It is important to note that we have not taken into consideration explicitly in our values assumptions any uplift for either eco-homes or regeneration/place-making as described in the previous section. Both of these have policy decisions should have a positive effect on viability.

## Summary and Recommendations

ES 19 The affordable housing targets are derived from the viability analysis herein. For each of the value zones and site typologies, the table below maps the maximum potential based on careful consideration of the pragmatic scenario and the sensitivity analysis within each appraisal.

**Table ES1 - Residential Viability Recommendations**

Value Zone	Greenfield	Brownfield
Higher Value Zone	25%.	25%
Medium Value Zone	15%	10%
Lower Value Zone	10%*	10%*

\*Based on the NPPF paragraph 66 (December 2023 which requires that, 'where major development involving the provision of housing is proposed planning policies... should expect at least 10% of the homes to be available for affordable home ownership'; and the Council pursuing a strategy of proactive interventions in the market to deliver the housing in the lower value zones.

ES 20 The table above shows the *maximum potential* affordable housing which has the potential to be viable for the majority of scheme sizes (based upon the appraisal assumptions herein (from the

pragmatic scenario)) on both greenfield and brownfield sites in the higher, medium and low value zones.

- ES 21 In the lower value greenfield and brownfield zones where the affordable housing threshold for viability is below 10% the Council could rely on the NPPF paragraph 66 (December 2023) which requires that, '*planning policies... should expect at least 10% of the homes to be available for affordable home ownership*' (subject to exemptions for: a) Build to Rent homes; b) specialist accommodation for specific needs (such as purpose-built accommodation for the elderly or students); c) custom self-build; or d) is exclusively for affordable housing, an entry-level exception site or a rural exception site). Sandwell Council could therefore set the affordable housing target to 10% in-line with the minimum in national policy and consider other proactive interventions in the market to support the delivery of housing and affordable housing. Note that the current NPPF consultation intends to do away with this minimum requirement.
- ES 22 We highlight that the unviable nature across brownfield sites is largely down to the higher Benchmark Land Values per acre, remediation costs, interest rates as well as the higher build costs that all developments are experiencing, especially smaller schemes which incorporate median BCIS. We note, that across the plan period, both land values and build costs are likely to experience changes, which may lead to a shift in the viability position. All things being equal, if costs increase due to (say,) higher design standards then the value of the land on a residual basis should reduce. To a certain extent this is an inevitable consequence of higher building standards. However, if the cost is too great or not phased-in over an appropriate time frame the impact on the land value could be too great and stymie development.
- ES 23 Based on the residential viability results in section 6, we again recommend that the policy should be differentiated by housing market zone and greenfield/brownfield land. This reflects the range of values across Sandwell and the different risks/costs associated with greenfield and brownfield development. This approach optimises the ability of Sandwell to deliver affordable housing and fund infrastructure (through land value capture) without undermining delivery.
- ES 24 The above recommended rates are based upon: the detailed research and analysis here-in; consultation with Council Officers; the appraisal results and particularly the series of sensitivity scenarios which we have prepared for each of the typologies. The sensitivity tables (see Viability Modelling Best Practice and 'How to Interpret the Viability Appraisals in Section 5 above) in particular assist in the analysis of viability and to appreciate the sensitivity of the appraisals to key variables such as: Affordable Housing %; S106 Costs; BLV and profit; and, to consider the impact of rising construction costs. This is to de-emphasise the BLV in each typology and help consider viability 'in-the-round' i.e., in the context of sales values, development costs, contingency, developer's profit which make up the appraisal inputs. One has to appreciate that

the typologies cannot possibly model every single actual development scheme that may come forward, and the sensitivity tables show where the margins of viability are (based on the baseline appraisal assumptions) and where buffers can be found e.g., developer profit, BLV, contingency etc.

ES 25 Sandwell Council could maintain the minimum affordable housing target at 10% (Lower Value Medium Zones (Brownfield)) in-line with national policy and consider other proactive interventions in the market to deliver the housing on these types of sites.

ES 26 We note that Sandwell has a strong regeneration track record and have secured a variety of funding which can aid in the delivery of housing, especially in the lower and medium value zones.

## Older Person's Housing

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ES 27 Given the results of our viability appraisals in section 7 confirming that Older Person's housing to be fundamentally unviable, we recommend that affordable housing provision is not included on retirement living and extra care schemes.

ES 28 We emphasise the need to seek delivery partners when bringing forward Older Person's schemes.

# 1 Introduction

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- 1.1 AspinallVerdi were appointed in March 2023 to undertake a viability appraisal of the Sandwell Local Plan. The study is an important part of the evidence base for the Sandwell Local Plan. It assesses whether the sites being considered as preferred sites / potential allocations are financially viable and whether the requirements for developer contributions in the emerging Draft Plan policies are not set at such a level that they would undermine the deliverability of the plan as a whole.
- 1.2 This resulted in our Sandwell Local Plan Viability study report dated November 2023.
- 1.3 We refer back to this as our 'original' report or the 'November 2023' report herein. AspinallVerdi were then retained to update the financial appraisals to take into account changes to costs associated the Regulation 18 representations, as well the effects of other significant changes to local and national policies and development costs. Our update involves:
- Reviewing Regulation 18 Representations that concern viability. In this respect we have prepared a Feedback Matrix (see appendix 3) which set out how we have addressed stakeholder concerns herein.
  - Re-run appraisals using the same methodology for both baseline / 'worst case' scenarios and a series of more 'pragmatic' typologies with updated assumptions.
  - Assess older person's housing across the borough - create typologies which reflect typical older person's developments and to run a set of appraisals to assess both retirement living and extra care schemes to evaluate the viability and deliverability of such typologies.
  - Prepare an addendum report with commentary on the updated assumptions' impact upon the Plan's viability.
- 1.4 The primary aim of this commission is to incorporate older persons housing into the viability assessment and to provide a series for pragmatic scenario assessment; which will form a robust and sound evidence base for the Local Plan to be adopted.
- 1.5 It is also to examine what might be the 'maximum' level of affordable housing in light of the findings of the appraisals and other considerations such as the need to deliver the Plan's development strategy and other policy requirements.

## RICS Practice Statement

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- 1.6 Our FVA has been carried out in accordance with the RICS Financial Viability in Planning: Conduct and Reporting Practice Statement (1<sup>st</sup> Edition, May 2019).
- 1.7 Our FVA has also been carried out in accordance with the RICS Assessing Viability in Planning under the National Planning Policy Framework 2019 for England Guidance Note (1st edition,



March 2021) having regard to the latest revisions to the National Planning Policy Framework (NPPF, last updated 19 December 2023) and the Planning Practice Guidance (PPG).

## Objectivity, Impartiality and Reasonableness

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- 1.8 We have carried out our review in collaboration with the Council as the local planning authority (LPA) and in consultation with industry (Registered Providers, developers and landowners). At all times we have acted with objectivity, impartially and without interference when carrying out our viability assessment and review.
- 1.9 At all stages of the viability process, we have advocated reasonable, transparent and appropriate engagement between the parties.

## Conflicts of Interest

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- 1.10 We confirm that we have no conflict of interest in providing this advice and we have acted independently and impartially.

## Report Structure

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- 1.11 This Addendum report is set out in the same format as the original Local Plan Viability report for ease of cross reference. We do not repeat detailed descriptions and text herein, and have consolidated this report to the key assumptions and changes since the original study.
- 1.12 The remainder of this report is structured as follows:

**Section:**

**Contents:**

Section 2 - National Planning Context

This section sets out the statutory requirements for the Local Plan viability including the NPPF and PPG website.

Section 3 - Local Planning Context

This section sets out the details of the existing evidence base and the Local Plan policies which will have a direct impact on viability. The assumptions we have made to mitigate such policies are set out in Section 5.

Section 4 - Viability Assessment Method

This section describes our generic methodology for appraising the viability of development which is based on the residual approach as required by guidance and best practice. Please note the Benchmark Land Value (BLV) caveats for future site-specific appraisals.

<b>Section:</b>	<b>Contents:</b>
Sections 5 – Residential Typologies	We set out the development typologies that are to be tested as part of the study. We also summarise the cost and value assumptions made in the financial appraisals.
Section 6 – Financial Appraisal Results	We present the findings of our financial appraisals. This includes both baseline / ‘worst case’ scenarios and a series of more ‘pragmatic’ typologies with updated assumptions to scenario test.
Section 7 – Older Person’s Housing	<p>This section of our original report was in respect of the Key Large Sites. We have not been instructed to update the appraisals of these sites.</p> <p>We have used this section to incorporate our comments in respect of retirement living.</p>
Section 8 – Sandwell Regeneration Strategy & Secured Funding	This new section sets out the details of the Council’s strategy and funding opportunities to help deliver the Plan. This support will be important for the deliverability of the more marginal sites (particularly brownfield sites).
Section 9 – Eco-Homes Premium	This new section describes the potential increase in value from policies to deliver low energy homes which will add value and therefore support viability once the benefits are mainstream.
Section 10 - Summary and Recommendations	Finally, we make our recommendations in respect of the Local Plan including affordable housing, non-affordable housing Section 106 contributions and other planning policy costs.

## 2 National Policy Context

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- 2.1 Our financial viability appraisal has been carried out having regard to the various statutory requirements comprising primary legislation, planning policy, statutory regulations and guidance.

### National Planning Policy Framework

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- 2.2 The NPPF confirms the Government's planning policies for England and how these should be applied and provides a framework within which locally-prepared plans for housing and other development can be produced.
- 2.3 It confirms the primacy of the development plan in determining planning applications. It confirms that the NPPF must be taken into account in preparing the development plan, and is a material consideration in planning decisions.
- 2.4 The key cross references are set out in Table 2.1 - NPPF Key Cross-References of the November 2023 report.
- 2.5 It is important to note that since the last report there has been a general election and a new Labour government has been formed. The government has instigated an open consultation on the Proposed reforms to the National Planning Policy Framework and other changes to the planning system, Published 30 July 2024. The consultation closed on Tuesday 24 September 2024.
- 2.6 There are no changes to the NPPF which are effective immediately that impact upon our Viability Assessment.

### Planning Practice Guidance for Viability

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- 2.7 The Planning Practice Guidance for Viability was first published in March 2014 and substantially updated in line with the NPPF. This has subsequently been updated on numerous occasions and latterly 1 September 2019.
- 2.8 Table 2.2 - PPG Viability Key Cross-References in our original report summarises some key aspects of the PPG for this study.

### Written Ministerial Statement – Local Energy Efficiency Standards

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- 2.9 On 13 December 2023 the Minister of State for Housing gave a written ministerial statement (WMS) to parliament in order to clarify the priorities between building standards and particularly the net zero goal [,viability] and housing delivery. This is required due to the changing national policies including Code for Sustainable Homes and the 2021 Part L Building Regulations.
- 2.10 The WMS states:

*there is a legitimate consideration for the Government to want to strike the best balance between making progress on improving the efficiency and performance of homes whilst still wanting to ensure housing is built in sufficient numbers to support those who wish to own or rent their own home.*

2.11 The WMS goes on:

*the Government does not expect plan-makers to set local energy efficiency standards for buildings that go beyond current or planned buildings regulations. The proliferation of multiple, local standards by local authority area can add further costs to building new homes by adding complexity and undermining economies of scale.*

2.12 The exception to this statement is where local policies have:

*a well-reasoned and robustly costed rationale that ensures:*

*That development remains viable, and the impact on housing supply and affordability is considered in accordance with the National Planning Policy Framework.*

*The additional requirement is expressed as a percentage uplift of a dwelling's Target Emissions Rate (TER) calculated using a specified version of the Standard Assessment Procedure (SAP).*

2.13 The Council has commissioned Bioregional to provide the evidence base for the Carbon policies in the new Local Plan – see Carbon policy support, Evidence base and policy recommendations Rev 1.0 6th August 2024.

### 3 Local Policy Context

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- 3.1 Full Local Planning Policy Context is as per our Full Local Plan Viability report November 2023 and remains unchanged.

#### New Local Plan 2041

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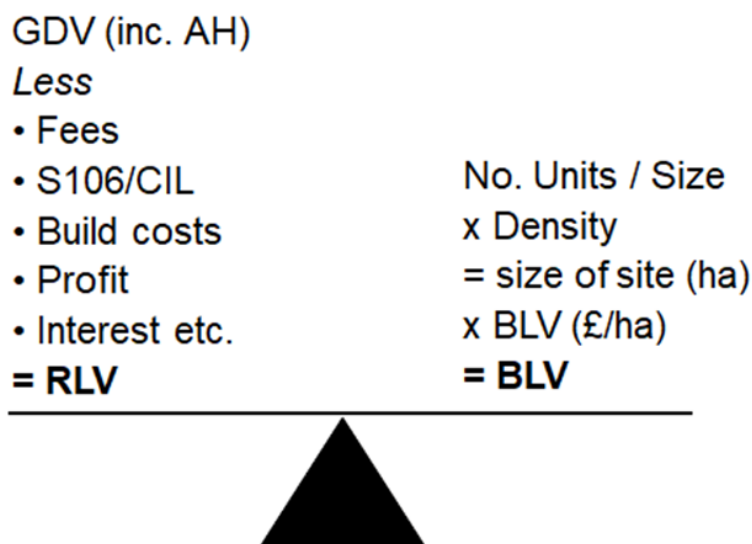
- 3.2 Our Full Local Plan Viability report in November 2023 reviewed the Sandwell Local Plan 2024 – 2041. A detailed policies matrix of key policies was provided in this previous report.
- 3.3 The Policies Matrix (contained in Appendix 1 of the November 2023 report) identifies the policies which have a direct, indirect or no direct impact on viability. Where necessary, it sets out the assumption we have made to mitigate the policy and identifies the source of this assumption.

## 4 Viability Assessment Method

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- 4.1 Our Viability Assessment Method remains unchanged, as detailed in our Full Local Plan Viability Study, November 2023.
- 4.2 In this section of the November 2023 report, we set out our methodology to establish the viability of the various land uses and development typologies under the following sub-headings:
- Viability Modelling Best Practice
  - Benchmark Land Value (BLV) Approach
  - Guidance on Premiums/Land Value Adjustments
  - Land Market for Development in Practice
  - Brownfield / Greenfield Land Economics
  - Hope Value
  - Vacant Building Credit (VBC)
  - Conclusions on BLV
  - How to Interpret the Viability Appraisals
  - Sensitivity Analysis
- 4.3 The principle of the assessment method is illustrated on the following diagram.

**Figure 4.1 - Balance between RLV and BLV**



Source: AspinallVerdi © Copyright

- 4.4 In development terms, the price of a site is determined by assessment of the residual land value (RLV). This is the gross development of the site (GDV) less ALL costs including planning policy

requirements and developers' profit. If the RLV is positive the scheme is viable. If the RLV is negative the scheme is not viable. This is the left-hand side of the above diagram.

- 4.5 Part of the skill of a developer is to identify sites that are in a lower value economic use and purchase / option these sites to (re)develop them into a higher value use. The landowner has a choice - to sell the site or not to sell their site, depending on their individual circumstances. Historically (pre credit-crunch and the 2012 NPPF) this would be left to 'the market' as developers would negotiate with landowners based on the relevant planning policy requirements at that time (and there would be no role for planning viability negotiations in this mechanism).
- 4.6 A scheme is viable if the RLV is positive for a given level of profit. We describe this situation herein as being 'fundamentally' viable. If the RLV is negative, this situation results in a 'fundamentally unviable' scheme.
- 4.7 In planning viability terms, for a scheme to come forward for development the RLV for a particular scheme has to exceed the landowner's BLV.
- 4.8 In Development Management terms every scheme will be different (RLV) and every landowner's motivation will be different (BLV).
- 4.9 For Plan Making purposes it is important to benchmark the RLV's from the viability analysis against existing or alternative land use relevant to the particular typology – the Benchmark Land Value – see Figure 4.1 above.
- 4.10 The results of the appraisals should therefore be interpreted as follows:
- If the 'balance' is positive ( $RLV > BLV$ ), then the policy is viable. We describe this as being '*viable for plan making purposes herein*'.
  - If the 'balance' is negative ( $RLV < BLV$ ), then the policy is '*not viable for plan making purposes*' and the rates/planning obligations and/or affordable housing targets should be reviewed.
  - Thirdly, if the RLV is positive, but the appraisal is not viable due to the BLV assumed – we refer to this as being '*marginal*'.

## Land Value (Benchmark Land Value (BLV)) Caveats

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- 4.11 It is worth restating the BLV caveats for decision making here.
- 4.12 The BLV's contained herein are for 'high-level' plan viability purposes and the appraisals should be read in the context of the BLV sensitivity table (contained within the appraisals). The BLV's included herein are generic and include healthy premiums to provide a viability buffer for plan making purposes.

- 4.13 In the majority of circumstances, we would expect the Residual Land Value (RLV) of a scheme on a policy compliant basis to be greater than the Existing Use Value (EUV) (and also the BLV including premium) herein and therefore viable.
- 4.14 However, there may be site specific circumstances (e.g. brownfield sites or sites with particularly challenging topography, access or other constraints) which result in a RLV which is less than the BLV herein. It is important to emphasise that the adoption of a particular amount for the BLV (£) in the base-case appraisal typologies in no way implies that this figure can be used by applicants to negotiate site specific planning applications where these constraints exist. In these circumstances, the site-specific BLV should be thoroughly evidenced having regard to the EUV of the site in accordance with the PPG. This report is for plan-making purposes and is without prejudice to future site-specific planning applications. The NPPF/PPG expects that opening up viability considerations again at planning application stage should only be where new issues need to be examined (see Section 2 above and PPG Paragraph: 006 Reference ID: 10-006-20190509, Revision date: 09 05 2019).



## 5 Residential Typologies

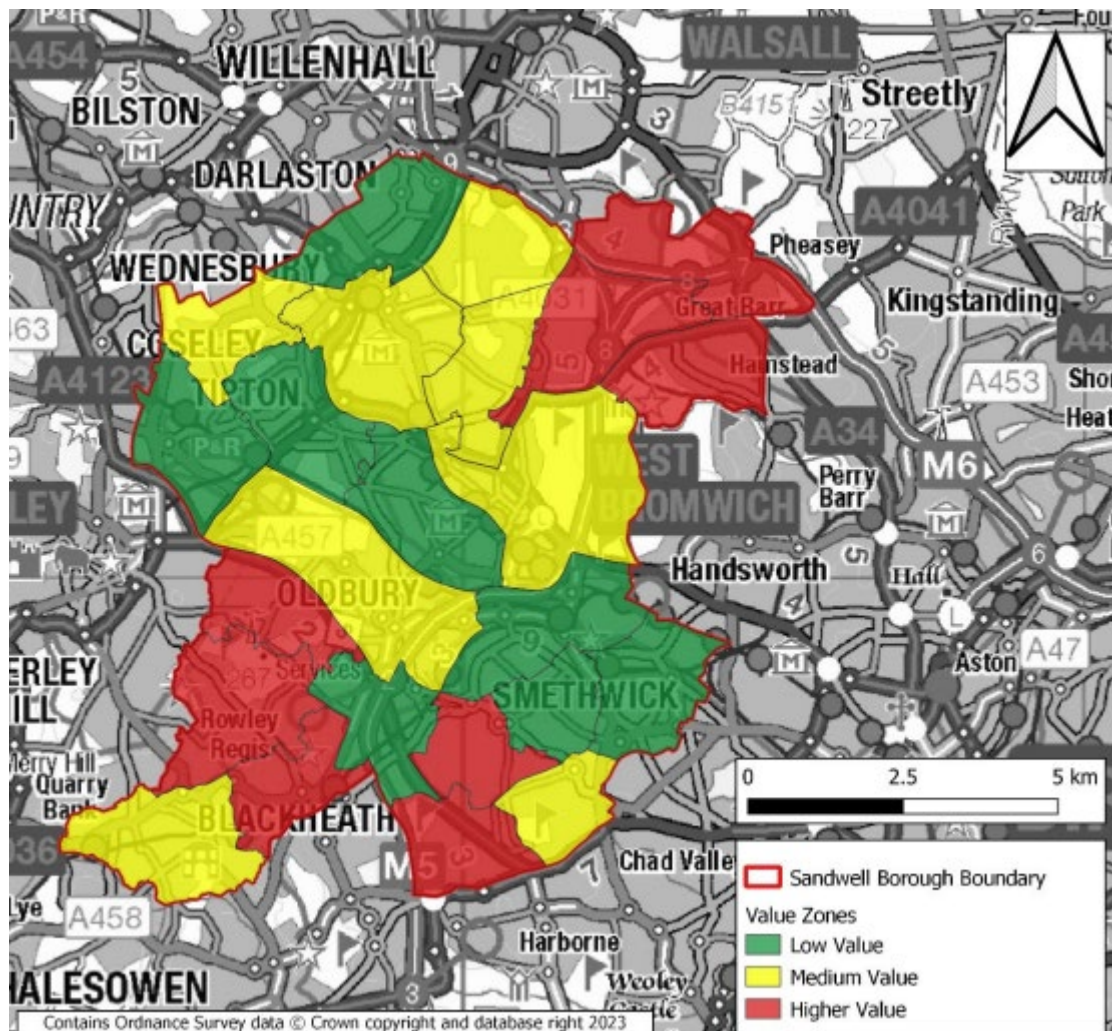
5.1 We provide our typologies matrix in Appendix 2.

### Broad Market Areas

5.2 As per our original Local Plan Viability Report, we continue with the approach in splitting the Borough up into three broad market areas:

- Lower Value
- Medium Value
- Higher Value

Figure 5.1 - AspinallVerdi Sandwell Housing Market Zones



Source: Aspinall Verdi (September 2023)

5.3 The aim of the value zoning is to produce a map that is evidence based and transparent; and logical for ease of implementation. It will never be perfect. There will always be a particularly high value scheme in a lower value area and vice-versa depending on particular local and site circumstances.

## Number of Units

5.4 We have prepared a typologies matrix which is provided at Appendix 2. We summarise our site and scheme typologies below:

**Table 5.1 - Summary of Development Typologies**

Site Typologies -	Brownfield	Greenfield
<b>Lower Value</b>	<ul style="list-style-type: none"> <li>• 8 units</li> <li>• 15 units</li> <li>• 30 units</li> <li>• 45 units</li> <li>• 80 units</li> <li>• 150 units</li> <li>• 225 units</li> <li>• 350 units (HD)</li> <li>• 45 units (HD)</li> <li>• 60 units (RL)</li> <li>• 60 units (EC)</li> </ul>	<ul style="list-style-type: none"> <li>• 8 units</li> <li>• 15 units</li> <li>• 30 units</li> <li>• 45 units</li> <li>• 80 units</li> <li>• 150 units</li> <li>• 225 units</li> <li>• 350 units</li> </ul>
<b>Medium Value</b>	<ul style="list-style-type: none"> <li>• 8 units</li> <li>• 15 units</li> <li>• 30 units</li> <li>• 45 units</li> <li>• 80 units</li> <li>• 150 units</li> <li>• 225 units</li> <li>• 350 units (HD)</li> <li>• 45 units (HD)</li> <li>• 60 units (RL)</li> <li>• 60 units (EC)</li> </ul>	<ul style="list-style-type: none"> <li>• 8 units</li> <li>• 15 units</li> <li>• 30 units</li> <li>• 45 units</li> <li>• 80 units</li> <li>• 150 units</li> <li>• 225 units</li> <li>• 350 units</li> </ul>
<b>Higher Value</b>	<ul style="list-style-type: none"> <li>• 8 units</li> <li>• 15 units</li> <li>• 30 units</li> <li>• 45 units</li> <li>• 80 units</li> <li>• 150 units</li> <li>• 225 units</li> <li>• 350 units (HD)</li> <li>• 45 units (HD)</li> <li>• 60 units (RL)</li> <li>• 60 units (EC)</li> </ul>	<ul style="list-style-type: none"> <li>• 8 units</li> <li>• 15 units</li> <li>• 30 units</li> <li>• 45 units</li> <li>• 80 units</li> <li>• 150 units</li> <li>• 225 units</li> <li>• 350 units</li> </ul>

Source: AspinallVerdi

**HD** = High Density **RL** = Retirement Living **EC**= Extra Care

## Density

- 5.5 The density assumptions are also shown in the typologies matrix and are 40 dwellings per hectare (dph) on housing sites with higher density schemes 90 dph.
- 5.6 For retirement living we have assumed a density assumption of 100 dph, whilst extra care we have assumed 80 dph, this is in accordance to densities provided in representations and our experience with older person's typologies.

## Unit Size Assumptions

- 5.7 The Council requires proposed new dwellings to comply with the national minimum space standards. Our unit size assumptions comply with this policy and in a number of instances exceed it - as we have used market data to inform the assumptions set out in Table 5.2.

**Table 5.2 - Floor Area Assumptions (sqm)**

Property Type	Floor Area (Sqm)	Net to Gross Assumption (%)
1-Bed House	53	
2-Bed House	72	-
3-Bed House	85	-
4 Bed House	105	-
5+ Bed House	160	-
1-Bed Apartment	50	85%
2-Bed Apartment	70	85%
1-Bed Apartment (retirement)	55	75%
2-Bed Apartment (retirement)	75	75%
1-Bed Apartment (extra care)	60	65%
2-Bed Apartment (extra care)	80	65%

Source: AspinallVerdi

## Residential Value Assumptions

- 5.8 Table 5.3 illustrates our absolute market values assumptions adopted in our 2023 appraisals.
- 5.9 These assumptions have not been changed for this appraisal update. This is because we have not updated the baseline build costs. We have not been instructed to update the baseline build

costs and values as part of this update – we have added some additional (older persons typologies) and cost items as a consequence of the stakeholder feedback (see below).

**Table 5.3 - Absolute Market Value Assumptions (from Nov 2023)**

Property Type	Lower Value Zone	Medium Value Zone	Higher Value Zone
1-Bed House	£145,000	£150,000	£165,000
2-Bed House	£170,000	£190,000	£210,000
3-Bed House	£205,000	£240,000	£280,000
4 Bed House	£265,000	£300,000	£325,000
5+ Bed House	£340,000	£355,000	£395,000
1-Bed Apartment	£115,000	£135,000	£150,000
2-Bed Apartment	£135,000	£150,000	£185,000

Source: 230710\_All EPC Matched Data Houses\_v1

5.10 Table 5.4 summarises our assumptions for £ per square meter within the 3 defined value zones.

**Table 5.4 - £ psm Value Assumptions (from Nov 2023)**

Property Type	Floor Area (sqm)	Lower Value Zone (£ psm)	Medium Value Zone (£ psm)	Higher Value Zone (£ psm)
1-Bed House	53	£2,735	£2,830	£3,113
2-Bed House	72	£2,361	£2,629	£2,916
3-Bed House	85	£2,411	£2,823	£3,294
4 Bed House	105	£2,523	£2,857	£3,095
5+ Bed House	160	£2,125	£2,219	£2,469
1-Bed Apartment	50	£2,300	£2,700	£3,000
2-Bed Apartment	70	£1,929	£2,142	£2,642

Source: 230710\_All EPC Matched Data Houses\_V1

5.11 The above values have been subject of stakeholder consultation.

## Transfer Values

5.12 For the purposes of our appraisals, we have assumed the following Transfer Values for affordable housing.

Tenure	Tenure Mix	AH Value (% of MV)
First Homes	25%	70% [30% discount capped at £250,000]
Affordable / Social Rent	75%	60%

SMBC (August 2023)

- 5.13 We note that since running our appraisals, an updated mix has been released through the Draft Sandwell Housing Market Assessment (September 2024) which is 25% first homes 50% affordable/social rent and 25% shared ownership. We do not anticipate this change to make a difference for the purpose of our viability.

## Residential Cost Assumptions

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- 5.14 The development costs adopted within our appraisals are evidenced (where necessary) and set out below. As part of this process, we have evaluated the Regulation 18 representations and ensured our assumptions have taken them into consideration.
- 5.15 **Where the costs have changed since our full viability report in 2023, the cost is expressed in bold.**

## Initial Payments

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- 5.16 The table below set out our initial development cost assumptions. These are generally payments in respect of site feasibility and planning prior to start-on-site.

**Table 5.5 – Initial Payments Cost Assumptions**

Item	Baseline Assumption
Statutory Planning Fees	Based on national formula.
Planning Application Professional Fees and Reports	Allowance for typology, generally 3 times statutory planning fees.

## S106 / CIL Cost Assumptions

5.17 The table below sets out our cost assumptions in respect of S106 and CIL. These are also set out explicitly for each Typology on the Typologies Matrix (Appendix 2).

**Table 5.6 – S106/CIL Cost Assumptions**

Item	Baseline Assumption
CIL (existing) Sandwell	CIL charges on residential developments range from £20.64 to £41.28 psm. January 2023 indexed rates.
S106 – Open Space and Play	POS and recreation, based on the cost of <b>£2,000 per unit</b> This is applied to typologies above 10 units.
S106/S278 – Transport Infrastructure	No specific allowances have been made for off-site highways. We refer you to the S106 sensitivity analysis should any such costs be required.
S106 – Health	£3,107 per home, applied to typologies over 10 units.
S106 – Education	£4,471 per home, applied to typologies over 10 units.
S106 – Net Biodiversity Gain	£268 per home Brownfield typologies £1,003 per home Greenfield typologies DEFRA Biodiversity net gain and local nature recovery strategies Impact Assessment 15/10/2019 (Tables 16 and 17)

5.18 The appraisals include sensitivity analysis on total S106's between £0 per home to £20,000 per home.

5.19 We note that the figure for Open Space, Education and Healthcare can vary for individual schemes and is to be assessed on a site-by-site basis, for the purpose of viability testing we have used the above figures advised by the Council.

## Construction Cost Assumptions

5.20 The table below set out our construction cost assumptions for residential typologies.

**Table 5.7 – Construction Cost Assumptions**

Item	Baseline Assumption	Comments
Site Clearance, Demolition & Remediation	£123,000 per hectare	Based on analysis by HCA (Homes England); BRIC; and Case Studies
Estate Housing	£1,211 psm (volume) £1,374 psm (< 100 units)	Lower Quartile BCIS Median BCIS Rebased to Sandwell (Maximum age of results: 5 years)
Flats	£1,576 psm £1,410 psm	Median BCIS Lower Quartile BCIS
Older Persons	£1,576 psm	Median BCIS
External Works	15%	Inc. SUDs / drainage; estate roads etc.
Category M4(2) (Major dev. only)	£521 per unit	<b>100% of all units</b> DCLG housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157.
Category M4(3) (Major dev. only)	£10,111 per unit	<b>Not Applied post Reg. 18 Consultation</b>
Carbon Reduction/FHS	<b>£4,449 per unit</b>	The Council commissioned Bioregional to advise on the FHS Part L 2025 cost who calculated the figures per 'Typical Sandwell House'. See Bioregional report, Carbon policy support, Evidence base and policy recommendations Rev 1.0 6th August 2024.
EV Charging - Houses	<b>£0 per unit house</b>	Assuming incorporated into BCIS
EV Charging - Flats	<b>£0 per 4 flats</b>	Assuming incorporated into BCIS
Contingency	+5%	Greenfield / Brownfield site typologies



## Other Cost Assumptions

5.21 The table below sets out the remaining fees and marketing cost assumptions for residential typologies.

**Table 5.8 – Other Cost Assumptions**

Item	Baseline Assumption	Comments
Debit Interest	7.5%	Applies to 100% of cashflow to include Finance Fees etc.
Professional Fees	6.5%	of construction cost
OMS Marketing and Promotion	3%	for sales discounts and incentives
Sales Agent	1%	of OMS value
Sales Legal	0.25%	of OMS value with £10,000 for AH Transfer

5.22 All of the above costs have been the subject of stakeholder consultation.

## Profit Assumptions

5.23 We have adopted a baseline profit of 20% on the Gross Development Value of the open market sale housing (OMS) - with a sensitivity analysis which shows the impact of profit between 15-20%. This is consistent with the PPG (May 2019) which refers to profit of 15-20%<sup>1</sup> being '*considered a suitable return to developers in order to establish the viability of plan policies.*'

5.24 Our baseline assumption of 20% profit is at the top end of the range and we have included sensitivities down to 15% profit within the appraisals. However, we consider this to be a generous margin and allows for 'buffer' in addition to the contingency allowance (3% - 5% included).

5.25 For the affordable tenure types, we have used 6% profit on value (where applicable). This is considered to be an industry accepted standard and the PPG states a lower percentage than 15-20% is more appropriate for affordable housing as it carries less risk when there is a guaranteed, known end value<sup>2</sup>.

5.26 It is important to note that it is good practice for policy obligations not to be set right up to the margins of viability. However, in certain circumstances developers will agree lower profit margins

<sup>1</sup> Paragraph: 018 Reference ID: 10-018-201 90509, Revision date: 09 05 2019

<sup>2</sup> Paragraph: 018 Reference ID: 10-018-20190509, Revision date: 09 05 2019

in order to secure planning permission and generate turnover. The sensitivity analyses within the appendices show the 'balance' (i.e. RLV – BLV) for developer's profit from 20% on private housing down to 15%. This clearly shows the significant impact of profit on viability (especially for larger schemes).

- 5.27 We have also run appraisals with a more 'pragmatic approach', which incorporates **18% profit** on open market sales, which is at the mid-range of what is accepted in line with the PPG.

## Residential Land Value Assumptions

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- 5.28 Table 5.9 summarises our BLV assumptions for plan making purposes. The detail behind these assumptions is provided in the November 2023 report, including evidence of greenfield development land transacting at around these levels on a policy compliant basis.
- 5.29 With regards to the brownfield land assumption, we would stress that in some circumstances there may be sites with a much lower or higher EUV, but for plan making purposes we consider the below EUV's to be an appropriate benchmark.

**Table 5.9 - Benchmark Land Value Assumptions**

Typology	Location	Greenfield /Brownfield	EUV -					Uplift Multiplier x [X] x [Y]%	BLV -	
			(per acre) (gross)	(per ha) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)		(per acre) (net developable) (rounded)	(per ha) (net developable) (rounded)
Residential /Commercial	Low Value Area	Brownfield	£225,000	£555,975	100%	£225,000	£555,975	5.0%	£236,250	£583,774
Residential /Commercial	Medium Value Area	Brownfield	£235,000	£580,685	100%	£235,000	£580,685	7.5%	£252,625	£624,236
Residential /Commercial	High Value Area	Brownfield	£275,000	£679,525	100%	£275,000	£679,525	10.0%	£302,500	£747,478
Residential	Low Value Area	Greenfield	£8,000	£19,768	75%	£10,667	£26,357	17.8%	£200,000	£494,200
Residential	Medium Value Area	Greenfield	£8,000	£19,768	75%	£10,667	£26,357	20.1%	£225,000	£555,975
Residential	High Value Area	Greenfield	£8,000	£19,768	75%	£10,667	£26,357	22.4%	£250,000	£617,750

Source: 230629\_Sandwell Benchmark Land Values\_v1

The above values are for Plan-making purposes only. This table should be read in conjunction with our Financial Viability Assessment Report and the caveats therein. No responsibility is accepted to any other party in respect of the whole or any part of its contents.

## 6 Financial Appraisal Results

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- 6.1 This section sets out the viability results of our financial appraisals for the residential typologies.
- 6.2 The aim of these appraisals is to inform our recommendations to align the affordable housing in the context of the emerging Sandwell Local Plan policies across the borough with a set of updated appraisals.
- 6.3 The first run of the appraisals was based on our assumptions before the Regulation 18 plan was consulted on. Since then, we have reviewed representations from stakeholders as well as updated our assumptions to align with national and local policy as well as regulation and guidance.
- 6.4 We summarise the results of the financial appraisals by market area below. The full set of financial appraisals can be found at Appendix 1. At the end of each we provide some commentary on the sensitivity tables and further analysis of the appraisal results.
- 6.5 Particular attention should be paid to the sensitivity tables across all typologies. These are shown at the bottom of each appraisal. We have provided sensitivity analysis for:
- Table 1 – CIL v Affordable Housing %
  - Table 2 – Site Specific S106 v Affordable Housing %
  - Table 3 – Profit v Affordable Housing %
  - Table 4 – BLV v Affordable Housing %
  - Table 5 – Build Cost v Affordable Housing %
  - Table 6 – Net Zero Costs v Affordable Housing %
  - Table 7 – Market Values v Affordable Housing %
  - Table 8 – Grant v Affordable Housing %
- 6.6 The urban-led approach, coupled with the significant expenses associated with remediation, is anticipated to negatively influence financial viability outcomes. Consequently, we have taken into account the possibility that a developer may adopt a pragmatic strategy and have presented appraisals encompassing both scenarios.

### Worst Case Scenario Appraisals

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- 6.7 We have prepared a set of fully policy compliant appraisals where all the policy costs are 'layered-on'. These appraisals also include generous allowances for land value and profit at 20%.
- 6.8 The appraisals are grouped in the order of the Typologies Matrix from low value zone - brownfield; to high value zone greenfield.

## Pragmatic Scenario Appraisals

6.9 Due to the unique dynamics expressed in Sandwell, coupled with challenging market conditions we have also produced a more pragmatic scenario based on the following assumptions:

- **Lower Quartile BCIS costs** – These are applied to all schemes, on the basis that cost engineering is likely to be sought by the developers for the delivery of units in areas where market values are low. Reduction from £1,374 psm to £1,211 psm for houses and £1,576 - £1,411 psm for flats.
- **Profit reduced** – This has been reduced down to 18% on open market sales + 6% on affordable housing which therefore reflects the mid-range recommended by the PPG Viability. This figure signifies a blended profit rate of 17.26%. Again, in more challenging markets it is not uncommon to find local developers and entrepreneurs taking a more pragmatic view of profit in order to be ‘first-movers’. This involves financial engineering cashflows and land / infrastructure costs.
- **Garage Assumptions** – We have reduced the number of garages incorporated into the development to reduce construction costs. The number of garages has been reduced across the 3-bed units. The pragmatic approach assumes 0% of 3-bedroom properties have garages, as opposed to 50% in our worst-case scenarios. We consider this a pragmatic approach adopted by developers in lower value areas.
- **Benchmark Land Values** – The Benchmark Land value has been reduced to £150,000 per acre across all the zones.

6.10 These are multidimensional scenarios which build upon the one-way sensitivity analysis from the worst-case scenarios in our November 2023 report. These pragmatic scenario appraisals are further explained and summarised in this section. We draw your attention to the sensitivity tables therein.

**Table 6.1 - Viability RAG Rating**

Viable	if $RLV > BLV$
Marginal	if $RLV < BLV$ , but RLV is positive
Not Viable	if $RLV < BLV$ , and RLV is negative

Source: AspinallVerdi, 2024

**Table 6.2 – Lower Value Brownfield Appraisal Summary (Worst Case)**

Appraisal Ref:	San1	San2	San3	San4	San5	San6	San7	San8	San9
Scheme Typology:	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value High Density Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Low	Low	Low	Low	Low	Low	Low	Low	Low
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	1,662,000	2,984,339	5,968,678	9,104,892	15,664,475	29,370,891	44,056,336	68,532,078	5,561,142
<b>Policy Assumptions</b>									
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846	1,289
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633	2,055
Sub-total CIL+S106 (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479	3,344
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479	3,344
<b>Profit KPI's</b>									
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	19.16%	19.16%	19.17%	19.14%	19.14%	19.14%	19.14%	18.64%
Developers Profit (% on costs)	21.64%	17.72%	18.20%	18.24%	19.11%	19.20%	19.19%	19.45%	13.60%
Developers Profit Total (£)	332,400	571,708	1,143,416	1,745,499	2,998,709	5,622,578	8,433,868	13,119,350	1,036,749
<b>Land Value KPI's</b>									
RLV (£/acre (net))	(418,039)	(878,029)	(786,736)	(794,392)	(612,988)	(597,968)	(599,118)	(1,252,419)	(2,508,769)
RLV (£/ha (net))	(1,032,975)	(2,169,599)	(1,944,026)	(1,962,942)	(1,514,692)	(1,477,558)	(1,480,420)	(3,094,705)	(6,201,639)
RLV (% of GDV)	-12.43%	-27.26%	-24.43%	-24.25%	-19.34%	-18.87%	-18.90%	-17.56%	-55.76%
RLV Total (£)	(206,595)	(813,600)	(1,458,019)	(2,208,309)	(3,029,384)	(5,540,843)	(8,327,362)	(12,034,962)	(3,100,820)
BLV (£/acre (net))	236,250	236,250	236,250	236,250	236,250	236,250	236,250	236,250	236,250
BLV (£/ha (net))	583,774	583,774	583,774	583,774	583,774	583,774	583,774	583,774	583,774
BLV Total (£)	116,756	218,915	437,830	656,745	1,167,548	2,189,152	3,283,727	2,270,231	291,887
Surplus/Deficit (£/acre) [RLV-BLV]	(654,289)	(1,114,275)	(1,022,986)	(1,030,642)	(849,238)	(834,210)	(835,368)	(1,488,660)	(2,746,019)
Surplus/Deficit (£/ha)	(1,616,749)	(2,753,373)	(2,527,799)	(2,546,715)	(2,098,466)	(2,061,332)	(2,064,194)	(3,678,478)	(6,785,413)
Surplus/Deficit Total (£)	(323,350)	(1,032,515)	(1,895,849)	(2,865,055)	(4,196,932)	(7,729,994)	(11,611,089)	(14,305,193)	(3,392,707)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (1-9) LVBF v0.2

## Lower Value Brownfield – Worst Case Scenario

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- 6.11 Table 6.2 above summarises the appraisal results for the lower value zone brownfield typologies (1-9). The lower value brownfield typologies were run with a baseline affordable housing percentage of 10%. The BLV is £236,250 per acre for all Typologies 1-9.
- 6.12 The appraisal results indicate that typologies 1-9 are all unviable, generating a negative RLV of -£418,000 to -£2,509,000 per acre.
- 6.13 Typology 1, which is an 8-unit scheme - does not include any affordable housing and does not generate positive viability, resulting in a negative RLV of -£418,000 per acre.
- 6.14 Viability surplus above the BLV of £236,250 per acre is shown on this scheme at 10% affordable housing with a reduction of build costs of 30%. Across all the lower value brownfield typologies, viability is shown with a 20-30% decrease in build costs, or a 20-25% increase in market values.
- 6.15 Sensitivity Table 4, shows the impact of the BLV per acre against affordable housing. Across all the schemes in the lower value zone, even with a reduction in BLV to c. £100,000 per acre at 0% affordable housing, the schemes are not viable.
- 6.16 The unviable nature of the brownfield typologies in the lower value zone is largely due to the high build costs that are being experienced, coupled with the lower market values. Other than affordable housing provision, the costs associated with policy have a comparatively minimal effect on the overall viability.
- 6.17 These results are similar to what was expressed in the previous appraisals for these typologies.
- 6.18 We note that in accordance with the Written Ministerial Statement, we recommend the minimum policy requirements to be imposed for development not to be stymied in the lower value zone.

**Table 6.3 – Medium Value Brownfield Appraisal Summary (Worst Case)**

Appraisal Ref:	San10	San11	San12	San13	San14	San15	San16	San17	San18
Scheme Typology:	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	1,900,000	3,410,438	6,820,875	10,342,688	17,847,000	33,463,125	50,194,688	78,080,625	6,353,438
<b>Policy Assumptions</b>									
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846	1,289
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633	2,055
Sub-total CIL+S106 (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479	3,344
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479	3,344
<b>Profit KPI's</b>									
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	19.16%	19.16%	19.17%	19.15%	19.15%	19.15%	19.15%	18.65%
Developers Profit (% on costs)	24.64%	20.27%	20.79%	20.71%	21.75%	21.92%	21.97%	22.24%	15.60%
Developers Profit Total (£)	380,000	653,501	1,307,003	1,982,779	3,416,940	6,406,763	9,610,144	14,949,113	1,184,929
<b>Land Value KPI's</b>									
RLV (£/acre (net))	(44,965)	(504,796)	(416,648)	(436,116)	(258,474)	(234,538)	(227,703)	(423,624)	(1,963,258)
RLV (£/ha (net))	(111,083)	(1,247,357)	(1,029,538)	(1,077,847)	(638,689)	(579,545)	(562,654)	(1,046,775)	(4,851,209)
RLV (% of GDV)	-1.17%	-13.72%	-11.32%	-11.72%	-7.16%	-6.49%	-6.31%	-5.21%	-38.18%
RLV Total (£)	(22,217)	(467,759)	(772,154)	(1,212,353)	(1,277,379)	(2,173,293)	(3,164,931)	(4,070,792)	(2,425,605)
<b>BLV (£/acre (net))</b>	<b>252,625</b>	<b>252,625</b>	<b>252,625</b>	<b>252,625</b>	<b>252,625</b>	<b>252,625</b>	<b>252,625</b>	<b>252,625</b>	<b>252,625</b>
BLV (£/ha (net))	624,236	624,236	624,236	624,236	624,236	624,236	624,236	624,236	624,236
BLV Total (£)	124,847	234,089	468,177	702,266	1,248,473	2,340,886	3,511,330	2,427,586	312,118
Surplus/Deficit (£/acre) [RLV-BLV]	(297,580)	(757,423)	(669,273)	(688,743)	(511,099)	(487,164)	(480,328)	(676,249)	(2,215,883)
Surplus/Deficit (£/ha)	(735,320)	(1,871,593)	(1,653,774)	(1,701,884)	(1,262,928)	(1,203,781)	(1,188,891)	(1,671,011)	(5,475,448)
Surplus/Deficit Total (£)	(147,064)	(701,847)	(1,240,331)	(1,914,619)	(2,525,852)	(4,514,179)	(6,676,261)	(6,498,377)	(2,737,723)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (10-18) MVBF v0.2



## Medium Value Brownfield – Worst Case Scenario

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- 6.19 Table 6.3 summarises the appraisal results for the medium value zone brownfield typologies (Typologies 10-18). The medium value brownfield typologies were run with a baseline affordable housing percentage of 10% and BLV of £252,625 per acre.
- 6.20 The appraisal results indicate that the typologies are all unviable.
- 6.21 Within the medium value zone, schemes generate an RLV of -£1,963,000 to -£45,000 per acre.
- 6.22 The 8-unit scheme (Typology 10) does not include provision for affordable housing. This scheme generates a RLV of -£45,100 per acre. Our sensitivity analysis shows that for this scheme to be viable at 10% affordable housing, a 20% reduction in in build costs or a 20% increase in market value required.
- 6.23 The 15-unit scheme (Typology 11) includes provision for 10% affordable housing. This scheme generates a RLV of -£505,000. Our sensitivity analysis also shows that this scheme is viable with a 30% reduction in build costs, or a 30% increase in market values. Sensitivity Table 8 (Grant Funding) shows that for this scheme to be viable at 10% affordable housing, a grant per affordable unit of over £100,000 is required.
- 6.24 The 45-unit scheme (Typology 13) generates a RLV of -£416,000. Viability is expressed with a 22% reduction in build costs. Our sensitivity analysis suggests that considerable grant funding of £100,000+ per affordable unit is required to make this scheme viable.
- 6.25 The 8, 15, 30 and 45-unit schemes all use the median BCIS build rates. The 80-350 units schemes and 300-unit schemes (Typologies 14-17) use lower quartile BCIS build rates as we have assumed schemes over 80-units have a build cost discount for quantum.
- 6.26 The high-density Flatted typology consisting of 45-units produces the largest deficit of -£1,964,000 per acre. This is due to the higher build costs for flatted units, coupled with the comparatively lower values flats are achieving in Sandwell as evidenced in our detailed residential market report in November 2023.

**Table 6.4 - Higher Value Brownfield Appraisal Summary (Worst Case)**

Appraisal Ref:	San19	San20	San21	San22	San23	San24	San25	San26	San27
Scheme Typology:	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	2,134,000	3,645,419	7,290,837	11,054,381	19,217,233	36,032,311	54,048,486	84,075,302	7,527,508
<b>Policy Assumptions</b>									
AH Target % (8 mix)	0%	25%	25%	25%	25%	25%	25%	25%	25%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,543	1,543	1,567	1,539	1,539	1,539	1,539	1,074
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633	2,055
Sub-total CIL+S106 (£ per unit)	1,764	3,598	3,598	3,622	11,172	11,172	11,172	11,172	3,129
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	3,598	3,598	3,622	11,172	11,172	11,172	11,172	3,129
<b>Profit KPI's</b>									
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	17.52%	17.52%	17.55%	17.50%	17.50%	17.50%	17.50%	16.40%
Developers Profit (% on costs)	27.51%	20.08%	20.55%	20.62%	21.74%	21.88%	21.93%	21.96%	16.00%
Developers Profit Total (£)	426,800	638,856	1,277,713	1,940,194	3,362,234	6,304,189	9,456,283	14,709,774	1,234,819
<b>Land Value KPI's</b>									
RLV (£/acre (net))	293,410	(189,230)	(109,854)	(105,716)	70,157	86,766	92,172	96,034	(1,151,948)
RLV (£/ha (net))	725,017	(467,588)	(270,954)	(261,225)	173,357	214,396	227,756	237,299	(2,846,443)
RLV (% of GDV)	6.79%	-4.81%	-2.79%	-2.86%	1.80%	2.23%	2.37%	2.47%	-18.91%
RLV Total (£)	145,003	(175,346)	(293,878)	(293,878)	346,714	803,986	1,281,130	2,076,369	(1,423,221)
BLV (£/acre (net))	302,000	302,000	302,000	302,000	302,000	302,000	302,000	302,000	302,000
BLV (£/ha (net))	746,242	746,242	746,242	746,242	746,242	746,242	746,242	746,242	746,242
BLV Total (£)	149,248	279,841	559,682	839,522	1,492,484	2,798,408	4,197,611	6,529,618	373,121
Surplus/Deficit (£/acre) [RLV-BLV]	(8,590)	(491,230)	(411,654)	(407,716)	(231,843)	(215,235)	(209,828)	(205,966)	(1,453,940)
Surplus/Deficit (£/ha)	(21,228)	(1,213,830)	(1,017,196)	(1,007,467)	(572,885)	(531,846)	(518,486)	(508,943)	(3,592,688)
Surplus/Deficit Total (£)	(4,245)	(455,185)	(762,897)	(1,133,400)	(1,145,770)	(1,994,421)	(2,916,481)	(4,453,248)	(1,796,342)
Plan Viability comments	Marginal	Not Viable	Not Viable	Not Viable	Marginal	Marginal	Marginal	Marginal	Not Viable

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (19-27) HVBF v0.2

## Higher Value Brownfield – Worst Case Scenario

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- 6.27 Table 6.4 summarises the appraisal results for the higher value zone brownfield typologies (Typologies 19-27). The higher value brownfield typologies were run with a baseline affordable housing percentage of 25% and £302,000 per acre BLV.
- 6.28 The appraisal results indicate that the typologies are either marginal or unviable within the higher value zone, generating an RLV of -£1,150,000 to +£293,000 per acre.
- 6.29 Across the higher value typologies, the 8, 80, 150 and 225 and 350-unit schemes (Typologies 19, 23, 24, 25, 26) show marginal viability. These schemes generate positive RLV's ranging between £70,000 – 293,000 per acre. These schemes generate viability above the BLV with just a 5-10 % decrease in build cost or 5-10% increase in market value. A reduction in BLV to £200,000 per acre would make all the schemes viable.
- 6.30 Sensitivity Table 8 shows that approximately £60,000-£70,000 grant per affordable unit to be viable across the marginal schemes.
- 6.31 The schemes that show marginal viability benefit from using the lower quartile BCIS by quantum. The rest of the typologies are all unviable under 80 units, with the exception of typology 19 (8-units) which does not include and affordable housing and is used as a comparative typology. The least viable scheme is the 45-unit flatted scheme (typology 27), which generates a RLV of -£1,150,000 per acre, for this scheme to become viable a 30% increase in market value for flats would be required or a 30% decrease in build costs.

**Table 6.5 – Lower Value Greenfield Appraisal Summary (Worst Case)**

Appraisal Ref:	San28	San29	San30	San31	San32	San33	San34	San35
Scheme Typology:	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Low	Low	Low	Low	Low	Low	Low	Low
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	1,662,000	2,984,339	5,968,678	9,104,892	15,664,475	29,370,891	44,056,336	68,532,078
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	19.16%	19.16%	19.17%	19.14%	19.14%	19.14%	19.14%
Developers Profit (% on costs)	21.93%	17.97%	18.47%	18.46%	19.36%	19.47%	19.52%	19.55%
Developers Profit Total (£)	332,400	571,708	1,143,416	1,745,499	2,998,709	5,622,578	8,433,868	13,119,350
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-
RLV (£/acre (net))	(377,266)	(830,031)	(737,120)	(753,366)	(671,962)	(563,559)	(546,332)	(541,169)
RLV (£/ha (net))	(932,225)	(2,051,007)	(1,821,424)	(1,861,568)	(1,413,319)	(1,367,845)	(1,349,985)	(1,337,229)
RLV (% of GDV)	-11.22%	-25.77%	-22.89%	-23.00%	-18.04%	-17.46%	-17.24%	-17.07%
RLV Total (£)	(186,445)	(769,128)	(1,366,068)	(2,094,264)	(2,826,637)	(5,129,417)	(7,593,668)	(11,700,752)
BLV (£/acre (net))	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
BLV (£/ha (net))	494,200	494,200	494,200	494,200	494,200	494,200	494,200	494,200
BLV Total (£)	98,840	185,325	370,650	555,975	988,400	1,853,250	2,779,875	4,324,250
Surplus/Deficit (£/acre) [RLV-BLV]	(577,266)	(1,030,031)	(937,120)	(953,366)	(771,962)	(753,559)	(746,332)	(741,169)
Surplus/Deficit (£/ha)	(1,426,425)	(2,545,207)	(2,315,624)	(2,355,768)	(1,907,519)	(1,862,045)	(1,844,185)	(1,831,429)
Surplus/Deficit Total (£)	(285,285)	(954,453)	(1,736,718)	(2,650,239)	(3,815,037)	(6,982,667)	(10,373,543)	(16,025,002)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (28-35) LVGF v0.2

## Lower Value Greenfield – Worst Case Scenario

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- 6.32 Table 6.5 summarises the appraisal results for lower value greenfield (Typologies 28-35). The lower value greenfield typologies were run with a baseline affordable housing percentage of 10% and £200,000 per net acre BLV.
- 6.33 The appraisal results indicate that the typologies are all unviable within the lower value zone, generating an RLV of -£830,000 - £377,000 per acre. Sensitivities indicate that for these schemes to become viable at 10% affordable housing, a reduction of greater than 30% affordable housing is required, or approximately 20-25% decrease in build costs is required at 0% affordable housing.
- 6.34 Our analysis indicates that the lower value greenfield typologies are fundamentally unviable.

**Table 6.6 – Medium Value Greenfield Appraisal Summary (Worst Case)**

Appraisal Ref:	San36	San37	San38	San39	San40	San41	San42
Scheme Typology:	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield
No Units:	8	15	30	45	80	150	225
Location / Value Zone:	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:							
Total GDV (£)	1,900,000	3,334,408	6,668,813	10,108,408	17,460,500	32,738,438	49,107,656
<b>Policy Assumptions</b>	-	-	-	-	-	-	-
<b>AH Target % (8 mix):</b>	0%	15%	15%	15%	15%	15%	15%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%
CLL (£ ps/m)	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CLL (£ per unit)	1,764	1,748	1,748	1,776	1,744	1,744	1,744
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633
Sub-total CLL+S106 (£ per unit)	1,764	3,803	3,803	3,831	11,377	11,377	11,377
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-
<b>Sub-total CLL+S106+Infrastructure (£ per unit):</b>	<b>1,764</b>	<b>3,803</b>	<b>3,803</b>	<b>3,831</b>	<b>11,377</b>	<b>11,377</b>	<b>11,377</b>
<b>Profit KPI's</b>							
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	18.71%	18.71%	18.73%	18.69%	18.69%	18.69%
Developers Profit (% on costs)	24.99%	19.70%	20.22%	20.16%	21.20%	21.37%	21.42%
Developers Profit Total (£)	380,000	624,002	1,248,004	1,893,043	3,263,410	6,118,894	9,178,341
<b>Land Value KPI's</b>							
<b>RLV (£/acre (net))</b>	<b>(833)</b>	<b>(492,807)</b>	<b>(405,322)</b>	<b>(422,581)</b>	<b>(241,371)</b>	<b>(216,670)</b>	<b>(209,857)</b>
RLV (£/ha (net))	(2,059)	(1,217,726)	(1,001,550)	(1,044,197)	(596,428)	(535,392)	(518,557)
RLV (% of GDV)	-0.02%	-13.70%	-11.26%	-11.62%	-6.83%	-6.13%	-5.94%
<b>RLV Total (£)</b>	<b>(412)</b>	<b>(456,647)</b>	<b>(751,163)</b>	<b>(1,174,722)</b>	<b>(1,192,850)</b>	<b>(2,007,719)</b>	<b>(2,916,883)</b>
<b>BLV (£/acre (net))</b>	<b>225,000</b>	<b>225,000</b>	<b>225,000</b>	<b>225,000</b>	<b>225,000</b>	<b>225,000</b>	<b>225,000</b>
BLV (£/ha (net))	555,975	555,975	555,975	555,975	555,975	555,975	555,975
BLV Total (£)	111,195	208,491	416,981	625,472	1,111,950	2,084,906	3,127,358
Surplus/Deficit (£/acre) [RLV-BLV]	(225,833)	(717,807)	(630,322)	(647,581)	(466,371)	(441,670)	(434,857)
Surplus/Deficit (£/ha)	(558,034)	(1,773,701)	(1,557,525)	(1,600,172)	(1,152,403)	(1,091,367)	(1,074,532)
Surplus/Deficit Total (£)	(111,607)	(665,138)	(1,168,144)	(1,800,194)	(2,304,806)	(4,092,625)	(6,044,243)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (36-43) MVGF v0.2

## Medium Value Greenfield – Worst Case Scenario

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- 6.35 Table 6.6 summarises the appraisal results for lower value greenfield (Typologies 36-43). The medium value greenfield typologies were run with a baseline affordable housing percentage of 15% and £225,000 per acre BLV.
- 6.36 The appraisal results indicate that the typologies are all unviable within the medium value zone, generating an RLV of -£800 to +£490,00 per acre.
- 6.37 The 8-unit scheme generates the highest RLV per acre of -£800, this is because the scheme does not have any affordable housing due to its size, and has been included as a means of comparison. This scheme is on the border of becoming marginal.
- 6.38 The larger schemes 80-350 units all express the next highest RLV's per acre ranging from -£200,000 to -£250,000. This is because these schemes benefit from the build cost discount by quantum, meaning the lower quartile BCIS build costs were adopted. For these schemes to become viable at 15% affordable housing a 20% reduction in build costs is required or a 20% increase in residential values.

**Table 6.7 - Higher Value Greenfield Appraisal Summary (Worst Case)**

Appraisal Ref:	San44	San45	San46	San47	San48	San49	San50	San51
Scheme Typology:	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	2,134,000	3,576,210	7,152,420	10,846,755	18,848,120	35,340,225	53,010,338	82,460,525
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	25%	25%	25%	25%	25%	25%	25%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CL (£ per unit)	1,764	1,543	1,543	1,567	1,539	1,539	1,539	1,539
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633
Sub-total CL+S106 (£ per unit)	1,764	3,598	3,598	3,622	11,172	11,172	11,172	11,172
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Sub-total CL+S106+Infrastructure (£ per unit)	1,764	3,598	3,598	3,622	11,172	11,172	11,172	11,172
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	17.75%	17.75%	17.77%	17.72%	17.72%	17.72%	17.72%
Developers Profit (% on costs)	27.90%	20.21%	20.70%	20.76%	21.91%	22.06%	22.11%	22.14%
Developers Profit Total (£)	426,800	634,704	1,269,408	1,927,737	3,340,087	6,262,664	9,393,995	14,612,882
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-
RLV (£/acre (net))	331,383	(215,515)	(135,319)	(131,159)	48,194	65,320	70,712	74,563
RLV (£/ha (net))	818,848	(532,537)	(334,373)	(324,093)	119,086	161,407	174,730	184,246
RLV (% of GDV)	7.67%	-5.58%	-3.51%	-3.36%	1.26%	1.71%	1.85%	1.96%
RLV Total (£)	163,770	(199,701)	(250,780)	(364,604)	238,173	605,275	982,854	1,612,152
BLV (£/acre (net))	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
BLV (£/ha (net))	617,750	617,750	617,750	617,750	617,750	617,750	617,750	617,750
BLV Total (£)	123,550	231,656	463,313	694,969	1,235,500	2,316,563	3,474,844	5,405,313
Surplus/Deficit (£/acre) [RLV-BLV]	81,383	(465,515)	(385,319)	(381,159)	(201,806)	(184,680)	(179,288)	(175,437)
Surplus/Deficit (£/ha)	201,098	(1,150,287)	(952,123)	(941,843)	(498,664)	(456,343)	(443,020)	(433,504)
Surplus/Deficit Total (£)	40,220	(431,357)	(714,093)	(997,327)	(2,491,990)	(1,711,288)	(2,491,990)	(3,793,160)
Plan Viability comments	Viable	Not Viable	Not Viable	Not Viable	Marginal	Marginal	Marginal	Marginal

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (44-51) HVGF v0.2



## Higher Value Greenfield – Worst Case Scenario

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- 6.39 Table 6.7 summarises the appraisal results for lower value greenfield (Typologies 44-51). The higher value greenfield typologies were run with a baseline affordable housing percentage of 25% and £250,000 per acre BLV.
- 6.40 The appraisal results indicate that the typologies within the higher value zone are viable, marginal and unviable, generating an RLV of -£215,000 to £330,000 per acre.
- 6.41 The schemes that are unviable are the 15, 30 and 45-unit schemes. These schemes generate RLV's of -£215,000, -£135,000 and -£131,000 per acre. For these schemes to become viable a 15-20% increase in market value is required, alternatively a 15-20% decrease in build costs would also be required.
- 6.42 The marginal schemes are the schemes that are larger than 80-units which benefit from using the Lower Quartile BCIS costs by quantum. These schemes would become viable with a reduction in BLV per acre to approximately £150,000. These schemes would also become viable with a 5-10% reduction in build cost or a 5-10% increase in market values.

**Table 6.8 - Lower Value Brownfield Appraisal Summary (Pragmatic)**

Appraisal Ref:	San1	San2	San3	San4	San5	San6	San7	San8	San9
Scheme Typology:	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value High Density Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Low	Low	Low	Low	Low	Low	Low	Low	Low
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	1,662,000	2,984,339	5,968,678	9,104,892	15,664,475	29,370,891	44,056,336	68,532,078	5,561,142
<b>Policy Assumptions</b>									
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846	1,289
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479	10,922
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479	10,922
<b>Profit KPI's</b>									
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	17.28%	17.28%	17.29%	17.27%	17.27%	17.27%	17.27%	16.84%
Developers Profit (% on costs)	21.63%	17.36%	17.85%	17.92%	17.49%	17.59%	17.58%	17.82%	12.93%
Developers Profit Total (£)	299,160	515,615	1,031,231	1,574,184	2,704,589	5,071,103	7,606,655	11,832,575	936,309
<b>Land Value KPI's</b>									
RLV (£/acre (net))	(41,247)	(641,327)	(493,310)	(450,839)	(508,321)	(489,493)	(490,632)	(1,008,556)	(2,118,127)
RLV (£/ha (net))	(101,921)	(1,337,619)	(1,120,130)	(1,114,024)	(1,251,119)	(1,209,538)	(1,212,400)	(2,492,143)	(5,233,892)
RLV (% of GDV)	-1.23%	-16.81%	-14.08%	-13.76%	-15.97%	-15.44%	-15.48%	-14.14%	-47.06%
RLV Total (£)	(20,384)	(601,607)	(840,097)	(1,253,277)	(2,502,237)	(4,535,768)	(6,819,751)	(9,691,668)	(2,616,946)
<b>BLV (£/acre (net))</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	138,994	277,988	416,981	416,981	741,300	1,389,938	2,084,906	1,441,417	185,325
Surplus/Deficit (£/acre) [RLV-BLV]	(191,247)	(691,327)	(603,310)	(600,839)	(656,321)	(639,493)	(640,632)	(1,158,556)	(2,268,127)
Surplus/Deficit (£/ha)	(472,571)	(1,708,269)	(1,490,780)	(1,484,674)	(1,621,769)	(1,589,188)	(1,583,050)	(2,862,793)	(5,604,542)
Surplus/Deficit Total (£)	(94,514)	(640,601)	(1,118,085)	(1,670,258)	(3,243,537)	(5,925,706)	(8,904,657)	(11,133,083)	(2,802,271)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

## Lower Value Brownfield – Pragmatic Scenario

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- 6.43 Table 6.8 summarises the appraisal results for the lower value zone brownfield typologies 1-9. The lower value brownfield typologies were run with a baseline affordable housing percentage of **10%**. The Profit (on market units) and BLV is **18%** and **£150,000 per acre** for all Typologies 1-9 for the pragmatic scenarios. This is still a significant BLV for some sites which could in fact be liabilities for existing landowners.
- 6.44 The appraisal results indicate that typologies 1-9 are all unviable, generating RLV's of -£2,118,000 to -£41,000 per acre. This indicates an improvement within this value zone with the pragmatic assumptions, but still all the schemes are unviable.
- 6.45 Across all of the schemes, a reduction in build costs of 20-30% or an increase in market value is required for the schemes to be viable. We also note that grant funding upwards of £100,000 per affordable unit would be required, as expressed in sensitivity table 8.
- 6.46 We note that in accordance with the Written Ministerial Statement, we recommend the minimum policy requirements to be imposed for development not to be stymied in the lower value zone.

**Table 6.9 - Medium Value Brownfield Appraisal Summary (Pragmatic)**

Appraisal Ref:	San10	San11	San12	San13	San14	San15	San16	San17	San18
Scheme Typology:	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	1,900,000	3,410,438	6,820,875	10,342,688	17,847,000	33,463,125	50,194,688	78,080,625	6,353,438
<b>Policy Assumptions</b>									
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846	1,289
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479	10,922
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479	10,922
<b>Profit KPI's</b>									
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	17.28%	17.28%	17.29%	17.27%	17.27%	17.27%	17.27%	16.84%
Developers Profit (% on costs)	24.55%	19.81%	20.32%	20.33%	19.91%	20.06%	20.10%	20.36%	14.84%
Developers Profit Total (£)	342,000	589,376	1,178,753	1,788,176	3,081,780	5,778,338	8,667,506	13,482,788	1,070,111
<b>Land Value KPI's</b>									
RLV (£/acre (net))	310,356	(168,437)	(85,809)	(86,996)	(144,007)	(120,908)	(114,100)	(168,796)	(1,558,979)
RLV (£/ha (net))	766,890	(411,266)	(212,034)	(214,968)	(355,841)	(298,759)	(281,942)	(417,093)	(3,854,707)
RLV (% of GDV)	8.07%	-4.52%	-2.33%	-2.34%	-3.99%	-3.35%	-2.08%	-2.08%	-30.34%
RLV Total (£)	153,378	(154,225)	(159,026)	(241,839)	(711,682)	(1,120,346)	(1,585,923)	(1,622,028)	(1,927,354)
<b>BLV (£/acre (net))</b>	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	1,441,417	185,325
Surplus/Deficit (£/acre) [RLV-BLV]	160,356	(316,437)	(235,809)	(236,996)	(294,007)	(270,908)	(264,100)	(318,796)	(1,709,979)
Surplus/Deficit (£/ha)	396,240	(781,916)	(582,684)	(585,618)	(726,491)	(669,409)	(652,592)	(787,743)	(4,225,357)
Surplus/Deficit Total (£)	79,248	(293,218)	(437,013)	(658,820)	(1,452,982)	(2,510,283)	(3,670,829)	(3,063,444)	(2,112,679)
Plan Viability comments	Viabile	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

## Medium Value Brownfield – Pragmatic Scenario

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- 6.47 Table 6.9 summarises the appraisal results for the medium value zone brownfield typologies (Typologies 10-18). The medium value brownfield typologies were run with a baseline affordable housing percentage of **10%**, profit at **18%**, and BLV of **£150,000 per acre**.
- 6.48 The appraisal results indicate that the typologies are a mixture of viable, marginal and not viable with RLV's which range from -£1,559,979 to +£310,000 per acre.
- 6.49 The 8-unit scheme (typology 10) generates a RLV of £310,000 per acre which is at the top end of the range, this is due to this scheme not including any affordable housing provision.
- 6.50 The 30 and 45-unit schemes (typologies 12, 13) express unviability with RLV's of -£85,000 and +£86,000 respectively. For these schemes to become viable a 10% increase in market value is require or a 10% decrease in build costs.
- 6.51 The rest of the typologies are also unviable within the medium value zone. Our sensitivity analysis indicates that a 10% increase in market value would make these schemes viable at 10% affordable housing. Alternatively, a 10% decrease in build costs would also make the schemes viable.
- 6.52 The flatted scheme (typology 18) results in significantly negative RLV of -£1,559,979 acre.

**Table 6.10 – Higher Value Brownfield Appraisal Summary (Pragmatic)**

Appraisal Ref:	San19	San20	San21	San22	San23	San24	San25	San26	San27
Scheme Typology:	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	2,134,000	3,645,419	7,290,837	11,054,381	19,217,233	36,032,311	54,048,486	84,075,302	7,527,508
<b>Policy Assumptions</b>									
AH Target % (8 mix):	0%	25%	25%	25%	25%	25%	25%	25%	25%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,543	1,543	1,567	1,539	1,539	1,539	1,539	1,074
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,176	11,176	11,200	11,172	11,172	11,172	11,172	10,707
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,176	11,176	11,200	11,172	11,172	11,172	11,172	10,707
<b>Profit KPI's</b>									
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	15.88%	15.88%	15.90%	15.85%	15.85%	15.85%	15.85%	14.92%
Developers Profit (% on costs)	27.65%	19.67%	20.13%	20.23%	19.94%	20.07%	20.11%	20.14%	15.39%
Developers Profit Total (£)	384,120	578,838	1,157,675	1,757,775	3,046,634	5,712,439	8,568,658	13,329,024	1,122,938
<b>Land Value KPI's</b>									
RLV (£/acre (net))	652,919	126,492	183,690	193,445	157,807	174,193	179,585	183,436	(723,128)
RLV (£/ha (net))	1,613,362	312,561	453,898	478,002	389,940	430,431	443,754	453,271	(1,786,844)
RLV (% of GDV)	15.12%	3.22%	4.67%	4.86%	4.06%	4.48%	4.62%	4.72%	-11.87%
RLV Total (£)	322,672	117,210	340,424	537,752	779,880	1,614,118	2,496,118	3,966,119	(893,422)
BLV (£/acre (net))	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	3,243,188	185,325
Surplus/Deficit (£/acre) [RLV-BLV]	502,919	(23,508)	33,690	43,445	7,807	24,193	29,585	33,436	(873,126)
Surplus/Deficit (£/ha)	1,242,712	(58,089)	83,246	107,352	19,290	59,781	73,104	82,621	(2,157,494)
Surplus/Deficit Total (£)	248,542	(21,784)	62,436	120,771	38,580	224,180	411,212	722,932	(1,078,747)
Plan Viability comments	Viabile	Marginal	Viabile	Viabile	Viabile	Viabile	Viabile	Viabile	Not Viabile

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

## Higher Value Brownfield – Pragmatic Scenario

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- 6.53 Table 6.10 summarises the appraisal results for the higher value zone greenfield typologies (Typologies 19-27). The higher value brownfield typologies were run with a baseline affordable housing percentage of 25% and £150,000 per acre BLV.
- 6.54 The appraisal results indicate that most the typologies within the higher value zone, generating healthy RLV's of £126,000 to £652,000 per acre. This is with the exception of Typology 27 which is unviable.
- 6.55 Typology 27 is a 45-unit flatted typology, this scheme generates a RLV of -£723,000 per acre, for this scheme to become viable, the value of apartments must increase by 20% or build costs reduce by 20%.

**Table 6.11 – Lower Value Greenfield Appraisal Summary (Pragmatic)**

Appraisal Ref:	San28	San29	San30	San31	San32	San33	San34	San35
Scheme Typology:	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Low	Low	Low	Low	Low	Low	Low	Low
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	1,662,000	2,984,339	5,968,678	9,104,892	15,664,475	29,370,891	44,056,336	68,532,078
Policy Assumptions	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479
Profit KPI's								
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	17.28%	17.28%	17.29%	17.27%	17.27%	17.27%	17.27%
Developers Profit (% on costs)	22.20%	17.62%	18.12%	18.16%	17.72%	17.84%	17.88%	17.91%
Developers Profit Total (£)	299,160	515,615	1,031,231	1,574,184	2,704,589	5,071,103	7,606,655	11,832,575
Land Value KPI's								
RLV (£/acre (net))	47,585	(494,403)	(406,833)	(409,814)	(465,295)	(445,200)	(438,011)	(432,877)
RLV (£/ha (net))	117,583	(1,221,671)	(1,005,285)	(1,012,650)	(1,149,745)	(1,100,090)	(1,082,326)	(1,069,638)
RLV (% of GDV)	1.41%	-15.35%	-12.63%	-12.51%	-14.68%	-14.05%	-13.82%	-13.66%
RLV Total (£)	23,517	(458,127)	(753,964)	(1,139,232)	(2,299,490)	(4,125,337)	(6,088,086)	(9,359,335)
BLV (£/acre (net))	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	3,243,188
Surplus/Deficit (£/acre) [RLV-BLV]	(102,415)	(644,403)	(556,833)	(559,814)	(615,295)	(595,200)	(588,011)	(582,877)
Surplus/Deficit (£/ha)	(253,067)	(1,592,321)	(1,375,935)	(1,383,300)	(1,520,395)	(1,452,976)	(1,440,288)	(1,440,288)
Surplus/Deficit Total (£)	(50,813)	(597,120)	(1,031,951)	(1,556,213)	(3,040,790)	(5,515,274)	(8,172,992)	(12,602,522)
Plan Viability comments	Marginal	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (28-35) LVGF v0.3 PRAGMATIC



## Lower Value Greenfield – Pragmatic Scenario

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- 6.56 Table 6.11 summarises the appraisal results for the lower value zone greenfield typologies (28-35). The lower value greenfield typologies were run with a baseline affordable housing percentage of **10%**. The BLV is **£150,000 per acre** net for all typologies This is still a 'high' BLV with a 15 x multiplier. Profit (on open market units) is **18%**.
- 6.57 The appraisal results indicate that typologies 28-35 are mostly unviable, apart from the 8-unit scheme (typology 28) which is marginal. The schemes in the lower value greenfield zone produce RLV's of -£494,000 to +£47,000 per acre. This is an improvement from the 'worst case' scenarios.
- 6.58 Typology 28, which is an 8-unit scheme - does not include any affordable housing and does not generate viability, resulting in a positive RLV of £47,000 per acre.
- 6.59 The rest of the typologies 29-35 are all unviable and generate negative RLV's. for these schemes to be viable, an increase in values of 25-30% is required or a decrease in build costs of 20-30%.
- 6.60 We note that in accordance with the Written Ministerial Statement, we recommend the minimum policy requirements to be imposed for development not to be stymied in the lower value zone.

**Table 6.12 – Medium Value Greenfield Appraisal Summary (Pragmatic)**

Appraisal Ref:	San36	San37	San38	San39	San40	San41	San42	San43
Scheme Typology:	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	1,900,000	3,352,783	6,668,813	10,108,406	17,460,500	32,738,438	49,107,656	76,389,688
Policy Assumptions	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	15%	15%	15%	15%	15%	15%	15%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,748	1,748	1,776	1,744	1,744	1,744	1,744
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,381	11,381	11,409	11,377	11,377	11,377	11,377
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,381	11,381	11,409	11,377	11,377	11,377	11,377
Profit KPI's	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	16.84%	16.90%	16.91%	16.88%	16.88%	16.88%	16.88%
Developers Profit (% on costs)	25.19%	19.51%	19.70%	19.82%	19.42%	19.57%	19.62%	19.65%
Developers Profit Total (£)	342,000	564,542	1,126,879	1,709,252	2,946,870	5,625,381	8,288,072	12,892,556
Land Value KPI's	-	-	-	-	-	-	-	-
RLV (£/acre (net))	372,055	(113,683)	(81,831)	(81,005)	(133,310)	(109,573)	(102,798)	(97,958)
RLV (£/ha (net))	919,347	(280,910)	(202,204)	(200,165)	(329,409)	(270,756)	(254,013)	(242,054)
RLV (% of GDV)	9.68%	-3.14%	-2.27%	-2.23%	-3.77%	-3.10%	-2.91%	-2.77%
RLV Total (£)	183,869	(105,341)	(151,653)	(225,185)	(658,819)	(1,015,334)	(1,428,824)	(2,117,975)
BLV (£/acre (net))	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	3,243,188
Surplus/Deficit (£/acre) [RLV-BLV]	222,055	(263,683)	(231,831)	(231,005)	(283,310)	(259,573)	(252,798)	(247,958)
Surplus/Deficit (£/ha)	548,697	(651,560)	(572,954)	(570,815)	(700,059)	(641,406)	(624,663)	(612,004)
Surplus/Deficit Total (£)	109,739	(244,335)	(429,640)	(442,168)	(1,400,119)	(2,405,271)	(3,513,730)	(5,391,182)
Plan Viability comments	Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

## Medium Value Greenfield – Pragmatic Scenario

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- 6.61 Table 6.12 summarises the appraisal results for the medium value zone greenfield typologies (Typologies 36-43). The medium value greenfield typologies were run with a baseline affordable housing percentage of **15%**, Profit at **18%**, and BLV of **£150,000 per acre**.
- 6.62 Medium value zone greenfield typologies generate RLV's which range from -£133,000 to +£372,000 per acre.
- 6.63 Typologies 37, 38, 39 which are the 15, 30 and 45-unit schemes are all marginal, expressing negative RLV's of -£100,000 to -£80,000 per acre. For these schemes to become viable at 15% affordable housing, market values would need to increase by approximately 5-10%, alternatively, these schemes are viable with a 5-10% decrease in build costs.
- 6.64 All of the larger schemes are unviable. These schemes generate negative RLV's which range from -£133,000 to -£97,000 per acre. For these schemes to become viable, a 15% decrease in build costs or 15% increase in market value is required.
- 6.65 With Sandwell's extensive track record in securing funding and regeneration strategy it could be argued that across the plan period Sandwell's regeneration has the ability to create a placemaking premium which would make these schemes viable with a 5-15% increase in market values.

**Table 6.13 – Higher Value Greenfield Appraisal Summary (Pragmatic)**

Appraisal Ref:	San44	San45	San46	San47	San48	San49	San50	San51
Scheme Typology:	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	2,134,000	3,576,210	7,152,420	10,846,755	19,032,676	35,340,225	53,010,338	82,460,525
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-
<b>AH Target % (&amp; mix):</b>	<b>0%</b>	<b>25%</b>	<b>25%</b>	<b>25%</b>	<b>25%</b>	<b>25%</b>	<b>25%</b>	<b>25%</b>
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,543	1,543	1,567	1,539	1,539	1,539	1,539
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,176	11,176	11,200	11,172	11,172	11,172	11,172
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
<b>Sub-total CIL+S106+Infrastructure (£ per unit):</b>	<b>1,764</b>	<b>11,176</b>	<b>11,176</b>	<b>11,200</b>	<b>11,172</b>	<b>11,172</b>	<b>11,172</b>	<b>11,172</b>
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	16.07%	16.07%	16.09%	15.95%	16.05%	16.05%	16.05%
Developers Profit (% on costs)	28.09%	19.80%	20.27%	20.38%	20.16%	20.22%	20.26%	20.30%
Developers Profit Total (£)	384,120	574,685	1,149,370	1,745,318	3,035,561	5,670,914	8,506,370	13,232,132
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-
<b>RLV (£/acre (net))</b>	<b>690,721</b>	<b>103,848</b>	<b>161,378</b>	<b>171,447</b>	<b>166,733</b>	<b>152,692</b>	<b>158,069</b>	<b>161,909</b>
RLV (£/ha (net))	1,706,771	256,609	398,766	423,647	411,996	377,302	390,588	400,078
RLV (% of GDV)	16.00%	2.69%	4.18%	4.39%	4.33%	4.00%	4.14%	4.25%
RLV Total (£)	341,354	96,228	299,074	476,602	823,992	1,414,883	2,197,058	3,500,684
<b>BLV (£/acre (net))</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>	<b>150,000</b>
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	3,243,188
Surplus/Deficit (£/acre) [RLV-BLV]	540,721	(46,152)	11,378	21,447	16,733	2,692	8,069	11,909
Surplus/Deficit (£/ha)	1,336,121	(114,041)	28,116	52,997	41,346	6,652	19,938	29,428
Surplus/Deficit Total (£)	267,224	(42,765)	21,087	59,621	82,692	24,946	112,152	257,497
Plan Viability comments	Viable	Marginal	Viable	Viable	Viable	Viable	Viable	Viable

Source: 240920\_Sandwell\_Whole Plan Viability AH Appraisals (44-51) HVGF v0.3 PRAGMATIC

## Higher Value Greenfield – Pragmatic Scenario

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- 6.66 Table 6.13 summarises the appraisal results for lower value greenfield (Typologies 44-51). The higher value greenfield typologies were run with a baseline affordable housing percentage of **25%**, profit at **18%** and **£150,000 per acre** BLV.
- 6.67 The appraisal results indicate that all the typologies are viable within the higher value zone, with the exception of the 15-unit scheme (typology45) which is marginal. The schemes all generate a positive RLV of £103,000 - £690,000 per acre.

## Worst Case Scenario Summary

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- 6.68 The "Worst Case" scenario assumes a fully policy-compliant approach, where all development costs and policy requirements are "layered-on" without any adjustments. This scenario represents a more conservative approach, designed to test the robustness of the Local Plan under challenging conditions.
- 6.69 The results in this scenario often indicate marginal or unviable outcomes, particularly for developments in lower value areas, where high build costs and lower market values negatively impact viability. In these cases, the appraisals show that substantial increases in market values or decreases in build costs would be necessary to achieve viability.

## Pragmatic Scenario Summary

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- 6.70 In contrast, the "Pragmatic" scenario adopts a more flexible approach, adjusting key assumptions to reflect more achievable conditions in the current market. This includes reducing build costs by using lower quartile BCIS rates, reducing developer profit margins to 18%, and incorporating fewer garages in lower value areas to reduce overall construction costs as well as reducing the Benchmark Land Value (BLV).
- 6.71 The pragmatic scenario is designed to reflect a more realistic approach that developers might take in practice, particularly in less favourable market conditions. As a result, the viability outcomes in the "Pragmatic" scenario are generally more positive, with many of the same typologies that were unviable in the "Worst Case" scenario showing improved viability. This scenario suggests that with some cost engineering and adjustments to profit expectations, many developments can become viable.

## Differences in Appraisal Results

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- 6.72 The differences in the appraisal results between the two scenarios highlight the sensitivity of key assumptions such as build costs, profit margins, and market values. In the "Worst Case" scenario, the rigid application of high costs and profit margins often results in unviable outcomes, particularly in lower value zones and for brownfield sites, where the financial strain of meeting all policy requirements is most acute. Conversely, the "Pragmatic" scenario demonstrates that by making targeted adjustments — such as reducing construction costs and accepting lower profit margins — many of these developments can become viable. This scenario indicates that with a more flexible and market-responsive approach, the Local Plan can still be deliverable across a broader range of sites.
- 6.73 In summary, the use of both scenarios in the appraisal process allows for a nuanced understanding of the Local Plan's viability. The "Worst Case" scenario tests the limits of policy

compliance under challenging conditions, while the "Pragmatic" scenario offers insights into how adjustments could make the plan more viable and deliverable in practice. Under the pragmatic scenario we test lower affordable housing policy requirements, and in these circumstances developers and landowners have to moderate their expectations also. This dual approach ensures that the viability assessment is comprehensive, providing valuable information to guide decision-making and policy adjustments to ensure the Local Plan's successful implementation.

## 7 Older Person's Housing

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- 7.1 AspinallVerdi have been appointed by the Council to undertake an assessment of Older Persons Housing in the form of an Addendum Report to sit alongside the Regulation 18 Viability Report dated November 2023. This is additional work from the original viability study in November 2023 which did not cover Older Person's Housing.
- 7.2 The purpose of this section is to provide an overview of the older persons housing market (retirement living / extra care) across the borough, to create suitable typologies and absolute value assumptions to inform the viability appraisals. We also set out the results of our Older Person's Housing appraisals at the end of this section.
- 7.3 We have undertaken a review of the existing evidence base and considered market evidence.

### Specialist Accommodation for Older People Defined

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- 7.4 There is a separate section of the PPG to help guide Councils in preparing policies on housing for older and disabled people (published 26 June 2019). The PPG recognises the necessity to plan for the housing needs of disabled people:

*'The provision of appropriate housing for people with disabilities, including specialist and supported housing, is crucial in helping them to live safe and independent lives. Unsuitable or un-adapted housing can have a negative impact on disabled people and their Carers. It can lead to mobility problems inside and outside the home, poorer mental health and a lack of employment opportunities. Providing suitable housing can enable disabled people to live more independently and safely, with greater choice and control over their lives. Without accessible and adaptable housing, disabled people risk facing discrimination and disadvantage in housing. An ageing population will see the numbers of disabled people continuing to increase and it is important we plan early to meet their needs throughout their lifetime.'*<sup>3</sup>

- 7.5 The PPG recognises the diversity of specialist housing including:
- Age-restricted general market housing: This type of housing is generally for people aged 55 and over and the active elderly. It may include some shared amenities such as communal gardens, but does not include support or care services.
  - Retirement living or sheltered housing: This usually consists of purpose-built flats or bungalows with limited communal facilities such as a lounge, laundry room and guest room. It does not generally provide care services but provides some support to enable

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<sup>3</sup> MHCLG, 26 June 2019, Paragraph: 002 Reference ID: 63-002-20190626



residents to live independently. This can include 24-hour on-site assistance (alarm) and a warden or house manager.

- Extra care housing or housing-with-care: This usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an onsite care agency registered through the Care Quality Commission (CQC). Residents are able to live independently with 24-hour access to support services and staff, and meals are also available. There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.
- Residential care homes and nursing homes: These have individual rooms within a residential building and provide a high level of care meeting all activities of daily living. They do not usually include support services for independent living. This type of housing can also include dementia care homes.

7.6 The PPG states that:

*‘There is a significant amount of variability in the types of specialist housing for older people. The list above indicates the different types of housing available but is not definitive. Any single development may contain a range of different types of specialist housing.’<sup>4</sup>*

7.7 In this respect, we have appraised generic retirement living / sheltered housing schemes. We set out below the existing evidence base with respect to Older Persons housing.

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<sup>4</sup> Ibid, Paragraph: 010 Reference ID: 63-015-20190626

## National Market Overview

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- 7.8 In the summer of 2023, Knight Frank released a report titled 'Seniors Housing Development Update 2023'. The report notes that the senior housing market in the UK experienced growth in 2022, with over 8,000 new units built across 145 schemes, marking a 6.4% increase from the previous year. Despite this momentum, the delivery of newer senior housing units remains insufficient to meet the growing demand. Only 12% of senior housing stock was built post-2010, while 69% consists of older, pre-1990 stock. Current annual delivery represents about 3% of total new homes built each year, despite seniors being a significant portion of the population.
- 7.9 The Mayhew Review in 2022 recommended a government target of 50,000 senior housing units per year until 2040 to address the accommodation challenge. The Office for National Statistics predicts an additional 4.2 million seniors by 2040, constituting 25% of the population. Construction costs have risen, posing challenges, but there's growing lender interest in funding seniors housing schemes.
- 7.10 Integrated Retirement Communities (IRCs) led the growth in new delivery, accounting for 58% of units in 2022. Despite challenges in the development environment, construction activity remains resilient. The Knight Frank and Mayhew report anticipates a shift to larger, more urban developments, with a forecasted increase in the provision of age-targeted rental units. As Environmental, Social, and Governance (ESG) criteria gain importance, senior housing is seen as beneficial, aligning well with all three pillars of ESG.
- 7.11 The report suggests a positive outlook for the senior housing market, projecting a 7.5% growth in total specialist senior housing units in the UK by 2027. However, it emphasises the need for accelerated supply to meet the growing demand and highlights challenges such as planning issues, affordability, and marketing to consumers unfamiliar with the offerings in the sector. A government task force and policy support are seen as crucial for overcoming these challenges and unlocking the potential of the senior housing market.
- 7.12 BNP Paribas Real Estate 2022 note that, there is a severe undersupply of Housing with Care communities in the UK. This research goes on to say that there are 12.7m over 65's living in the UK (source ONS Population Projections 2020-based) and this is expected to increase to 16.5m by 2036. Assuming demand for housing with care is c. 5%, in line with other developed countries such as New Zealand, and adjusting for the number of beds per unit, BNP Paribas Real Estate estimate a shortfall of 487,000 units which need to be built. Assuming 150 units per community, that's 3,245 communities needed to account for the shortfall. Moreover, this doesn't account for the 31% projected increase in 65 years plus over the next 15 years.
- 7.13 ONS forecasts suggest there will be an additional 4.2 million seniors by 2040, at which point 25% of the population will be aged 65 or over, highlighting the future demands for senior housing.

## Retirement Housing Group Value Assumptions

7.14 The Retirement Housing Group<sup>5</sup> acknowledge that sheltered housing values carry a premium on typical private residential apartments. The Retirement Housing Group applies a rule of thumb approach which is outlined in the table below.

**Table 7.1 - Sheltered Housing and ECH Sales Values**

Typology	Assumption
Sheltered housing unit prices	In high value areas - <ul style="list-style-type: none"> <li>• 10-15% premium to private market 1/2 bed flats</li> </ul> Or, in low value areas (where no apartment scheme comparable) - <ul style="list-style-type: none"> <li>• 75% value of 3-bed semi-detached house for a 1 bed sheltered housing unit, and</li> <li>• 100% value of 3-bed semi-detached house for a 2-bed sheltered housing unit</li> </ul>
Extra-care housing unit prices	<ul style="list-style-type: none"> <li>• 25% premium to sheltered housing</li> </ul>

Source: Retirement Housing Group (2013)<sup>5</sup> Error! Bookmark not defined.

<sup>5</sup> RHG Retirement Housing Group, Retirement Housing Viability Base Data (April 2013) / Briefing Paper for CIL Practitioners Retirement Housing and the Community Infrastructure Levy (June 2013) by Churchill Retirement Living and McCarthy and Stone

## Older Person's Housing Market

- 7.15 Upon review of Older Person's Housing in Sandwell, our search found that there are currently no new-build schemes with units on the market (published prices) in Sandwell.
- 7.16 For the purpose of the viability study and this addendum report, we have focused on the schemes which have second-hand units on the market at the time of writing (July 2024). We note that listed prices aren't always reflective of the transacted price. However, within the land registry, we are unable to identify if a transaction is regular market housing or an older person's unit as there is no differentiation.
- 7.17 We have reviewed and identified new-build and second hand, Age Restricted/Extra Care Housing developments which have recently sold and have had units on the market and the prices there are listed as. Note listing prices aren't always reflective of the transacted price.
- 7.18 Our search has revealed the following schemes below:

## Retirement Living Transactions

- 7.19 We have reviewed recently transacted properties, which have sold in the last 2 years across Sandwell and immediately neighbouring areas using Rightmove to gain an understanding of achieved values with second-hand age-restricted housing. Our search found 17no. properties which are detailed below.

**Table 7.2 - Retirement Living Transactions**

Address	Property Type	Date Sold	Price
20, Gortsie Croft, Great Barr, B43 5LZ	Older Bungalow	28/06/2024	£124,000
11 Gortsie Croft, Great Barr, B43 5LZ	Older Bungalow	28/07/2024	£135,000
10 Gortsie Croft, Great Barr, B43 5LZ	Older Bungalow	13/01/2023	£140,000
Flat 27 Hadley Lodge, Quinton Lane, B32 2AW	Modern Flat	25/01/2024	£172,000
Flat 19 Hadley Lodge, Quinton Lane, B32 2AW	Modern Flat	20/12/2023	£180,000
Flat 33 Hadley Lodge, Quinton Lane, B32 2AW	Modern Flat	04/06/2023	£165,000
Flat 32 Hadley Lodge, Quinton Lane, B32 2AW	Modern Flat	20/01/2023	£175,000
Flat 24 Milton Court, Sandon Road, Smethwick, B66 4AD	Flat	19/04/2024	£62,000
Flat 18 Milton Court, Sandon Road, Smethwick, B66 4AD	Flat	29/11/2023	£77,500
Flat 2 Milton Court, Sandon Road, Smethwick, B66 4AD	Flat	11/11/2023	£52,000

Address	Property Type	Date Sold	Price
Flat 31 Milton Court, Sandon Road, Smethwick, B66 4AD	Flat	08/08/2023	£70,000
Flat 54 Milton Court, Sandon Road, Smethwick, B66 4AD	Flat	04/05/2023	£60,000
Flat 52 Milton Court, Sandon Road, Smethwick, B66 4AD	Flat	12/12/2022	£70,500
Flat 28 Milton Court, Sandon Road, Smethwick, B66 4AD	Flat	29/11/2022	£70,000
Flat 58 Milton Court, Sandon Road, Smethwick, B66 4AD	Flat	29/09/2022	£63,000
38, Chatwins Wharf, Tipton, DY4 8QG	Bungalow	14/07/2023	£160,000
18, Chatwins Wharf, Tipton, DY4 8QG	Bungalow	07/07/2023	£163,875

Source: Rightmove, 2024

- 7.20 Values range from £52,000 to £180,000 though we note that these properties have a leasehold tenure and therefore it is more than likely that they are shared ownership, the price of which may not therefore represent 100% open market value.

## Retirement Living Asking Prices

- 7.21 We have also reviewed the current stock of second-hand retirement properties using Rightmove to gain an understanding of the asking values associated with second-hand, age-restricted and extra-care housing. Note, the locational factors and type of property affect the asking prices.
- 7.22 One and two-bed flats are the most popular offering on the market, in terms of purpose-built retirement homes. Across Sandwell we have reviewed the available units in Table 7.3 below.

**Table 7.3 – Retirement Living Asking Prices**

Address	Post-code	Property Type	Price
Gortsie Croft, Great Barr	B43 5LZ	2-bed Bungalow	£130,000
Gortsie Croft, Great Barr	B43 5LZ	2-bed Bungalow	£130,000
Gilbert Avenue, Oldbury	B69 1PJ	1-bed Bungalow	£155,000
Hagley Road West, Oldbury	B68 ODJ	2-bed Flat	£75,000
Hadley Lodge, Quinton Lane	B32 2AW	1-bed Flat	£179,950
Hadley Lodge, Quinton Lane	B32 2AW	1-bed Flat	£135,000
Milton Court, Sandon Road, Smethwick	B66 4AD	2-bed Flat	£60,000
Chatwins Wharf, Tipton,	DY4 8QG	2-bed Bungalow	£170,000

Source: Rightmove, 2024

- 7.23 Whilst these are second-hand retirement they vary in price due to value zone being a factor, the amenities, quality and services provided by each specific older person's development varies.

7.24 Values range from £60,000 - £179,950 for 1-bedroom apartments, averaging £129,369.

### Gorstie Croft

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7.25 Gortsie Croft is a Retirement Living Scheme located on Gorse Farm Road, Great Barr, B43 5LZ. The scheme consists of 20no. bungalows, built in 1990.

**Figure 7.1 - Gorstie Croft**



Source: Housingcare.org, 2024

7.26 Our search identified 2no. properties listed for sale across Gorstie Croft. All of the properties are 2-bedroom, listed at £130,000.

### Milton Court

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7.27 Milton Court is a Retirement Living Scheme located on Sandon Road, Bearwood, B66 4AD. The scheme consists of 58no. 2-bed flats and included non-resident management staff and Careline alarm service, built in 1992.

7.28 The scheme includes communal lounges and landscaped gardens as well as weekly social activities including: Bingo, coffee mornings and darts. Our search identified 1no. properties listed for sale across Milton Court.

**Figure 7.2 - Milton Court**



Source: Housingcare.org, 2024

## Chatwins Wharf

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- 7.29 Chatwins Wharf is a Retirement Living Scheme located on Albion Street, Tipton, DY4 8QG. This scheme was built in 1991 and consists of 27no. 2-bed bungalows.
- 7.30 The scheme includes a resident's lounge, communal facilities and resident's benefit from resident management staff (part time) and Careline alarm service.

**Figure 7.3 - Sanderson Court**



Source: Housingcare.org, 2024

## Extra Care Transactions

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- 7.31 As previously mentioned earlier the PPG identifies Extra Care housing as:
- Housing that usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an onsite care agency registered through the Care Quality Commission (CQC). Residents are able to live independently with 24-hour access to support services and staff, and meals are also available. There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.*
- 7.32 As this type of housing differs from the traditional Retirement Living / Sheltered Housing, we have also conducted an analysis of Extra Care housing across the Borough.
- 7.33 Our search found 10no. transactions which have been sold in the past 2 years, we have reviewed the available units identified in Table 7.5 below.
- 7.34 We note that some of these properties are likely to be shared ownership which reflects the lower values.



**Table 7.4 - Extra Care Transactions**

Address	Property Type	Date Sold	Price
Flat 6 Goldfield Court, Dartmouth Street, West Bromwich, B70 8GH	Flat	19/01/2024	£84,500
Flat 43 Goldfield Court, Dartmouth Street, West Bromwich, B70 8GH	Flat	11/11/2023	£30,000
Flat 93 Goldfield Court, Dartmouth Street, West Bromwich, B70 8GH	Flat	21//7/23	£50,000
Flat 5 Goldfield Court, Dartmouth Street, West Bromwich, B70 8GH	Flat	26/01/2023	£61,650
Flat 14 Goldfield Court, Dartmouth Street, West Bromwich, B70 8GH	Flat	20/01/2023	£95,000
Flat 3 Goldfield Court, Dartmouth Street, West Bromwich, B70 8GH	Flat	01/09/2022	£33,250
Flat 82 Queensridge Court, Queensway, Oldbury, B68 0LE	Flat	20/11/2023	£100,000
Flat 71 Queensridge Court, Queensway, Oldbury, B68 0LE	Flat	18/09/2023	£105,000
Flat 81 Queensridge Court, Queensway, Oldbury, B68 0LE	Flat	06/09/2023	£32,500
Flat 76 Queensridge Court, Queensway, Oldbury, B68 0LE	Flat	17/02/2023	£103,125

Source: Rightmove, 2024

## Goldfield Court

- 7.35 Goldfield Court is located on Dartmouth Street, Greets Green, West Bromwich, B70 8GH. The scheme was built in 2012 and comprises of 93no. 1 and 2-bedroom apartments.
- 7.36 The scheme has on-site care staff (24 hours / 7 days), Non-resident management staff and Careline alarm service. The scheme also benefits from a lounge, restaurant open to the public, laundry, garden, hobby room, activities room, shop, hairdressing salon, cinema and assisted bathing facilities.

**Figure 7.4 - Goldfield Court**



Source: Housingcare.org, 2024



## Queensridge Court

- 7.37 Queensridge Court is located off Queensway in Oldbury, B68 0LE and is an Extra Care scheme where Housing 21 is in partnership with Sandwell Metropolitan Borough Council. The scheme comprises 87no. flats of 1 and 2-bedroom flats, built in 2010.
- 7.38 The residents benefit from 24/7 on-site care staff, non-resident management staff and Careline alarm service as well as a restaurant; laundry; guest facilities; landscaped gardens; an activities room; a café/ bistro; shop, hairdressing salon; a library; and assisted bathing facilities.

**Figure 7.5 - Queensridge Court**



Source: Housing.org, 2024

## Extra Care Asking Prices

- 7.39 We have also reviewed the available stock for Extra Care units using Rightmove. Our search found only 1 no. available listing, located at Goldfield Court in Greets Green, West Bromwich. See details below:

**Table 7.5 - Extra Care Housing Asking Prices**

Extra Care Scheme	No. of beds	Price
Goldfield Court, Dartmouth Street, Greets Green, West Bromwich, B70 8GH	2	£132,000*

\*Note this property was listed at 25% shared ownership, the price shown is therefore the 100% market equivalent.

Source: AspinallVerdi '240611 Older Persons Housing v0.1'

## Retirement Living / Extra Care Value Assumptions

- 7.40 Our older persons' housing value assumptions have been weighted towards asking prices for newer build schemes, due to the extremely limited brand-new build evidence available across Sandwell. We have split our assumptions for both retirement living and extra care as there is evidence of a premium for extra care.

7.41 Our value assumptions are set out below.

**Table 7.6 - Retirement Living Value Assumptions (2024)**

No of beds	Sandwell (all zones)	Floor Area (sqm)	Price £ psm
1 - Bed Apartment	£145,000	55	£2636
2 - Bed Apartment	£195,000	75	£2600

Source: AspinallVerdi '240611 Older Persons Housing v0.1'

7.42 Evidence from the Retirement Housing Group recommends that extra-care properties achieve a 25% premium over the sheltered housing values. We have reflected this in our assumptions which are presented below.

**Table 7.7 - Extra Care Value Assumptions (2024)**

No of beds	Sandwell (all zones)	Floor Area (sqm)	Price £ psm
1 - Bed Apartment	£180,000	60	£3,000
2 - Bed Apartment	£240,000	80	£3,000

Source: AspinallVerdi '240611 Older Persons Housing v0.1'

7.43 These values are consistent with the market evidence above. These older persons values represent a premium to our general needs open market values for flats as set out in Table 5.3 - Absolute Market Value Assumptions (from Nov 2023).

7.44 Note that we have not included for ground rents and so called 'event-fees' in the financial modelling.

## Older Persons Appraisal Results and Summary

7.45 In order to appraise both retirement living and extra care we have developed a set of typologies see Typologies Matrix (appendix 2).

7.46 The summary of the older person's appraisals can be seen below in Table 7.8.

7.47 We have undertaken appraisals for both older persons and extra care in each of the three value zones. The schemes are all comprised of 60 units.

7.48 Within the lower and medium value zone we have included 10% affordable housing provision. For the higher value zone, we have included 25% affordable housing provision. We have used to same BLV's as the generic appraisals for each of the value zones.

7.49 We note that the cost of delivering these apartments is generally greater than ordinary housing. We have assumed a weaker gross to net assumption of 75% for retirement living and 65% for

extra care. This is because there tends to be more communal space within these schemes and greater requirements in terms of space for accessibility.

- 7.50 Across all the schemes, negative RLV's ranging from -£4,003,000 to -£3,070,000 per acre, meaning that all the schemes produce a large deficit when compared to the BLV's. This therefore means that all the schemes are fundamentally unviable.
- 7.51 For these schemes to become viable, a more than 30% decrease in build costs is required at the respective affordable housing rates.

**Table 7.8 - Older Person's Appraisal Summary**

Appraisal Ref:	OP1	OP2	OP3	OP4	OP5	OP6
Scheme Typology:	Retirement Living	Retirement Living	Retirement Living	Retirement Living - Extra Care	Retirement Living - Extra Care	Retirement Living - Extra Care
No Units:	60	60	60	60	60	60
Location / Value Zone:	Lower Value Zone	Medium Value Zone	Higher Value Zone	Lower Value Zone	Medium Value Zone	Higher Value Zone
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	0	0	0	0	0	0
Total GDV (£)	9,547,500	9,547,500	9,018,750	11,803,500	12,831,750	13,206,438
<b>Policy Assumptions</b>	-	-	-	-	-	-
AH Target % (& mix)	10%	10%	25%	10%	10%	25%
Affordable Rent:	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%
CL (£ per m)	-	-	-	-	-	-
CL (£ per unit)	-	-	-	-	-	-
Site Specific S106 (£ per unit)	-	-	-	-	-	-
Sub-total CL+S106 (£ per unit)	-	-	-	-	-	-
Site Infrastructure (£ per unit)	-	-	-	-	-	-
Sub-total CL+S106+Infrastructure (£ per unit)	-	-	-	-	-	-
<b>Profit KPI's</b>	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	19.07%	19.07%	17.53%	19.07%	19.08%	17.59%
Developers Profit (% on costs)	13.61%	13.61%	11.82%	13.57%	14.76%	14.02%
Developers Profit Total (£)	1,820,250	1,820,250	1,580,625	2,250,450	2,448,225	2,323,406
<b>Land Value KPI's</b>	-	-	-	-	-	-
RLV (£/acre (net))	(3,808,137)	(3,808,137)	(4,003,631)	(3,794,114)	(3,347,253)	(3,070,318)
RLV (£/ha (net))	(9,409,907)	(9,409,907)	(9,892,971)	(9,375,255)	(8,271,062)	(7,586,756)
RLV (% of GDV)	-59.14%	-59.14%	-65.82%	-59.57%	-48.34%	-43.08%
RLV Total (£)	(5,645,944)	(5,645,944)	(5,935,783)	(7,031,441)	(6,203,296)	(5,690,067)
BLV (£/acre (net))	236,250	252,625	302,500	236,250	252,625	302,500
BLV (£/ha (net))	583,774	624,236	747,478	583,774	624,236	747,478
BLV Total (£)	350,264	374,542	448,487	437,830	468,177	560,608
Surplus/Deficit (£/acre) [RLV-BLV]	(4,044,387)	(4,060,762)	(4,306,131)	(4,030,364)	(3,599,878)	(3,372,818)
Surplus/Deficit (£/ha)	(9,993,651)	(10,034,144)	(10,640,448)	(9,959,028)	(8,895,295)	(8,334,233)
Surplus/Deficit Total (£)	(5,996,209)	(6,020,486)	(6,384,269)	(7,469,271)	(6,671,473)	(6,250,675)
<b>Plan Viability comments</b>	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

Source:240920\_SMBC\_Older Persons Appraisal\_v0.1

## 8 Sandwell Regeneration Strategy & Secured Funding

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- 8.1 Sandwell is undergoing an unprecedented transformation with over £107 million in funding secured for a series of regeneration projects as part of a £3 billion Regeneration Pipeline spanning from 2022 to 2027. This ambitious initiative is designed to improve infrastructure, create thousands of new homes, and boost economic growth across the borough. The pipeline includes plans to deliver over 5,000 new homes, invest £53 million in education and skills facilities, and provide £63 million for new employment and commercial spaces, creating a foundation for long-term growth. These efforts are supported by key funding sources, including the Towns Fund, Levelling Up Fund, Brownfield Land Fund, and the UK Shared Prosperity Fund (UKSPF).
- 8.2 A key part of this regeneration is the West Bromwich Towns Fund, which has secured £25 million for a series of transformative projects, including the creation of the Digital Den, the Sandwell Civil and Mechanical Engineering Centre, and West Bromwich Urban Greening.
- 8.3 Additionally, Wednesbury's Town Centre Masterplan focuses on regenerating the high street and improving transport links, particularly by enhancing connectivity with the Midland Metro. These plans aim to revitalise the heart of Wednesbury, making it a more attractive location for businesses and residents, stimulating local economic growth and improving the area's commercial viability.
- 8.4 In Smethwick, £23.5 million from the Towns Fund is set to drive significant changes in the Grove Lane area, home to the new Midland Metropolitan University Hospital. This hospital will serve as a catalyst for wider regeneration, including new housing developments, enhanced health services, and upgraded community facilities.
- 8.5 The regeneration extends to Rowley Regis, which has secured £19 million for improvements to transport links and community spaces, and Tipton Town Centre, where Levelling Up funding will be used to redevelop the area. Furthermore, the borough's focus on brownfield redevelopment through the Brownfield Land Fund is unlocking underutilised land for housing and commercial use while promoting environmentally sustainable growth. This is a crucial strategy for meeting the housing demand without compromising greenfield sites.
- 8.6 These interconnected projects across Sandwell are expected to have a substantial impact on property values in regeneration zones and surrounding areas. By improving infrastructure, enhancing employment opportunities, and creating new residential and commercial spaces, Sandwell is positioning itself as an attractive destination for both investors and homebuyers. The combined effect of these investments will not only modernise key towns like West Bromwich, Smethwick, Wednesbury, and Tipton, but will also elevate Sandwell as an economic hub within the West Midlands, as well as increase residential values.

## 9 Eco-Homes Premium

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- 9.1 The concept of the "Eco Premium" or "Green Premium" is becoming increasingly significant in the UK property market, where sustainability and energy efficiency are gaining attention among buyers and renters. As consumer preferences shift toward greener living, homes designed with sustainable features—referred to as Eco-homes—are seeing a surge in demand and are commanding higher market values. This trend is supported by various studies and reports, including those from Halifax, Santander UK, Legal & General, Savills, and RICS.
- 9.2 In Sandwell, the integration of eco-friendly homes can significantly enhance property values and improve the viability of real estate schemes. For instance, homes with higher Energy Performance Certificate (EPC) ratings can fetch up to £40,000 more than those with lower ratings, as highlighted by Halifax. Furthermore, upgrading a home's EPC rating can result in substantial increases in property value, which directly benefits developers and homeowners.
- 9.3 The rising demand for energy-efficient homes also creates an opportunity for developers in Sandwell to tap into this growing market. Legal & General's research indicates that there has been a 34% increase in searches for eco-friendly homes, with buyers, particularly younger demographics like Gen Z, willing to pay substantial premiums for low-carbon properties. This willingness to pay more extends to renters as well, who are prepared to pay an average of 13% more for eco-friendly homes.
- 9.4 Moreover, the analysis by Savills underscores the financial implications of building eco-homes, noting that while construction costs for these homes are higher due to the need for advanced energy-efficient features, larger eco-homes can achieve a premium of up to 12% over standard new builds. This suggests that developers in Sandwell who focus on building larger, energy-efficient homes may achieve better returns on their investments. However, they must also consider the added costs and adjust land prices accordingly to maintain viability.
- 9.5 Finally, RICS highlights that the growing interest in energy-efficient homes is expected to drive even larger green premiums in the future. As more buyers and investors recognise the long-term benefits of eco-homes, this trend will likely continue to influence property values in Sandwell, making these homes not only a sustainable choice but also a financially rewarding one.
- 9.6 In summary, embracing the Eco Premium in Sandwell can lead to enhanced property values, increased demand for sustainable homes, and improved viability for developments. This approach aligns with broader market trends and consumer preferences, making it a strategic investment for developers and a valuable proposition for homeowners and buyers in the region.

- 9.7 It is important to note that we have not taken into consideration explicitly in our values assumptions any uplift for either eco-homes or regeneration/place-making as described in the previous section. Both of these have policy decisions should have a positive effect on viability.

## 10 Summary and Recommendations

10.1 This section draws together the conclusions and recommendations from the viability modelling.

### Residential (General Needs)

10.2 The affordable housing targets are derived from the viability analysis herein. For each of the value zones and site typologies, the table below maps the maximum potential based on careful consideration of the pragmatic scenario and the sensitivity analysis within each appraisal.

**Table 10.1 - Residential Viability Recommendations**

Value Zone	Greenfield	Brownfield
Higher Value Zone	25%	25%
Medium Value Zone	15%	10%
Lower Value Zone	10%*	10%*

\*Based on the NPPF paragraph 66 (December 2023) which requires that, 'where major development involving the provision of housing is proposed planning policies... should expect at least 10% of the homes to be available for affordable home ownership'; and the Council pursuing a strategy of proactive interventions in the market to deliver the housing in the lower value zones.

10.3 The table above shows the *maximum potential* affordable housing which has the potential to be viable for the majority of scheme sizes (based upon the appraisal assumptions herein (from the pragmatic scenario) on both greenfield and brownfield sites in the higher, medium and low value zones.

10.4 In the lower value greenfield and brownfield zones where the affordable housing threshold for viability is below 10% the Council could rely on the NPPF paragraph 66 (December 2023) which requires that, '*planning policies... should expect at least 10% of the homes to be available for affordable home ownership*' (subject to exemptions for: a) Build to Rent homes; b) specialist accommodation for specific needs (such as purpose-built accommodation for the elderly or students); c) custom self-build; or d) is exclusively for affordable housing, an entry-level exception site or a rural exception site). Sandwell Council could therefore set the affordable housing target to 10% in-line with the minimum in national policy and consider other proactive interventions in the market to support the delivery of housing and affordable housing (see section 8 above). Note that the NPPF consultation (see section 2) intends to do away with this minimum requirement.

10.5 We highlight that the unviable nature across brownfield sites is largely down to the higher Benchmark Land Values per acre, remediation costs, interest rates as well as the higher build costs that all developments are experiencing, especially smaller schemes which incorporate



median BCIS. We note, that across the plan period, both land values and build costs are likely to experience changes, which may lead to a shift in the viability position. All things being equal, if costs increase due to (say,) higher design standards then the value of the land on a residual basis should reduce. To a certain extent this is an inevitable consequence of higher building standards. However, if the cost is too great or not phased-in over an appropriate time frame the impact on the land value could be too great and stymie development.

- 10.6 Based on the residential viability results in section 6, we again recommend that the policy should be differentiated by housing market zone and greenfield/brownfield land. This reflects the range of values across Sandwell and the different risks/costs associated with greenfield and brownfield development. This approach optimises the ability of Sandwell to deliver affordable housing and fund infrastructure (through land value capture) without undermining delivery.
- 10.7 The above recommended rates are based upon: the detailed research and analysis here-in; consultation with Council Officers; the appraisal results and particularly the series of sensitivity scenarios which we have prepared for each of the typologies. The sensitivity tables (see Viability Modelling Best Practice and 'How to Interpret the Viability Appraisals in Section 5 above) in particular assist in the analysis of viability and to appreciate the sensitivity of the appraisals to key variables such as: Affordable Housing %; S106 Costs; BLV and profit; and, to consider the impact of rising construction costs. This is to de-emphasise the BLV in each typology and help consider viability 'in-the-round' i.e., in the context of sales values, development costs, contingency, developer's profit which make up the appraisal inputs. One has to appreciate that the typologies cannot possibly model every single actual development scheme that may come forward, and the sensitivity tables show where the margins of viability are (based on the baseline appraisal assumptions) and where buffers can be found e.g., developer profit, BLV, contingency etc.
- 10.8 Sandwell Council could maintain the minimum affordable housing target at 10% (Lower Value Medium Zones (Brownfield)) in-line with national policy and consider other proactive interventions in the market to deliver the housing on these types of sites.
- 10.9 We note that Sandwell has a strong regeneration track record and have secured a variety of funding which can aid in the delivery of housing, especially in the lower and medium value zones.

## Older Person's Housing

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- 10.10 Given the results of our viability appraisals in section 7 confirming that Older Person's housing to be fundamentally unviable, we recommend that affordable housing provision is not included on retirement living and extra care schemes.

10.11 We emphasise the need to seek delivery partners when bringing forward Older Person's schemes.

## Appendix 1 – Appraisals

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# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Appraisal Ref: **San1** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes: No Units: **8**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				8 Units				
AH Policy requirement (% Target)				0%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		100%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		0.0% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8		
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2		
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0		
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0		
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0		
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0		
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0		
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	53.0	570			53.0	570		
2 bed House	72.0	775			72.0	775		
3 bed House	85.0	915			85.0	915		
4 bed House	105.0	1,130			105.0	1,130		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	53.0	570			53.0	570		
2 bed House	72.0	775			72.0	775		
3 bed House	85.0	915			85.0	915		
4 bed House	105.0	1,130			105.0	1,130		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	202	2,170	0	0	202	2,170		
3 bed House	272	2,928	0	0	272	2,928		
4 bed House	210	2,260	0	0	210	2,260		
5 bed House	0	0	0	0	0	0		
1 bed Flat	0	0	0	0	0	0		
2 bed Flat	0	0	0	0	0	0		
	684	7,358	0	0	684	7,358		
AH % by floor area:		0.00% AH % by floor area (difference due to mix)						
Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)				
1 bed House	145,000	2,736	254	0				
2 bed House	170,000	2,361	219	476,000				
3 bed House	205,000	2,412	224	656,000				
4 bed House	265,000	2,524	234	530,000				
5 bed House	340,000	2,125	197	0				
1 bed Flat	115,000	2,300	214	0				
2 bed Flat	135,000	1,929	179	0				
				1,662,000				
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
* capped @£250K								

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	2.8	@	170,000	476,000
3 bed House	3.2	@	205,000	656,000
4 bed House	2.0	@	265,000	530,000
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	8.0			1,662,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.0	@	102,000	-
3 bed House	0.0	@	123,000	-
4 bed House	0.0	@	159,000	-
5 bed House	0.0	@	204,000	-
1 bed Flat	0.0	@	69,000	-
2 bed Flat	0.0	@	81,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.0	@	119,000	-
3 bed House	0.0	@	143,500	-
4 bed House	0.0	@	185,500	-
5 bed House	0.0	@	238,000	-
1 bed Flat	0.0	@	80,500	-
2 bed Flat	0.0	@	94,500	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>				
	8			1,662,000
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
		0 £ psm (total GIA sqm)	0 £ per unit (total units)	
<b>Grant</b>	0	AH units @	10,000 per unit	-
<b>Total GDV</b>				
				1,662,000

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield**      No Units: **8**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (3,696)									
Planning Application Professional Fees, Surveys and reports (10,000)									
CIL 684 sqm (Market only) 20.64 £ psm (14,110)									
CIL analysis: 0.85% % of GDV 1,764 £ per unit (total units)									
Site Specific S106 Contributions									
	Year 1				0				-
	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
	Years 1-15			8 units @				0 per unit	-
	Sub-total								-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 684 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.20 ha @ 133,000 £ per ha (if brownfield) (26,600)									
Site Infrastructure costs -									
	Year 1				0				-
	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
	Years 1-15			8 units @				0 per unit	-
	Sub-total								-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,374 psm -									
2 bed House 202 sqm @ 1,374 psm (276,998)									
3 bed House 272 sqm @ 1,374 psm (373,728)									
4 bed House 210 sqm @ 1,374 psm (288,540)									
5 bed House - sqm @ 1,374 psm -									
1 bed Flat - sqm @ 1,576 psm -									
2 bed Flat 684 sqm @ 1,576 psm -									
Garages for 3 bed House (OMS only) 3 units @ 50% @ 11,754 £ per garage (18,806)									
Garages for 4 bed House (OMS only) 2 units @ 75% @ 11,754 £ per garage (17,631)									
Garages for 5 bed House (OMS only) - units @ 120% @ 11,754 £ per garage -									
External works 975,704 @ 15.0% (146,356)									
Ext. Works analysis: 18,294 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 8 units @ 287 £ per unit (2,296)									
M4(2) Category 2 Housing Aff units - units @ 100% @ 0 £ per unit -									
M4(2) Category 2 Housing OMS units 8 units @ 100% @ 0 £ per unit -									
M4(3) Category 3 Housing Aff units - units @ 15% @ 0 £ per unit -									
M4(3) Category 3 Housing OMS units 8 units @ 15% @ 0 £ per unit -									
Part L 2025/FHS 8 units @ 4,449 £ per unit (35,592)									
Renewable Energy 8 units @ 0 £ per unit -									
EV Charging Points - Houses 8 units @ 0 £ per unit -									
EV Charging Points - Flats - units @ 4 flats per charger 0 £ per 4 units -									
Water Efficiency 8 units @ 0 £ per unit -									
Sub-total (37,888)									
Policy Costs analysis: (design costs only) 4,736 £ per unit (total units)									
Contingency (on construction) 1,186,547 @ 5.0% (59,327)									

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	1,186,547 @		<b>6.5%</b>		(77,126)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	1,662,000 OMS @		<b>3.00%</b>	6,233 £ per unit	(49,860)
Residential Sales Agent Costs	1,662,000 OMS @		<b>1.00%</b>	2,078 £ per unit	(16,620)
Residential Sales Legal Costs	1,662,000 OMS @		<b>0.25%</b>	519 £ per unit	(4,155)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>10,079 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(4,754)
<b>Developers Profit -</b>					
Profit on OMS	1,662,000		<b>20.00%</b>		(332,400)
Margin on AH	0		<b>6.00%</b> on AH values		-
<b>Profit analysis:</b>	<b>1,662,000</b>		<b>20.00% blended GDV</b>		<b>(332,400)</b>
	<b>1,536,195</b>		<b>21.64% on costs</b>		<b>(332,400)</b>
<b>TOTAL COSTS</b>					<b>(1,868,595)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(206,595)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(206,595)</b>
<b>RLV analysis:</b>	<b>(25,824) £ per plot</b>	<b>(1,032,975) £ per ha (net)</b>	<b>(418,039) £ per acre (net)</b>		
		<b>(1,032,975) £ per ha (gross)</b>	<b>(418,039) £ per acre (gross)</b>		
			<b>-12.43% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.20 ha (net)		0.49 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.20 ha (gross)		0.49 acres (gross)	
<b>Density analysis:</b>		<b>3,418 sqm/ha (net)</b>		<b>14,889 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	14,594 £ per plot	583,774 £ per ha (net)	<b>236,250</b> £ per acre (net)		<b>116,755</b>
<b>BLV analysis:</b>		<b>583,774 £ per ha (gross)</b>	<b>236,250 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,616,749) £ per ha (net)</b>	<b>(654,289) £ per acre (net)</b>		<b>(323,350)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield**      No Units: **8**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(625,063)	(655,144)	(685,285)	(715,426)	(745,567)	(814,736)	(1,225,737)
	10.00	(639,192)	(668,624)	(698,055)	(727,486)	(756,918)	(895,289)	(1,300,919)
	20.00	(653,381)	(682,103)	(710,825)	(739,547)	(768,269)	(975,842)	(1,376,102)
	30.00	(667,570)	(695,583)	(723,595)	(751,608)	(779,620)	(1,056,394)	(1,451,284)
	40.00	(681,759)	(709,062)	(736,366)	(763,669)	(790,972)	(1,136,947)	(1,526,467)
	50.00	(695,948)	(722,542)	(749,136)	(775,729)	(833,350)	(1,217,500)	(1,601,650)
	60.00	(710,138)	(736,022)	(761,906)	(787,790)	(919,273)	(1,298,053)	(1,676,832)
	70.00	(724,327)	(749,501)	(774,676)	(799,851)	(1,005,196)	(1,378,605)	(1,752,015)
	80.00	(738,516)	(762,981)	(787,446)	(811,911)	(1,091,119)	(1,459,158)	(1,827,197)
	90.00	(752,705)	(776,461)	(800,216)	(823,972)	(1,177,042)	(1,539,711)	(1,902,380)
	100.00	(766,894)	(789,940)	(812,987)	(905,666)	(1,262,965)	(1,620,264)	(1,977,562)
	110.00	(781,083)	(803,420)	(825,757)	(996,959)	(1,348,888)	(1,700,816)	(2,052,745)
	120.00	(795,272)	(816,900)	(838,527)	(1,088,252)	(1,434,811)	(1,781,369)	(2,127,928)
	130.00	(809,461)	(830,379)	(851,297)	(1,179,545)	(1,520,734)	(1,861,922)	(2,203,110)
	140.00	(823,650)	(843,859)	(935,020)	(1,270,838)	(1,606,657)	(1,942,475)	(2,278,293)
	150.00	(837,839)	(857,338)	(1,031,684)	(1,362,132)	(1,692,579)	(2,023,027)	(2,353,475)
	160.00	(852,028)	(870,818)	(1,128,347)	(1,453,425)	(1,778,502)	(2,103,580)	(2,428,658)
	170.00	(866,218)	(905,318)	(1,225,010)	(1,544,718)	(1,864,425)	(2,184,133)	(2,503,840)
	180.00	(880,407)	(1,007,336)	(1,321,674)	(1,636,011)	(1,950,348)	(2,264,686)	(2,579,023)
	190.00	(894,596)	(1,109,370)	(1,418,337)	(1,727,304)	(2,036,271)	(2,345,238)	(2,654,206)
200.00	(908,785)	(1,211,403)	(1,515,000)	(1,818,597)	(2,122,194)	(2,425,791)	(2,729,388)	
210.00	(1,015,210)	(1,313,437)	(1,611,664)	(1,909,890)	(2,208,117)	(2,506,344)	(2,804,571)	
220.00	(1,122,614)	(1,415,470)	(1,708,327)	(2,001,183)	(2,294,040)	(2,586,897)	(2,879,753)	
230.00	(1,230,017)	(1,517,504)	(1,804,990)	(2,092,477)	(2,379,963)	(2,667,449)	(2,954,936)	
240.00	(1,337,421)	(1,619,537)	(1,901,653)	(2,183,770)	(2,465,886)	(2,748,002)	(3,030,118)	
250.00	(1,444,825)	(1,721,571)	(1,998,317)	(2,275,063)	(2,551,809)	(2,828,555)	(3,105,301)	

**TABLE 2**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106	-	(654,289)	(682,966)	(711,642)	(740,319)	(768,996)	(980,997)	(1,380,914)
	1,000	(670,894)	(699,571)	(728,248)	(756,924)	(785,601)	(1,106,689)	(1,506,605)
	2,000	(687,500)	(716,176)	(744,853)	(773,529)	(832,464)	(1,232,381)	(1,632,297)
	3,000	(704,105)	(732,781)	(761,458)	(790,134)	(958,156)	(1,358,072)	(1,757,989)
	4,000	(720,710)	(749,386)	(778,063)	(806,740)	(1,083,848)	(1,483,764)	(1,883,681)
	5,000	(737,315)	(765,992)	(794,668)	(823,345)	(1,209,540)	(1,609,456)	(2,009,373)
	6,000	(753,920)	(782,597)	(811,273)	(935,315)	(1,335,231)	(1,735,148)	(2,135,065)
	7,000	(770,525)	(799,202)	(827,878)	(1,061,007)	(1,460,923)	(1,860,840)	(2,260,756)
	8,000	(787,130)	(815,807)	(844,484)	(1,186,698)	(1,586,615)	(1,986,532)	(2,386,448)
	9,000	(803,736)	(832,412)	(912,474)	(1,312,390)	(1,712,307)	(2,112,223)	(2,512,140)
	10,000	(820,341)	(849,017)	(1,038,166)	(1,438,082)	(1,837,999)	(2,237,915)	(2,637,832)
	11,000	(836,946)	(865,622)	(1,163,857)	(1,563,774)	(1,963,691)	(2,363,607)	(2,763,524)
	12,000	(853,551)	(889,672)	(1,289,549)	(1,689,466)	(2,089,382)	(2,489,299)	(2,889,216)
	13,000	(870,156)	(1,015,324)	(1,415,241)	(1,815,158)	(2,215,074)	(2,614,991)	(3,014,907)
	14,000	(886,761)	(1,141,016)	(1,540,933)	(1,940,849)	(2,340,766)	(2,740,683)	(3,140,599)

**TABLE 3**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(486,139)	(523,223)	(560,307)	(597,391)	(634,475)	(854,884)	(1,263,208)
	17.5%	(570,214)	(603,094)	(635,975)	(668,855)	(701,735)	(917,940)	(1,322,061)
	20.0%	(654,289)	(682,966)	(711,642)	(740,319)	(768,996)	(980,997)	(1,380,914)
	22.5%	(738,365)	(762,837)	(787,310)	(811,783)	(836,256)	(1,044,053)	(1,439,766)
	25.0%	(822,440)	(842,709)	(862,978)	(883,247)	(903,516)	(1,107,110)	(1,498,619)
	27.5%	(906,515)	(922,580)	(938,646)	(954,711)	(970,776)	(1,170,166)	(1,557,472)

**TABLE 4**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 236,250	100,000	(518,039)	(546,716)	(575,392)	(604,069)	(632,746)	(844,747)	(1,244,664)
	150,000	(568,039)	(596,716)	(625,392)	(654,069)	(682,746)	(894,747)	(1,294,664)
	200,000	(618,039)	(646,716)	(675,392)	(704,069)	(732,746)	(944,747)	(1,344,664)
	250,000	(668,039)	(696,716)	(725,392)	(754,069)	(782,746)	(994,747)	(1,394,664)
	300,000	(718,039)	(746,716)	(775,392)	(804,069)	(832,746)	(1,044,747)	(1,444,664)
	350,000	(768,039)	(796,716)	(825,392)	(854,069)	(882,746)	(1,094,747)	(1,494,664)
	400,000	(818,039)	(846,716)	(875,392)	(904,069)	(932,746)	(1,144,747)	(1,544,664)
	450,000	(868,039)	(896,716)	(925,392)	(954,069)	(982,746)	(1,194,747)	(1,594,664)
	500,000	(918,039)	(946,716)	(975,392)	(1,004,069)	(1,032,746)	(1,244,747)	(1,644,664)
	550,000	(968,039)	(996,716)	(1,025,392)	(1,054,069)	(1,082,746)	(1,294,747)	(1,694,664)
	600,000	(1,018,039)	(1,046,716)	(1,075,392)	(1,104,069)	(1,132,746)	(1,344,747)	(1,744,664)
	650,000	(1,068,039)	(1,096,716)	(1,125,392)	(1,154,069)	(1,182,746)	(1,394,747)	(1,794,664)
	700,000	(1,118,039)	(1,146,716)	(1,175,392)	(1,204,069)	(1,232,746)	(1,444,747)	(1,844,664)
	750,000	(1,168,039)	(1,196,716)	(1,225,392)	(1,254,069)	(1,282,746)	(1,494,747)	(1,894,664)
	800,000	(1,218,039)	(1,246,716)	(1,275,392)	(1,304,069)	(1,332,746)	(1,544,747)	(1,944,664)
	850,000	(1,268,039)	(1,296,716)	(1,325,392)	(1,354,069)	(1,382,746)	(1,594,747)	(1,994,664)



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	(654,289)	60,550	38,335	16,120	(6,094)	(28,309)	(50,524)	(72,738)
	70%	(45,210)	(67,647)	(90,084)	(112,521)	(134,966)	(157,498)	(180,030)
	75%	(150,970)	(173,629)	(196,349)	(240,990)	(267,296)	(293,601)	(320,008)
	80%	(284,617)	(311,180)	(337,743)	(364,336)	(391,041)	(417,802)	(444,804)
	85%	(407,161)	(434,077)	(461,040)	(488,136)	(515,579)	(543,620)	(571,768)
	90%	(530,038)	(557,514)	(585,409)	(613,821)	(642,234)	(670,646)	(699,058)
	95%	(654,289)	(682,966)	(711,642)	(740,319)	(768,996)	(800,997)	(1,380,914)
	100%	(779,995)	(808,935)	(837,876)	(1,138,684)	(1,540,600)	(1,942,517)	(2,344,434)
	105%	(905,700)	(1,288,371)	(1,692,287)	(2,096,204)	(2,500,120)	(2,904,037)	(3,307,954)
	110%	(1,835,974)	(2,241,891)	(2,647,807)	(3,053,724)	(3,459,641)	(3,865,557)	(4,271,474)
	115%	(2,787,494)	(3,195,411)	(3,603,327)	(4,011,244)	(4,419,161)	(4,827,077)	(5,234,994)
	120%	(3,739,014)	(4,148,931)	(4,558,847)	(4,968,764)	(5,378,681)	(5,788,597)	(6,198,514)

**TABLE 7**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0	(572,127)	(600,182)	(628,801)	(657,477)	(686,154)	(714,830)	(753,854)
	1,000	(590,465)	(618,744)	(647,421)	(676,098)	(704,774)	(733,451)	(894,792)
	2,000	(608,878)	(637,365)	(666,041)	(694,718)	(723,394)	(752,071)	(1,035,738)
	3,000	(627,356)	(655,985)	(684,662)	(713,338)	(742,015)	(770,692)	(1,176,683)
	4,000	(645,929)	(674,605)	(703,282)	(731,959)	(760,635)	(817,712)	(1,317,629)
	5,000	(664,549)	(693,226)	(721,902)	(750,579)	(779,255)	(1,058,658)	(1,458,574)
	6,000	(683,169)	(711,846)	(740,523)	(769,199)	(797,904)	(1,199,603)	(1,599,520)
	7,000	(701,790)	(730,466)	(759,143)	(787,819)	(816,524)	(1,340,549)	(1,740,466)
	8,000	(720,410)	(749,087)	(777,763)	(806,440)	(1,081,578)	(1,481,494)	(1,881,411)
	9,000	(739,030)	(767,707)	(796,383)	(825,064)	(1,222,523)	(1,622,440)	(2,022,357)
	10,000	(757,651)	(786,327)	(815,004)	(853,680)	(1,363,469)	(1,763,386)	(2,163,302)
	11,000	(776,271)	(804,947)	(833,624)	(1,104,498)	(1,504,414)	(1,904,331)	(2,304,248)
	12,000	(794,891)	(823,568)	(852,244)	(1,245,443)	(1,645,360)	(2,045,277)	(2,445,193)
	13,000	(813,511)	(842,188)	(870,860)	(1,386,389)	(1,786,306)	(2,186,222)	(2,586,139)
	14,000	(832,132)	(860,808)	(1,127,418)	(1,527,334)	(1,927,251)	(2,327,168)	(2,727,084)
	15,000	(850,752)	(879,429)	(1,268,363)	(1,668,280)	(2,068,197)	(2,468,113)	(2,868,030)
	16,000	(869,372)	(1,009,392)	(1,409,309)	(1,809,226)	(2,209,142)	(2,609,059)	(3,008,975)

**TABLE 8**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%	(3,848,404)	(4,004,971)	(4,161,538)	(4,318,105)	(4,474,672)	(4,631,239)	(4,787,806)
	82%	(3,361,705)	(3,542,607)	(3,723,509)	(3,904,411)	(4,085,313)	(4,266,215)	(4,447,117)
	84%	(2,875,006)	(3,080,243)	(3,285,480)	(3,490,717)	(3,695,954)	(3,901,191)	(4,106,428)
	86%	(2,388,307)	(2,617,879)	(2,847,451)	(3,077,023)	(3,306,595)	(3,536,167)	(3,765,739)
	88%	(1,901,608)	(2,155,515)	(2,409,422)	(2,663,329)	(2,917,235)	(3,171,142)	(3,425,049)
	90%	(1,414,909)	(1,693,151)	(1,971,393)	(2,249,634)	(2,527,876)	(2,806,118)	(3,084,360)
	92%	(928,210)	(1,230,787)	(1,533,363)	(1,835,940)	(2,138,517)	(2,441,094)	(2,743,671)
	94%	(812,154)	(832,937)	(1,095,334)	(1,422,246)	(1,749,158)	(2,076,070)	(2,402,981)
	96%	(759,532)	(782,947)	(806,361)	(1,008,552)	(1,359,799)	(1,711,045)	(2,062,292)
	98%	(706,911)	(732,956)	(759,002)	(785,047)	(811,092)	(1,346,021)	(1,721,603)
	100%	(654,289)	(682,966)	(711,642)	(740,319)	(768,996)	(800,997)	(1,380,914)
	102%	(602,006)	(632,976)	(664,283)	(695,591)	(726,898)	(758,206)	(1,040,224)
	104%	(550,341)	(583,319)	(616,924)	(650,863)	(684,801)	(718,740)	(752,690)
106%	(498,941)	(534,217)	(569,831)	(606,134)	(642,704)	(679,274)	(715,844)	
108%	(447,622)	(485,365)	(523,244)	(561,541)	(600,607)	(639,808)	(679,009)	
110%	(396,392)	(436,612)	(476,921)	(517,462)	(558,535)	(600,342)	(642,174)	
112%	(345,220)	(387,908)	(430,734)	(473,643)	(516,874)	(560,876)	(605,339)	
114%	(294,049)	(339,295)	(384,547)	(429,988)	(475,545)	(521,568)	(568,504)	
116%	(242,878)	(290,682)	(338,487)	(386,367)	(434,374)	(482,664)	(531,669)	
118%	(176,504)	(242,069)	(292,432)	(342,795)	(393,319)	(443,971)	(495,083)	
120%	(132,336)	(177,987)	(246,378)	(299,300)	(352,264)	(405,403)	(458,800)	

**TABLE 8**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit) 10,000	-	(654,289)	(691,269)	(728,248)	(765,228)	(832,476)	(1,295,241)	(1,758,007)
	10,000	(654,289)	(682,966)	(711,642)	(740,319)	(768,996)	(800,997)	(1,380,914)
	20,000	(654,289)	(674,663)	(695,037)	(715,410)	(735,784)	(756,157)	(1,003,820)
	30,000	(654,289)	(666,360)	(678,431)	(690,501)	(702,572)	(714,643)	(726,713)
	40,000	(654,289)	(658,057)	(661,825)	(665,592)	(669,360)	(673,128)	(676,895)
	50,000	(654,289)	(649,754)	(645,219)	(640,683)	(636,148)	(631,613)	(627,078)
	60,000	(654,289)	(641,451)	(628,613)	(615,775)	(602,936)	(590,098)	(577,260)
	70,000	(654,289)	(633,148)	(612,007)	(590,866)	(569,724)	(548,583)	(527,442)
	80,000	(654,289)	(624,845)	(595,401)	(565,957)	(536,513)	(507,068)	(477,624)
	90,000	(654,289)	(616,542)	(578,795)	(541,048)	(503,329)	(465,616)	(427,902)
	100,000	(654,289)	(608,239)	(562,236)	(516,263)	(470,353)	(424,443)	(378,579)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Appraisal Ref: **San2** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **15**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				15 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	4.7	12.4%	0.2	33%	4.9		
3 bed House	40.0%	5.4	26.8%	0.4	39%	5.8		
4 bed House	25.0%	3.4	20.0%	0.3	25%	3.7		
5 bed House	0.0%	0.0	5.9%	0.1	1%	0.1		
1 bed Flat	0.0%	0.0	22.5%	0.3	2%	0.3		
2 bed Flat	0.0%	0.0	12.4%	0.2	1%	0.2		
Total number of units	100.0%	13.5	100.0%	1.5	100%	15.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House	0	0	0	0	0		0	
2 bed House	373	4,018	15	158	388		4,176	
3 bed House	540	5,813	40	433	580		6,245	
4 bed House	432	4,650	38	413	470		5,063	
5 bed House	0	0	14	152	14		152	
1 bed Flat	0	0	20	214	20		214	
2 bed Flat	0	0	15	165	15		165	
	1,345	14,480	143	1,535	1,488		16,016	
<b>AH % by floor area:</b>		<b>9.59% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	145,000	2,339	217	0				
2 bed House	170,000	2,152	200	834,870				
3 bed House	205,000	2,050	190	1,189,410				
4 bed House	265,000	2,070	192	973,875				
5 bed House	340,000	2,125	197	30,090				
1 bed Flat	115,000	2,300	214	38,813				
2 bed Flat	135,000	1,929	179	25,110				
				3,092,168				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
					* capped @£250K			

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	4.7	@	170,000	803,250
3 bed House	5.4	@	205,000	1,107,000
4 bed House	3.4	@	265,000	894,375
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	13.5			2,804,625
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.1	@	102,000	14,229
3 bed House	0.3	@	123,000	37,085
4 bed House	0.2	@	159,000	35,775
5 bed House	0.1	@	204,000	13,541
1 bed Flat	0.3	@	69,000	17,466
2 bed Flat	0.1	@	81,000	11,300
	1.1			129,394
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.0	@	119,000	5,534
3 bed House	0.1	@	143,500	14,422
4 bed House	0.1	@	185,500	13,913
5 bed House	0.0	@	238,000	5,266
1 bed Flat	0.1	@	80,500	6,792
2 bed Flat	0.0	@	94,500	4,394
	0.4			50,320
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	1.5		-
<b>Sub-total GDV Residential</b>				
	15			2,984,339
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>107,828</b>
		<b>72 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	2	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>2,984,339</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(6,930)
Planning Application Professional Fees, Surveys and reports						(20,000)
CIL						(27,766)
<b>CIL analysis:</b>		1,345 sqm (Market only)	20.64 £ psm			
		0.93% % of GDV	1,851 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	15 units @	2,055 per unit			(30,825)
	Sub-total					(30,825)
<b>S106 analysis:</b>		82,200 £ per ha	1.03% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum						
<b>Comm. Sum analysis:</b>		1,488 sqm (total)	0.00% % of GDV	0 £ psm		
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(46,125)
		0.38 ha @		123,000 £ per ha (if brownfield)		
Site Infrastructure costs -						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	15 units @	0 per unit			-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
		- sqm @		1,374 psm		
2 bed House						(533,069)
		388 sqm @		1,374 psm		
3 bed House						(797,195)
		580 sqm @		1,374 psm		
4 bed House						(646,330)
		470 sqm @		1,374 psm		
5 bed House						(19,456)
		14 sqm @		1,374 psm		
1 bed Flat						(31,288)
		20 sqm @		1,576 psm		
2 bed Flat						(24,141)
		15 sqm @		1,576 psm		
Garages for 3 bed House (OMS only)						(31,736)
		5 units @	50% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(29,752)
		3 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						-
		- units @	120% @	11,754 £ per garage		
External works						(316,945)
		2,112,967 @		15.0%		
<b>Ext. Works analysis:</b>				21,130 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs						(4,305)
		15 units @		287 £ per unit		
M4(2) Category 2 Housing Aff units						(782)
		2 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						(7,034)
		14 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						-
		2 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						-
		14 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(66,735)
		15 units @		4,449 £ per unit		
Renewable Energy						-
		15 units @		0 £ per unit		
EV Charging Points - Houses						-
		14 units @		0 £ per unit		
EV Charging Points - Flats						-
		1 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		15 units @		0 £ per unit		
	Sub-total					(78,855)
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)		
Contingency (on construction)						(127,745)
		2,554,892 @		5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	2,554,892 @	6.5%		(166,068)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,804,625 OMS @	3.00%	5,609 £ per unit	(84,139)
Residential Sales Agent Costs	2,804,625 OMS @	1.00%	1,870 £ per unit	(28,046)
Residential Sales Legal Costs	2,804,625 OMS @	0.25%	467 £ per unit	(7,012)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>8,613 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(62,809)
<b>Developers Profit -</b>				
Profit on OMS	2,804,625	20.00%		(560,925)
Margin on AH	179,714	6.00% on AH values		(10,783)
<b>Profit analysis:</b>	<b>2,984,339</b>	<b>19.16% blended GDV</b>	<b>(571,708)</b>	
	<b>3,226,231</b>	<b>17.72% on costs</b>	<b>(571,708)</b>	
<b>TOTAL COSTS</b>				<b>(3,797,939)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(813,600)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(813,600)</b>
<b>RLV analysis:</b>	<b>(54,240) £ per plot</b>	<b>(2,169,599) £ per ha (net)</b>	<b>(878,025) £ per acre (net)</b>	
		<b>(2,169,599) £ per ha (gross)</b>	<b>(878,025) £ per acre (gross)</b>	
			<b>-27.26% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	0.38 ha (gross)		0.93 acres (gross)	
<b>Density analysis:</b>	<b>3,968 sqm/ha (net)</b>	<b>17,284 sqft/ac (net)</b>		
	<b>40 dph (gross)</b>			
Benchmark Land Value (net)	14,594 £ per plot	583,774 £ per ha (net)	236,250 £ per acre (net)	<b>218,915</b>
<b>BLV analysis:</b>		<b>583,774 £ per ha (gross)</b>	<b>236,250 £ per acre (gross)</b>	

<b>BALANCE</b>			
Surplus/(Deficit)	<b>(2,753,373) £ per ha (net)</b>	<b>(1,114,275) £ per acre (net)</b>	<b>(1,032,515)</b>

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Scheme Typology: **Low Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,114,275)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(1,018,305)	(1,050,302)	(1,082,298)	(1,114,295)	(1,146,291)	(1,178,288)	(1,210,284)	(1,242,280)
	10.00	(1,035,519)	(1,066,655)	(1,097,791)	(1,128,926)	(1,160,062)	(1,191,198)	(1,222,334)	(1,253,470)
	20.00	(1,052,733)	(1,083,008)	(1,113,283)	(1,143,558)	(1,173,833)	(1,204,108)	(1,234,384)	(1,264,659)
	30.00	(1,069,947)	(1,099,362)	(1,128,776)	(1,158,190)	(1,187,605)	(1,217,019)	(1,246,434)	(1,275,848)
	40.00	(1,087,161)	(1,115,715)	(1,144,268)	(1,172,822)	(1,201,376)	(1,229,929)	(1,258,483)	(1,287,037)
	50.00	(1,104,375)	(1,132,068)	(1,159,761)	(1,187,454)	(1,215,147)	(1,242,840)	(1,270,533)	(1,298,226)
	60.00	(1,121,589)	(1,148,421)	(1,175,254)	(1,202,086)	(1,228,918)	(1,255,750)	(1,282,583)	(1,309,415)
	70.00	(1,138,803)	(1,164,775)	(1,190,746)	(1,216,718)	(1,242,689)	(1,268,661)	(1,294,632)	(1,320,604)
	80.00	(1,156,017)	(1,181,128)	(1,206,239)	(1,231,350)	(1,256,460)	(1,281,571)	(1,306,682)	(1,331,793)
	90.00	(1,173,231)	(1,197,481)	(1,221,731)	(1,245,981)	(1,270,232)	(1,294,482)	(1,318,732)	(1,342,983)
	100.00	(1,190,445)	(1,213,834)	(1,237,224)	(1,260,613)	(1,284,003)	(1,307,392)	(1,330,782)	(1,354,172)
	110.00	(1,207,659)	(1,230,188)	(1,252,716)	(1,275,245)	(1,297,774)	(1,320,303)	(1,342,832)	(1,365,361)
	120.00	(1,224,873)	(1,246,541)	(1,268,209)	(1,289,877)	(1,311,545)	(1,333,213)	(1,354,881)	(1,376,549)
	130.00	(1,242,087)	(1,262,894)	(1,283,702)	(1,304,509)	(1,325,316)	(1,346,124)	(1,366,931)	(1,387,739)
	140.00	(1,259,301)	(1,279,247)	(1,299,194)	(1,319,141)	(1,339,087)	(1,359,034)	(1,378,981)	(1,398,928)
	150.00	(1,276,515)	(1,295,601)	(1,314,687)	(1,333,773)	(1,352,859)	(1,371,945)	(1,391,031)	(1,410,117)
	160.00	(1,293,729)	(1,311,954)	(1,330,179)	(1,348,405)	(1,366,630)	(1,384,855)	(1,403,080)	(1,421,305)
	170.00	(1,310,943)	(1,328,307)	(1,345,672)	(1,363,036)	(1,380,401)	(1,397,766)	(1,415,130)	(1,432,495)
	180.00	(1,328,157)	(1,344,661)	(1,361,164)	(1,377,668)	(1,394,172)	(1,410,676)	(1,427,180)	(1,443,684)
	190.00	(1,345,371)	(1,361,014)	(1,376,657)	(1,392,300)	(1,407,943)	(1,423,587)	(1,439,230)	(1,454,873)
200.00	(1,362,585)	(1,377,367)	(1,392,150)	(1,406,932)	(1,421,715)	(1,436,497)	(1,451,280)	(1,466,063)	
210.00	(1,379,799)	(1,393,720)	(1,407,642)	(1,421,564)	(1,435,486)	(1,449,407)	(1,463,329)	(1,477,251)	
220.00	(1,397,013)	(1,410,074)	(1,423,135)	(1,436,196)	(1,449,257)	(1,462,318)	(1,475,379)	(1,488,440)	
230.00	(1,414,227)	(1,426,427)	(1,438,627)	(1,450,828)	(1,463,028)	(1,475,228)	(1,487,429)	(1,499,630)	
240.00	(1,431,440)	(1,442,780)	(1,454,120)	(1,465,460)	(1,476,799)	(1,488,139)	(1,499,479)	(1,510,819)	
250.00	(1,448,654)	(1,459,133)	(1,469,612)	(1,480,091)	(1,490,570)	(1,501,049)	(1,511,528)	(1,521,999)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,114,275)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(1,018,336)	(1,048,556)	(1,078,776)	(1,108,996)	(1,139,216)	(1,169,436)	(1,199,656)	(1,229,876)
	1,000	(1,035,610)	(1,065,830)	(1,096,050)	(1,126,270)	(1,156,490)	(1,186,710)	(1,216,930)	(1,247,150)
	2,000	(1,052,885)	(1,083,105)	(1,113,325)	(1,143,545)	(1,173,765)	(1,203,985)	(1,234,205)	(1,264,425)
	3,000	(1,070,159)	(1,100,379)	(1,130,599)	(1,160,819)	(1,191,039)	(1,221,259)	(1,251,479)	(1,281,699)
	4,000	(1,087,434)	(1,117,654)	(1,147,874)	(1,178,094)	(1,208,314)	(1,238,533)	(1,268,753)	(1,298,973)
	5,000	(1,104,708)	(1,134,928)	(1,165,148)	(1,195,368)	(1,225,588)	(1,255,808)	(1,286,028)	(1,316,248)
	6,000	(1,121,983)	(1,152,202)	(1,182,422)	(1,212,642)	(1,242,862)	(1,273,082)	(1,303,302)	(1,333,522)
	7,000	(1,139,257)	(1,169,477)	(1,199,697)	(1,229,917)	(1,260,137)	(1,290,357)	(1,320,577)	(1,350,797)
	8,000	(1,156,531)	(1,186,751)	(1,216,971)	(1,247,191)	(1,277,411)	(1,307,631)	(1,337,851)	(1,368,071)
	9,000	(1,173,806)	(1,204,026)	(1,234,246)	(1,264,466)	(1,294,686)	(1,324,906)	(1,355,126)	(1,385,346)
	10,000	(1,191,080)	(1,221,300)	(1,251,520)	(1,281,740)	(1,311,960)	(1,342,180)	(1,372,400)	(1,402,620)
	11,000	(1,208,355)	(1,238,575)	(1,268,795)	(1,299,015)	(1,329,235)	(1,359,455)	(1,389,675)	(1,419,895)
	12,000	(1,225,629)	(1,255,849)	(1,286,069)	(1,316,289)	(1,346,509)	(1,376,729)	(1,406,949)	(1,437,169)
	13,000	(1,242,904)	(1,273,123)	(1,303,343)	(1,333,563)	(1,363,783)	(1,394,003)	(1,424,223)	(1,454,443)
14,000	(1,260,178)	(1,290,398)	(1,320,618)	(1,350,838)	(1,381,058)	(1,411,278)	(1,441,498)	(1,471,718)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,114,275)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(885,684)	(924,312)	(962,939)	(1,001,567)	(1,040,194)	(1,078,822)	(1,117,449)	(1,156,077)
	17.5%	(969,760)	(1,004,183)	(1,038,607)	(1,073,031)	(1,107,455)	(1,141,878)	(1,176,302)	(1,210,726)
	20.0%	(1,053,835)	(1,084,055)	(1,114,275)	(1,144,495)	(1,174,715)	(1,204,935)	(1,235,155)	(1,265,375)
	22.5%	(1,137,910)	(1,163,926)	(1,189,943)	(1,215,959)	(1,241,975)	(1,267,991)	(1,294,007)	(1,320,023)
	25.0%	(1,221,985)	(1,243,798)	(1,265,610)	(1,287,423)	(1,309,235)	(1,331,048)	(1,352,860)	(1,374,673)
	27.5%	(1,306,061)	(1,323,669)	(1,341,278)	(1,358,887)	(1,376,495)	(1,394,104)	(1,411,713)	(1,429,321)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,114,275)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 236,250	100,000	(917,585)	(947,805)	(978,025)	(1,008,245)	(1,038,465)	(1,068,685)	(1,098,905)	(1,129,125)
	150,000	(967,585)	(997,805)	(1,028,025)	(1,058,245)	(1,088,465)	(1,118,685)	(1,148,905)	(1,179,125)
	200,000	(1,017,585)	(1,047,805)	(1,078,025)	(1,108,245)	(1,138,465)	(1,168,685)	(1,198,905)	(1,229,125)
	250,000	(1,067,585)	(1,097,805)	(1,128,025)	(1,158,245)	(1,188,465)	(1,218,685)	(1,248,905)	(1,279,125)
	300,000	(1,117,585)	(1,147,805)	(1,178,025)	(1,208,245)	(1,238,465)	(1,268,685)	(1,298,905)	(1,329,125)
	350,000	(1,167,585)	(1,197,805)	(1,228,025)	(1,258,245)	(1,288,465)	(1,318,685)	(1,348,905)	(1,379,125)
	400,000	(1,217,585)	(1,247,805)	(1,278,025)	(1,308,245)	(1,338,465)	(1,368,685)	(1,398,905)	(1,429,125)
	450,000	(1,267,585)	(1,297,805)	(1,328,025)	(1,358,245)	(1,388,465)	(1,418,685)	(1,448,905)	(1,479,125)
	500,000	(1,317,585)	(1,347,805)	(1,378,025)	(1,408,245)	(1,438,465)	(1,468,685)	(1,498,905)	(1,529,125)
	550,000	(1,367,585)	(1,397,805)	(1,428,025)	(1,458,245)	(1,488,465)	(1,518,685)	(1,548,905)	(1,579,125)
	600,000	(1,417,585)	(1,447,805)	(1,478,025)	(1,508,245)	(1,538,465)	(1,568,685)	(1,598,905)	(1,629,125)
	650,000	(1,467,585)	(1,497,805)	(1,528,025)	(1,558,245)	(1,588,465)	(1,618,685)	(1,648,905)	(1,679,125)
	700,000	(1,517,585)	(1,547,805)	(1,578,025)	(1,608,245)	(1,638,465)	(1,668,685)	(1,698,905)	(1,729,125)
	750,000	(1,567,585)	(1,597,805)	(1,628,025)	(1,658,245)	(1,688,465)	(1,718,685)	(1,748,905)	(1,779,125)
	800,000	(1,617,585)	(1,647,805)	(1,678,025)	(1,708,245)	(1,738,465)	(1,768,685)	(1,798,905)	(1,829,125)
	850,000	(1,667,585)	(1,697,805)	(1,728,025)	(1,758,245)	(1,788,465)	(1,818,685)	(1,848,905)	(1,879,125)

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,114,275)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%	(159,279)	(184,336)	(209,415)	(247,320)	(276,313)	(305,306)	(334,299)	
	75%	(307,773)	(336,683)	(365,593)	(394,504)	(423,542)	(452,636)	(481,729)	
	80%	(455,432)	(484,442)	(513,453)	(542,464)	(571,474)	(600,534)	(629,792)	
	85%	(603,698)	(632,625)	(661,697)	(690,871)	(720,045)	(749,219)	(779,182)	
	90%	(752,452)	(781,543)	(810,633)	(839,999)	(870,390)	(900,781)	(931,173)	
	95%	(901,557)	(931,635)	(961,941)	(992,247)	(1,022,552)	(1,052,858)	(1,083,164)	
	100%	(1,053,835)	(1,084,055)	(1,114,275)	(1,144,495)	(1,174,715)	(1,204,935)	(1,235,155)	
	105%	(1,206,340)	(1,236,474)	(1,266,609)	(1,296,743)	(1,326,877)	(1,357,011)	(1,387,146)	
	110%	(1,358,845)	(1,388,894)	(1,418,942)	(1,448,991)	(1,479,039)	(1,509,088)	(1,539,137)	
	115%	(1,511,350)	(1,541,313)	(1,571,276)	(1,601,239)	(1,631,202)	(1,661,165)	(1,691,128)	
	120%	(1,663,855)	(1,693,732)	(1,723,610)	(1,753,487)	(1,783,364)	(1,813,241)	(1,843,118)	
	125%	(1,816,360)	(1,846,152)	(1,875,943)	(1,905,735)	(1,935,526)	(1,965,318)	(1,995,109)	

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,114,275)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0	(967,653)	(997,873)	(1,028,093)	(1,058,313)	(1,088,533)	(1,118,753)	(1,148,973)	
	1,000	(987,024)	(1,017,244)	(1,047,464)	(1,077,684)	(1,107,904)	(1,138,124)	(1,168,344)	
	2,000	(1,006,395)	(1,036,615)	(1,066,835)	(1,097,055)	(1,127,275)	(1,157,495)	(1,187,715)	
	3,000	(1,025,766)	(1,055,986)	(1,086,206)	(1,116,426)	(1,146,646)	(1,176,866)	(1,207,086)	
	4,000	(1,045,137)	(1,075,357)	(1,105,577)	(1,135,797)	(1,166,017)	(1,196,237)	(1,226,457)	
	5,000	(1,064,508)	(1,094,728)	(1,124,948)	(1,155,168)	(1,185,388)	(1,215,608)	(1,245,828)	
	6,000	(1,083,879)	(1,114,099)	(1,144,319)	(1,174,539)	(1,204,759)	(1,234,979)	(1,265,199)	
	7,000	(1,103,250)	(1,133,470)	(1,163,690)	(1,193,910)	(1,224,130)	(1,254,350)	(1,284,570)	
	8,000	(1,122,621)	(1,152,841)	(1,183,061)	(1,213,281)	(1,243,501)	(1,273,721)	(1,303,941)	
	9,000	(1,141,992)	(1,172,212)	(1,202,432)	(1,232,652)	(1,262,872)	(1,293,092)	(1,323,312)	
	10,000	(1,161,363)	(1,191,583)	(1,221,803)	(1,252,023)	(1,282,243)	(1,312,463)	(1,342,683)	
	11,000	(1,180,734)	(1,210,954)	(1,241,174)	(1,271,394)	(1,301,614)	(1,331,834)	(1,362,054)	
	12,000	(1,200,105)	(1,230,325)	(1,260,545)	(1,290,765)	(1,320,985)	(1,351,205)	(1,381,425)	
	13,000	(1,219,476)	(1,249,696)	(1,279,916)	(1,310,136)	(1,340,356)	(1,370,576)	(1,400,796)	
	14,000	(1,238,848)	(1,269,067)	(1,299,287)	(1,329,507)	(1,359,727)	(1,389,947)	(1,420,167)	
	15,000	(1,258,219)	(1,288,438)	(1,318,658)	(1,348,878)	(1,379,098)	(1,409,318)	(1,439,538)	
	16,000	(1,277,590)	(1,307,810)	(1,338,029)	(1,368,249)	(1,398,469)	(1,428,689)	(1,458,909)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,114,275)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%	(1,598,995)	(1,601,957)	(1,604,919)	(1,607,881)	(1,610,843)	(1,613,805)	(1,616,767)	
	82%	(1,544,479)	(1,550,167)	(1,555,855)	(1,561,543)	(1,567,230)	(1,572,918)	(1,578,606)	
	84%	(1,489,963)	(1,498,377)	(1,506,790)	(1,515,204)	(1,523,617)	(1,532,031)	(1,540,445)	
	86%	(1,435,447)	(1,446,587)	(1,457,726)	(1,468,865)	(1,480,005)	(1,491,144)	(1,502,283)	
	88%	(1,380,931)	(1,394,796)	(1,408,661)	(1,422,527)	(1,436,392)	(1,450,257)	(1,464,122)	
	90%	(1,326,415)	(1,343,006)	(1,359,597)	(1,376,188)	(1,392,779)	(1,409,370)	(1,425,961)	
	92%	(1,271,899)	(1,291,216)	(1,310,533)	(1,329,849)	(1,349,166)	(1,368,483)	(1,387,800)	
	94%	(1,217,383)	(1,239,426)	(1,261,468)	(1,283,511)	(1,305,553)	(1,327,596)	(1,349,638)	
	96%	(1,162,867)	(1,187,635)	(1,212,404)	(1,237,172)	(1,261,940)	(1,286,709)	(1,311,477)	
	98%	(1,108,351)	(1,135,845)	(1,163,339)	(1,190,833)	(1,218,328)	(1,245,822)	(1,273,316)	
	100%	(1,053,835)	(1,084,055)	(1,114,275)	(1,144,495)	(1,174,715)	(1,204,935)	(1,235,155)	
	102%	(999,319)	(1,032,265)	(1,065,210)	(1,098,156)	(1,131,102)	(1,164,048)	(1,196,993)	
	104%	(944,803)	(980,474)	(1,016,146)	(1,051,818)	(1,087,489)	(1,123,161)	(1,158,832)	
	106%	(891,663)	(928,684)	(967,082)	(1,005,479)	(1,043,876)	(1,082,274)	(1,120,671)	
	108%	(838,664)	(878,187)	(918,017)	(959,140)	(1,000,263)	(1,041,387)	(1,082,510)	
	110%	(785,665)	(827,838)	(870,010)	(912,802)	(956,651)	(1,000,500)	(1,044,349)	
	112%	(732,666)	(777,488)	(822,311)	(867,134)	(913,038)	(959,613)	(1,006,187)	
114%	(679,911)	(727,139)	(774,612)	(822,084)	(869,557)	(918,726)	(968,026)		
116%	(627,256)	(676,995)	(726,913)	(777,035)	(827,158)	(877,838)	(929,865)		
118%	(574,601)	(626,973)	(679,345)	(731,986)	(784,758)	(837,531)	(891,704)		
120%	(521,946)	(576,951)	(631,956)	(686,961)	(742,359)	(797,782)	(853,542)		

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,114,275)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-	(1,053,835)	(1,084,055)	(1,114,275)	(1,144,495)	(1,174,715)	(1,204,935)	(1,235,155)	
	10,000	(1,053,835)	(1,075,417)	(1,096,999)	(1,118,582)	(1,140,164)	(1,161,746)	(1,183,328)	
	20,000	(1,053,835)	(1,066,779)	(1,079,724)	(1,092,669)	(1,105,613)	(1,118,558)	(1,131,502)	
	30,000	(1,053,835)	(1,058,142)	(1,062,449)	(1,066,755)	(1,071,062)	(1,075,369)	(1,079,676)	
	40,000	(1,053,835)	(1,049,504)	(1,045,173)	(1,040,842)	(1,036,511)	(1,032,180)	(1,027,849)	
	50,000	(1,053,835)	(1,040,866)	(1,027,898)	(1,014,929)	(1,001,960)	(988,992)	(976,023)	
	60,000	(1,053,835)	(1,032,229)	(1,010,622)	(989,016)	(967,410)	(945,803)	(924,197)	
	70,000	(1,053,835)	(1,023,591)	(993,347)	(963,103)	(932,859)	(902,615)	(872,371)	
	80,000	(1,053,835)	(1,014,953)	(976,071)	(937,190)	(898,308)	(859,426)	(820,544)	
	90,000	(1,053,835)	(1,006,315)	(958,796)	(911,276)	(863,757)	(816,237)	(768,718)	
	100,000	(1,053,835)	(997,678)	(941,521)	(885,363)	(829,206)	(773,060)	(717,492)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Appraisal Ref: **San3** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **30**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				30 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	9.5	12.4%	0.4	33%	9.8		
3 bed House	40.0%	10.8	26.8%	0.8	39%	11.6		
4 bed House	25.0%	6.8	20.0%	0.6	25%	7.4		
5 bed House	0.0%	0.0	5.9%	0.2	1%	0.2		
1 bed Flat	0.0%	0.0	22.5%	0.7	2%	0.7		
2 bed Flat	0.0%	0.0	12.4%	0.4	1%	0.4		
Total number of units	100.0%	27.0	100.0%	3.0	100%	30.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>			
					(sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	747	8,036	29	316	776	8,352		
3 bed House	1,080	11,625	80	865	1,160	12,490		
4 bed House	864	9,300	77	827	941	10,127		
5 bed House	0	0	28	305	28	305		
1 bed Flat	0	0	40	427	40	427		
2 bed Flat	0	0	31	330	31	330		
	2,691	28,961	285	3,070	2,976	32,031		
AH % by floor area:		9.59% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	145,000	2,339	217	0				
2 bed House	170,000	2,152	200	1,669,740				
3 bed House	205,000	2,050	190	2,378,820				
4 bed House	265,000	2,070	192	1,947,750				
5 bed House	340,000	2,125	197	60,180				
1 bed Flat	115,000	2,300	214	77,625				
2 bed Flat	135,000	1,929	179	50,220				
				6,184,335				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
					* capped @£250K			



## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	9.5	@	170,000	1,606,500
3 bed House	10.8	@	205,000	2,214,000
4 bed House	6.8	@	265,000	1,788,750
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	27.0			5,609,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.3	@	102,000	28,458
3 bed House	0.6	@	123,000	74,169
4 bed House	0.5	@	159,000	71,550
5 bed House	0.1	@	204,000	27,081
1 bed Flat	0.5	@	69,000	34,931
2 bed Flat	0.3	@	81,000	22,599
	2.3			258,788
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	119,000	11,067
3 bed House	0.2	@	143,500	28,844
4 bed House	0.2	@	185,500	27,825
5 bed House	0.0	@	238,000	10,532
1 bed Flat	0.2	@	80,500	13,584
2 bed Flat	0.1	@	94,500	8,789
	0.8			100,640
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	3.0		-
<b>Sub-total GDV Residential</b>				
			<b>30</b>	<b>5,968,678</b>
<b>AH on-site cost analysis:</b>				
				<b>£MV (no AH) less £GDV (inc. AH)</b>
			<b>72 £ psm (total GIA sqm)</b>	<b>215,657</b>
				<b>7,189 £ per unit (total units)</b>
<b>Grant</b>				
	3	AH units @	0	per unit
<b>Total GDV</b>				
				<b>5,968,678</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield**      No Units: **30**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (13,860)									
Planning Application Professional Fees, Surveys and reports (40,000)									
CIL 2,691 sqm (Market only) 20.64 £ psm (55,533)									
CIL analysis: 0.93% % of GDV 1,851 £ per unit (total units)									
Site Specific S106 Contributions									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		30 units @		2,055 per unit				(61,650)	
Sub-total								(61,650)	
S106 analysis: 82,200 £ per ha 1.03% % of GDV 2,055 £ per unit (total units)									
AH Commuted Sum 2,976 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.75 ha @ 123,000 £ per ha (if brownfield) (92,250)									
Site Infrastructure costs -									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		30 units @		0 per unit					
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,374 psm -									
2 bed House 776 sqm @ 1,374 psm (1,066,139)									
3 bed House 1,160 sqm @ 1,374 psm (1,594,390)									
4 bed House 941 sqm @ 1,374 psm (1,292,659)									
5 bed House 28 sqm @ 1,374 psm (38,912)									
1 bed Flat 40 sqm @ 1,576 psm (62,576)									
2 bed Flat 2,976 31 sqm @ 1,576 psm (48,281)									
Garages for 3 bed House (OMS only) 11 units @ 50% @ 11,754 £ per garage (63,472)									
Garages for 4 bed House (OMS only) 7 units @ 75% @ 11,754 £ per garage (59,505)									
Garages for 5 bed House (OMS only) - units @ 120% @ 11,754 £ per garage -									
External works 4,225,933 @ 15.0% (633,890)									
Ext. Works analysis: 21,130 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 30 units @ 287 £ per unit (8,610)									
M4(2) Category 2 Housing Aff units 3 units @ 100% @ 521 £ per unit (1,563)									
M4(2) Category 2 Housing OMS units 27 units @ 100% @ 521 £ per unit (14,067)									
M4(3) Category 3 Housing Aff units 3 units @ 0% @ 10,111 £ per unit -									
M4(3) Category 3 Housing OMS units 27 units @ 0% @ 10,111 £ per unit -									
Part L 2025/FHS 30 units @ 4,449 £ per unit (133,470)									
Renewable Energy 30 units @ 0 £ per unit -									
EV Charging Points - Houses 29 units @ 0 £ per unit -									
EV Charging Points - Flats 1 units @ 4 flats per charger 0 £ per 4 units -									
Water Efficiency 30 units @ 0 £ per unit -									
Sub-total (157,710)									
Policy Costs analysis: (design costs only) 5,257 £ per unit (total units)									
Contingency (on construction) 5,109,783 @ 5.0% (255,489)									

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	5,109,783	@	<b>6.5%</b>		(332,136)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	5,609,250	OMS @	<b>3.00%</b>	5,609 £ per unit	(168,278)
Residential Sales Agent Costs	5,609,250	OMS @	<b>1.00%</b>	1,870 £ per unit	(56,093)
Residential Sales Legal Costs	5,609,250	OMS @	<b>0.25%</b>	467 £ per unit	(14,023)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,280 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b>	APR	0.565% pcm	(66,437)
<b>Developers Profit -</b>					
Profit on OMS	5,609,250		<b>20.00%</b>		(1,121,850)
Margin on AH	359,428		<b>6.00%</b>	on AH values	(21,566)
<b>Profit analysis:</b>	<b>5,968,678</b>			<b>19.16% blended GDV</b>	<b>(1,143,416)</b>
	<b>6,283,282</b>			<b>18.20% on costs</b>	<b>(1,143,416)</b>
<b>TOTAL COSTS</b>					<b>(7,426,697)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,458,019)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	<b>1.0%</b>		-
Acquisition Legal fees	-	@	<b>0.5%</b>		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(1,458,019)</b>
<b>RLV analysis:</b>	<b>(48,601) £ per plot</b>		<b>(1,944,026) £ per ha (net)</b>	<b>(786,736) £ per acre (net)</b>	
			<b>(1,944,026) £ per ha (gross)</b>	<b>(786,736) £ per acre (gross)</b>	
				<b>-24.43% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b>	dph (net)		
Site Area (net)		0.75	ha (net)	1.85	acres (net)
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.75	ha (gross)	1.85	acres (gross)
<b>Density analysis:</b>		<b>3,968</b>	sqm/ha (net)	<b>17,284</b>	sqft/ac (net)
		<b>40</b>	dph (gross)		
Benchmark Land Value (net)	14,594 £ per plot	583,774	£ per ha (net)	<b>236,250</b>	£ per acre (net)
<b>BLV analysis:</b>		<b>583,774</b>	£ per ha (gross)	<b>236,250</b>	£ per acre (gross)

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(2,527,799)</b>	£ per ha (net)	<b>(1,022,986)</b>	£ per acre (net)
					<b>(1,895,849)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,022,986)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(923,235)	(956,548)	(990,634)	(1,025,249)	(1,059,864)	(1,094,478)	(1,129,093)	(1,163,708)
	10.00	(940,317)	(972,912)	(1,006,309)	(1,040,053)	(1,073,797)	(1,107,541)	(1,141,285)	(1,175,029)
	20.00	(957,398)	(989,289)	(1,021,983)	(1,054,856)	(1,087,729)	(1,120,603)	(1,153,476)	(1,186,350)
	30.00	(974,535)	(1,005,736)	(1,037,658)	(1,069,660)	(1,101,662)	(1,133,665)	(1,165,667)	(1,197,670)
	40.00	(991,692)	(1,022,201)	(1,053,332)	(1,084,464)	(1,115,595)	(1,146,727)	(1,177,858)	(1,208,990)
	50.00	(1,008,893)	(1,038,746)	(1,069,007)	(1,099,267)	(1,129,528)	(1,159,789)	(1,190,050)	(1,220,311)
	60.00	(1,026,132)	(1,055,291)	(1,084,681)	(1,114,071)	(1,143,461)	(1,172,851)	(1,202,241)	(1,231,631)
	70.00	(1,043,422)	(1,071,836)	(1,100,356)	(1,128,875)	(1,157,394)	(1,185,913)	(1,214,432)	(1,242,951)
	80.00	(1,060,747)	(1,088,382)	(1,116,030)	(1,143,678)	(1,171,327)	(1,198,975)	(1,226,623)	(1,254,271)
	90.00	(1,078,150)	(1,104,927)	(1,131,705)	(1,158,482)	(1,185,260)	(1,212,037)	(1,238,815)	(1,265,593)
	100.00	(1,095,566)	(1,121,472)	(1,147,379)	(1,173,286)	(1,199,192)	(1,225,099)	(1,251,006)	(1,276,913)
	110.00	(1,112,982)	(1,138,018)	(1,163,054)	(1,188,089)	(1,213,125)	(1,238,161)	(1,263,197)	(1,288,233)
	120.00	(1,130,398)	(1,154,563)	(1,178,728)	(1,202,893)	(1,227,058)	(1,251,223)	(1,275,388)	(1,300,553)
	130.00	(1,147,814)	(1,171,108)	(1,194,403)	(1,217,697)	(1,240,991)	(1,264,285)	(1,287,580)	(1,310,874)
	140.00	(1,165,230)	(1,187,654)	(1,210,077)	(1,232,501)	(1,254,924)	(1,277,347)	(1,299,771)	(1,322,194)
	150.00	(1,182,646)	(1,204,199)	(1,225,751)	(1,247,304)	(1,268,857)	(1,290,410)	(1,311,962)	(1,333,515)
	160.00	(1,200,062)	(1,220,744)	(1,241,426)	(1,262,108)	(1,282,790)	(1,303,472)	(1,324,154)	(1,344,836)
	170.00	(1,217,478)	(1,237,289)	(1,257,100)	(1,276,912)	(1,296,723)	(1,316,534)	(1,336,345)	(1,356,156)
	180.00	(1,234,894)	(1,253,835)	(1,272,775)	(1,291,715)	(1,310,656)	(1,329,596)	(1,348,536)	(1,367,476)
	190.00	(1,252,310)	(1,270,380)	(1,288,449)	(1,306,519)	(1,324,588)	(1,342,658)	(1,360,727)	(1,378,796)
200.00	(1,269,727)	(1,286,925)	(1,304,124)	(1,321,323)	(1,338,521)	(1,355,720)	(1,372,919)	(1,390,117)	
210.00	(1,287,143)	(1,303,471)	(1,319,798)	(1,336,126)	(1,352,454)	(1,368,782)	(1,385,110)	(1,401,438)	
220.00	(1,304,559)	(1,320,016)	(1,335,473)	(1,350,930)	(1,366,387)	(1,381,844)	(1,397,301)	(1,412,758)	
230.00	(1,321,975)	(1,336,561)	(1,351,147)	(1,365,734)	(1,380,320)	(1,394,906)	(1,409,492)	(1,424,078)	
240.00	(1,339,391)	(1,353,106)	(1,366,822)	(1,380,537)	(1,394,253)	(1,407,968)	(1,421,684)	(1,435,399)	
250.00	(1,356,807)	(1,369,652)	(1,382,496)	(1,395,341)	(1,408,186)	(1,421,030)	(1,433,875)	(1,446,720)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,022,986)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(923,266)	(954,808)	(987,071)	(1,019,888)	(1,052,705)	(1,085,523)	(1,118,340)	(1,151,157)
	1,000	(940,407)	(972,087)	(1,004,548)	(1,037,365)	(1,070,183)	(1,103,000)	(1,135,818)	(1,168,635)
	2,000	(957,549)	(989,386)	(1,022,025)	(1,054,843)	(1,087,660)	(1,120,477)	(1,153,295)	(1,186,112)
	3,000	(974,746)	(1,006,760)	(1,039,502)	(1,072,320)	(1,105,137)	(1,137,955)	(1,170,772)	(1,203,589)
	4,000	(991,964)	(1,024,162)	(1,056,980)	(1,089,797)	(1,122,614)	(1,155,432)	(1,188,249)	(1,221,066)
	5,000	(1,009,227)	(1,041,639)	(1,074,457)	(1,107,274)	(1,140,092)	(1,172,909)	(1,205,727)	(1,238,544)
	6,000	(1,026,526)	(1,059,117)	(1,091,934)	(1,124,752)	(1,157,569)	(1,190,386)	(1,223,204)	(1,256,021)
	7,000	(1,043,878)	(1,076,594)	(1,109,411)	(1,142,229)	(1,175,046)	(1,207,864)	(1,240,681)	(1,273,498)
	8,000	(1,061,264)	(1,094,071)	(1,126,889)	(1,159,706)	(1,192,524)	(1,225,341)	(1,258,158)	(1,290,975)
	9,000	(1,078,731)	(1,111,549)	(1,144,366)	(1,177,183)	(1,210,001)	(1,242,818)	(1,275,636)	(1,308,453)
	10,000	(1,096,208)	(1,129,026)	(1,161,843)	(1,194,661)	(1,227,478)	(1,260,295)	(1,293,113)	(1,325,930)
	11,000	(1,113,686)	(1,146,503)	(1,179,320)	(1,212,138)	(1,244,955)	(1,277,773)	(1,310,590)	(1,343,407)
	12,000	(1,131,163)	(1,163,980)	(1,196,798)	(1,229,615)	(1,262,433)	(1,295,250)	(1,328,067)	(1,360,884)
	13,000	(1,148,640)	(1,181,458)	(1,214,275)	(1,247,092)	(1,279,910)	(1,312,727)	(1,345,545)	(1,378,362)
14,000	(1,166,117)	(1,198,935)	(1,231,752)	(1,264,570)	(1,297,387)	(1,330,205)	(1,363,022)	(1,395,839)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,022,986)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(790,341)	(830,594)	(871,651)	(912,876)	(954,101)	(995,326)	(1,036,551)	(1,077,776)
	17.5%	(874,416)	(910,466)	(947,319)	(984,340)	(1,021,361)	(1,058,382)	(1,095,403)	(1,132,424)
	20.0%	(958,492)	(990,337)	(1,022,986)	(1,055,804)	(1,088,621)	(1,121,439)	(1,154,256)	(1,187,073)
	22.5%	(1,042,567)	(1,070,209)	(1,098,654)	(1,127,268)	(1,155,881)	(1,184,495)	(1,213,109)	(1,241,723)
	25.0%	(1,126,642)	(1,150,080)	(1,174,322)	(1,198,732)	(1,223,142)	(1,247,552)	(1,271,961)	(1,296,371)
	27.5%	(1,210,717)	(1,229,952)	(1,249,990)	(1,270,196)	(1,290,402)	(1,310,608)	(1,330,814)	(1,351,020)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,022,986)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 236,250	100,000	(822,242)	(854,087)	(886,736)	(919,554)	(952,371)	(985,189)	(1,018,006)	(1,050,823)
	150,000	(872,242)	(904,087)	(936,736)	(969,554)	(1,002,371)	(1,035,189)	(1,068,006)	(1,100,823)
	200,000	(922,242)	(954,087)	(986,736)	(1,019,554)	(1,052,371)	(1,085,189)	(1,118,006)	(1,150,823)
	250,000	(972,242)	(1,004,087)	(1,036,736)	(1,069,554)	(1,102,371)	(1,135,189)	(1,168,006)	(1,200,823)
	300,000	(1,022,242)	(1,054,087)	(1,086,736)	(1,119,554)	(1,152,371)	(1,185,189)	(1,218,006)	(1,250,823)
	350,000	(1,072,242)	(1,104,087)	(1,136,736)	(1,169,554)	(1,202,371)	(1,235,189)	(1,268,006)	(1,300,823)
	400,000	(1,122,242)	(1,154,087)	(1,186,736)	(1,219,554)	(1,252,371)	(1,285,189)	(1,318,006)	(1,350,823)
	450,000	(1,172,242)	(1,204,087)	(1,236,736)	(1,269,554)	(1,302,371)	(1,335,189)	(1,368,006)	(1,400,823)
	500,000	(1,222,242)	(1,254,087)	(1,286,736)	(1,319,554)	(1,352,371)	(1,385,189)	(1,418,006)	(1,450,823)
	550,000	(1,272,242)	(1,304,087)	(1,336,736)	(1,369,554)	(1,402,371)	(1,435,189)	(1,468,006)	(1,500,823)
	600,000	(1,322,242)	(1,354,087)	(1,386,736)	(1,419,554)	(1,452,371)	(1,485,189)	(1,518,006)	(1,550,823)
	650,000	(1,372,242)	(1,404,087)	(1,436,736)	(1,469,554)	(1,502,371)	(1,535,189)	(1,568,006)	(1,600,823)
	700,000	(1,422,242)	(1,454,087)	(1,486,736)	(1,519,554)	(1,552,371)	(1,585,189)	(1,618,006)	(1,650,823)
	750,000	(1,472,242)	(1,504,087)	(1,536,736)	(1,569,554)	(1,602,371)	(1,635,189)	(1,668,006)	(1,700,823)
	800,000	(1,522,242)	(1,554,087)	(1,586,736)	(1,619,554)	(1,652,371)	(1,685,189)	(1,718,006)	(1,750,823)
	850,000	(1,572,242)	(1,604,087)	(1,636,736)	(1,669,554)	(1,702,371)	(1,735,189)	(1,768,006)	(1,800,823)

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Scheme Typology: **Low Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,022,986)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%	(103,142)	(128,019)	(152,896)	(177,774)	(202,660)	(227,620)	(261,679)	
	75%	(227,210)	(261,088)	(289,863)	(318,638)	(347,460)	(376,355)	(405,286)	
	80%	(376,081)	(404,838)	(433,652)	(462,482)	(491,440)	(520,463)	(549,642)	
	85%	(520,167)	(549,041)	(577,930)	(606,975)	(636,177)	(665,610)	(695,418)	
	90%	(664,849)	(693,883)	(723,098)	(752,569)	(782,421)	(813,982)	(846,688)	
	95%	(810,383)	(839,857)	(870,158)	(901,988)	(934,664)	(967,568)	(1,000,472)	
	100%	(958,492)	(990,337)	(1,022,986)	(1,055,804)	(1,088,621)	(1,121,439)	(1,154,256)	
	105%	(1,111,656)	(1,144,386)	(1,177,117)	(1,209,848)	(1,242,578)	(1,275,309)	(1,308,040)	
	110%	(1,265,960)	(1,298,604)	(1,331,248)	(1,363,892)	(1,396,536)	(1,429,180)	(1,461,824)	
	115%	(1,420,264)	(1,452,821)	(1,485,378)	(1,517,935)	(1,550,493)	(1,583,050)	(1,615,607)	
	120%	(1,574,568)	(1,607,038)	(1,639,509)	(1,671,979)	(1,704,450)	(1,736,921)	(1,769,391)	
	125%	(1,728,872)	(1,761,255)	(1,793,639)	(1,826,023)	(1,858,407)	(1,890,791)	(1,923,175)	

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,022,986)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0	(874,081)	(904,389)	(936,091)	(968,606)	(1,001,423)	(1,034,240)	(1,067,058)	
	1,000	(892,771)	(923,607)	(955,512)	(988,205)	(1,021,022)	(1,053,840)	(1,086,657)	
	2,000	(911,478)	(942,911)	(975,008)	(1,007,805)	(1,040,622)	(1,073,439)	(1,106,257)	
	3,000	(930,645)	(962,229)	(994,587)	(1,027,404)	(1,060,221)	(1,093,039)	(1,125,856)	
	4,000	(949,863)	(981,627)	(1,014,186)	(1,047,004)	(1,079,821)	(1,112,638)	(1,145,456)	
	5,000	(969,112)	(1,001,073)	(1,033,786)	(1,066,603)	(1,099,421)	(1,132,238)	(1,165,055)	
	6,000	(988,418)	(1,020,569)	(1,053,385)	(1,086,203)	(1,119,020)	(1,151,837)	(1,184,655)	
	7,000	(1,007,766)	(1,040,167)	(1,072,985)	(1,105,802)	(1,138,620)	(1,171,437)	(1,204,254)	
	8,000	(1,027,164)	(1,059,767)	(1,092,584)	(1,125,402)	(1,158,219)	(1,191,036)	(1,223,854)	
	9,000	(1,046,634)	(1,079,366)	(1,112,184)	(1,145,001)	(1,177,819)	(1,210,636)	(1,243,453)	
	10,000	(1,066,148)	(1,098,966)	(1,131,783)	(1,164,601)	(1,197,418)	(1,230,236)	(1,263,053)	
	11,000	(1,085,748)	(1,118,565)	(1,151,383)	(1,184,200)	(1,217,018)	(1,249,835)	(1,282,652)	
	12,000	(1,105,347)	(1,138,165)	(1,170,982)	(1,203,800)	(1,236,617)	(1,269,435)	(1,302,252)	
	13,000	(1,124,947)	(1,157,764)	(1,190,582)	(1,223,399)	(1,256,217)	(1,289,034)	(1,321,851)	
	14,000	(1,144,546)	(1,177,364)	(1,210,181)	(1,242,999)	(1,275,816)	(1,308,634)	(1,341,451)	
	15,000	(1,164,146)	(1,196,963)	(1,229,781)	(1,262,598)	(1,295,416)	(1,328,233)	(1,361,051)	
	16,000	(1,183,746)	(1,216,563)	(1,249,380)	(1,282,198)	(1,315,015)	(1,347,833)	(1,380,650)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,022,986)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%	(1,518,181)	(1,522,957)	(1,527,733)	(1,532,508)	(1,537,284)	(1,542,060)	(1,546,836)	
	82%	(1,462,098)	(1,469,678)	(1,477,258)	(1,484,838)	(1,492,418)	(1,499,998)	(1,507,578)	
	84%	(1,406,015)	(1,416,399)	(1,426,783)	(1,437,168)	(1,447,552)	(1,457,936)	(1,468,320)	
	86%	(1,349,932)	(1,363,120)	(1,376,309)	(1,389,497)	(1,402,685)	(1,415,874)	(1,429,062)	
	88%	(1,293,849)	(1,309,842)	(1,325,834)	(1,341,827)	(1,357,819)	(1,373,812)	(1,389,804)	
	90%	(1,237,766)	(1,256,563)	(1,275,359)	(1,294,156)	(1,312,953)	(1,331,750)	(1,350,546)	
	92%	(1,181,683)	(1,203,284)	(1,224,885)	(1,246,486)	(1,268,086)	(1,289,687)	(1,311,288)	
	94%	(1,125,600)	(1,150,005)	(1,174,410)	(1,198,815)	(1,223,220)	(1,247,625)	(1,272,030)	
	96%	(1,069,517)	(1,096,726)	(1,123,936)	(1,151,145)	(1,178,354)	(1,205,563)	(1,232,772)	
	98%	(1,013,434)	(1,043,448)	(1,073,461)	(1,103,474)	(1,133,488)	(1,163,501)	(1,193,514)	
	100%	(958,492)	(990,337)	(1,022,986)	(1,055,804)	(1,088,621)	(1,121,439)	(1,154,256)	
	102%	(904,423)	(937,940)	(972,625)	(1,008,133)	(1,043,755)	(1,079,376)	(1,114,998)	
	104%	(851,791)	(886,583)	(922,903)	(960,489)	(998,889)	(1,037,314)	(1,075,740)	
	106%	(799,467)	(836,559)	(874,028)	(913,368)	(954,022)	(995,252)	(1,036,482)	
108%	(747,380)	(786,821)	(826,584)	(866,839)	(909,422)	(953,190)	(997,224)		
110%	(695,474)	(737,308)	(779,408)	(821,866)	(865,347)	(911,153)	(957,966)		
112%	(643,684)	(687,960)	(732,444)	(777,227)	(822,497)	(869,546)	(918,708)		
114%	(591,993)	(638,718)	(685,633)	(732,788)	(780,350)	(828,580)	(879,522)		
116%	(540,388)	(589,610)	(638,942)	(688,515)	(738,425)	(788,805)	(840,759)		
118%	(488,862)	(540,539)	(592,398)	(644,397)	(696,672)	(749,348)	(802,760)		
120%	(437,341)	(491,589)	(545,875)	(600,354)	(655,040)	(710,086)	(765,682)		

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,022,986)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-	(958,492)	(990,337)	(1,022,986)	(1,055,804)	(1,088,621)	(1,121,439)	(1,154,256)	
	10,000	(958,492)	(981,683)	(1,005,507)	(1,029,585)	(1,053,663)	(1,077,741)	(1,101,818)	
	20,000	(958,492)	(973,029)	(988,028)	(1,003,366)	(1,018,704)	(1,034,043)	(1,049,381)	
	30,000	(958,492)	(964,375)	(970,581)	(977,147)	(983,746)	(990,345)	(996,943)	
	40,000	(958,492)	(955,731)	(953,189)	(950,929)	(948,788)	(946,647)	(944,505)	
	50,000	(958,492)	(947,116)	(935,854)	(924,744)	(913,829)	(902,948)	(892,068)	
	60,000	(958,492)	(938,502)	(918,545)	(898,678)	(878,907)	(859,250)	(839,630)	
	70,000	(958,492)	(929,887)	(901,299)	(872,716)	(844,194)	(815,679)	(787,234)	
	80,000	(958,492)	(921,272)	(884,069)	(846,866)	(809,663)	(772,460)	(735,338)	
	90,000	(958,492)	(912,690)	(866,889)	(821,161)	(775,655)	(730,149)	(684,681)	
	100,000	(958,492)	(904,113)	(849,804)	(795,904)	(742,118)	(688,332)	(634,560)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Appraisal Ref: **San4** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: Location / Value Zone: **Low** No Units: **45** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				45 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing	Open Market Sale (OMS)			90%				
AH tenure split %	Affordable Rent:			75.0%	75.0% % Rented			
	Social Rent:			0.0%				
	First Homes:			25.0%				
	Other Intermediate (LCHO/Sub-Market etc.):			0.0%	2.5% % of total (>10% First Homes PPG 023)			
				100%	100.0%			
CIL Rate (£ psm)				20.64	£ psm			
<b>Unit mix -</b>	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	14.2	12.4%	0.6	33%	14.7		
3 bed House	40.0%	16.2	26.8%	1.2	39%	17.4		
4 bed House	20.0%	8.1	20.0%	0.9	20%	9.0		
5 bed House	5.0%	2.0	5.9%	0.3	5%	2.3		
1 bed Flat	0.0%	0.0	22.5%	1.0	2%	1.0		
2 bed Flat	0.0%	0.0	12.4%	0.6	1%	0.6		
Total number of units	100.0%	40.5	100.0%	4.5	100%	45.0		
<b>OMS Unit Floor areas -</b>	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	1,120	12,054	44	474	1,164	12,528		
3 bed House	1,620	17,438	121	1,298	1,741	18,736		
4 bed House	1,037	11,160	115	1,240	1,152	12,400		
5 bed House	324	3,488	42	457	366	3,945		
1 bed Flat	0	0	60	641	60	641		
2 bed Flat	0	0	46	495	46	495		
	4,101	44,139	428	4,606	4,528	48,744		
AH % by floor area:			9.45% AH % by floor area (difference due to mix)					
<b>Open Market Sales values (£) -</b>	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)				
1 bed House	145,000	2,339	217	0				
2 bed House	170,000	2,152	200	2,504,610				
3 bed House	205,000	2,050	190	3,568,230				
4 bed House	265,000	2,070	192	2,385,000				
5 bed House	340,000	2,125	197	778,770				
1 bed Flat	115,000	2,300	214	116,438				
2 bed Flat	135,000	1,929	179	75,330				
				9,428,378				
<b>Affordable Housing values (£) -</b>	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
	* capped @£250K							

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.2	@	170,000	2,409,750
3 bed House	16.2	@	205,000	3,321,000
4 bed House	8.1	@	265,000	2,146,500
5 bed House	2.0	@	340,000	688,500
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	40.5			8,565,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.4	@	102,000	42,687
3 bed House	0.9	@	123,000	111,254
4 bed House	0.7	@	159,000	107,325
5 bed House	0.2	@	204,000	40,622
1 bed Flat	0.8	@	69,000	52,397
2 bed Flat	0.4	@	81,000	33,899
	3.4			388,182
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	119,000	16,601
3 bed House	0.3	@	143,500	43,265
4 bed House	0.2	@	185,500	41,738
5 bed House	0.1	@	238,000	15,797
1 bed Flat	0.3	@	80,500	20,377
2 bed Flat	0.1	@	94,500	13,183
	1.1			150,960
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>	<b>45</b>			<b>9,104,892</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>323,485</b>
			<b>71 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>
<b>Grant</b>	5	AH units @	0	per unit
<b>Total GDV</b>				<b>9,104,892</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield**      No Units: **45**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL						(84,637)
<b>CIL analysis:</b>		4,101 sqm (Market only)	20.64 £ psm			
		0.93% % of GDV	1,881 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	45 units @	2,055 per unit			(92,475)
	Sub-total					(92,475)
<b>S106 analysis:</b>		82,200 £ per ha	1.02% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>		4,528 sqm (total)	0.00% % of GDV	0 £ psm		
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(138,375)
		1.13 ha @		123,000 £ per ha (if brownfield)		
Site Infrastructure costs -						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	45 units @	0 per unit			-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
		- sqm @		1,374 psm		-
2 bed House						(1,599,208)
		1,164 sqm @		1,374 psm		
3 bed House						(2,391,584)
		1,741 sqm @		1,374 psm		
4 bed House						(1,582,848)
		1,152 sqm @		1,374 psm		
5 bed House						(503,544)
		366 sqm @		1,374 psm		
1 bed Flat						(93,865)
		60 sqm @		1,576 psm		
2 bed Flat						(72,422)
		46 sqm @		1,576 psm		
Garages for 3 bed House (OMS only)						(95,207)
		16 units @	50% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(71,406)
		8 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						(28,562)
		2 units @	120% @	11,754 £ per garage		
External works						(965,797)
		6,438,646 @		15.0%		
<b>Ext. Works analysis:</b>				21,462 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs						(12,915)
		45 units @		287 £ per unit		
M4(2) Category 2 Housing Aff-units						(469)
		5 units @	20% @	521 £ per unit		
M4(2) Category 2 Housing OMS-units						(4,220)
		41 units @	20% @	521 £ per unit		
M4(3) Category 3 Housing Aff-units						-
		5 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS-units						-
		41 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(200,205)
		45 units @		4,449 £ per unit		
Renewable Energy						-
		45 units @		0 £ per unit		
EV Charging Points - Houses						-
		43 units @		0 £ per unit		
EV Charging Points - Flats						-
		2 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		45 units @		0 £ per unit		
	Sub-total					(217,809)
<b>Policy Costs analysis: (design costs only)</b>				4,840 £ per unit (total units)		
Contingency (on construction)						(388,031)
		7,760,627 @		5.0%		



## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	7,760,627	@	6.5%		(504,441)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	8,565,750	OMS @	3.00%	5,711 £ per unit	(256,973)
Residential Sales Agent Costs	8,565,750	OMS @	1.00%	1,904 £ per unit	(85,658)
Residential Sales Legal Costs	8,565,750	OMS @	0.25%	476 £ per unit	(21,414)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,312 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		7.00%	APR	0.565% pcm	(182,658)
<b>Developers Profit -</b>					
Profit on OMS	8,565,750		20.00%		(1,713,150)
Margin on AH	539,142		6.00%	on AH values	(32,349)
<b>Profit analysis:</b>	<b>9,104,892</b>			<b>19.17% blended GDV</b>	<b>(1,745,499)</b>
	<b>9,567,703</b>			<b>18.24% on costs</b>	<b>(1,745,499)</b>
<b>TOTAL COSTS</b>					<b>(11,313,202)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(2,208,309)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(2,208,309)</b>
<b>RLV analysis:</b>	<b>(49,074) £ per plot</b>			<b>(1,962,942) £ per ha (net)</b>	<b>(794,392) £ per acre (net)</b>
				<b>(1,962,942) £ per ha (gross)</b>	<b>(794,392) £ per acre (gross)</b>
					<b>-24.25% % RLV / GDV</b>

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		40.0	dph (net)		
Site Area (net)		1.13	ha (net)	2.78	acres (net)
Net to Gross ratio		100%			
Site Area (gross)		1.13	ha (gross)	2.78	acres (gross)
<b>Density analysis:</b>		<b>4,025</b>	<b>sqm/ha (net)</b>	<b>17,535</b>	<b>sqft/ac (net)</b>
		<b>40</b>	<b>dph (gross)</b>		
Benchmark Land Value (net)	14,594 £ per plot	583,774	£ per ha (net)	236,250	£ per acre (net)
<b>BLV analysis:</b>		<b>583,774</b>	<b>£ per ha (gross)</b>	<b>236,250</b>	<b>£ per acre (gross)</b>

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(2,546,715)</b>	£ per ha (net)	<b>(1,030,642)</b>	£ per acre (net)
					<b>(2,865,055)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,642)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(934,579)	(966,359)	(998,139)	(1,029,918)	(1,061,698)	(1,093,477)	(1,125,257)
	10.00		(952,077)	(982,981)	(1,013,886)	(1,044,791)	(1,075,696)	(1,106,600)	(1,137,505)
	20.00		(969,574)	(999,604)	(1,029,634)	(1,059,664)	(1,089,693)	(1,119,723)	(1,149,753)
	30.00		(987,071)	(1,016,226)	(1,045,381)	(1,074,536)	(1,103,691)	(1,132,846)	(1,162,001)
	40.00		(1,004,569)	(1,032,849)	(1,061,129)	(1,089,409)	(1,117,689)	(1,145,969)	(1,174,249)
	50.00		(1,022,066)	(1,049,471)	(1,076,877)	(1,104,282)	(1,131,687)	(1,159,092)	(1,186,498)
	60.00		(1,039,563)	(1,066,094)	(1,092,624)	(1,119,154)	(1,145,685)	(1,172,215)	(1,198,746)
	70.00		(1,057,061)	(1,082,716)	(1,108,372)	(1,134,027)	(1,159,683)	(1,185,338)	(1,210,994)
	80.00		(1,074,558)	(1,099,339)	(1,124,119)	(1,148,900)	(1,173,681)	(1,198,461)	(1,223,242)
	90.00		(1,092,055)	(1,115,961)	(1,139,867)	(1,163,773)	(1,187,678)	(1,211,584)	(1,235,490)
	100.00		(1,109,553)	(1,132,583)	(1,155,614)	(1,178,645)	(1,201,676)	(1,224,707)	(1,247,738)
	110.00		(1,127,050)	(1,149,206)	(1,171,362)	(1,193,518)	(1,215,674)	(1,237,830)	(1,259,986)
	120.00		(1,144,547)	(1,165,828)	(1,187,110)	(1,208,391)	(1,229,672)	(1,250,953)	(1,272,234)
	130.00		(1,162,044)	(1,182,451)	(1,202,857)	(1,223,263)	(1,243,670)	(1,264,076)	(1,284,482)
	140.00		(1,179,542)	(1,199,073)	(1,218,605)	(1,238,136)	(1,257,668)	(1,277,199)	(1,296,731)
	150.00		(1,197,039)	(1,215,696)	(1,234,352)	(1,253,009)	(1,271,665)	(1,290,322)	(1,308,979)
	160.00		(1,214,536)	(1,232,318)	(1,250,100)	(1,267,882)	(1,285,663)	(1,303,445)	(1,321,227)
	170.00		(1,232,034)	(1,248,941)	(1,265,847)	(1,282,754)	(1,299,661)	(1,316,568)	(1,333,475)
	180.00		(1,249,531)	(1,265,563)	(1,281,595)	(1,297,627)	(1,313,659)	(1,329,691)	(1,345,723)
	190.00		(1,267,028)	(1,282,185)	(1,297,343)	(1,312,500)	(1,327,657)	(1,342,814)	(1,357,971)
200.00		(1,284,526)	(1,298,808)	(1,313,090)	(1,327,372)	(1,341,655)	(1,355,937)	(1,370,219)	
210.00		(1,302,023)	(1,315,430)	(1,328,838)	(1,342,245)	(1,355,653)	(1,369,060)	(1,382,467)	
220.00		(1,319,520)	(1,332,053)	(1,344,585)	(1,357,118)	(1,369,650)	(1,382,183)	(1,394,716)	
230.00		(1,337,018)	(1,348,675)	(1,360,333)	(1,371,991)	(1,383,648)	(1,395,306)	(1,406,964)	
240.00		(1,354,515)	(1,365,298)	(1,376,080)	(1,386,863)	(1,397,646)	(1,408,429)	(1,419,212)	
250.00		(1,372,012)	(1,381,920)	(1,391,828)	(1,401,736)	(1,411,644)	(1,421,552)	(1,431,460)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,642)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2,055	-		(935,181)	(965,155)	(995,129)	(1,025,102)	(1,055,076)	(1,085,050)	(1,115,024)
	1,000		(952,462)	(982,436)	(1,012,410)	(1,042,384)	(1,072,358)	(1,102,331)	(1,132,305)
	2,000		(969,743)	(999,717)	(1,029,691)	(1,059,665)	(1,089,639)	(1,119,613)	(1,149,587)
	3,000		(987,025)	(1,016,999)	(1,046,972)	(1,076,946)	(1,106,920)	(1,136,894)	(1,166,868)
	4,000		(1,004,306)	(1,034,280)	(1,064,254)	(1,094,228)	(1,124,201)	(1,154,175)	(1,184,149)
	5,000		(1,021,587)	(1,051,561)	(1,081,535)	(1,111,509)	(1,141,483)	(1,171,457)	(1,201,430)
	6,000		(1,038,869)	(1,068,842)	(1,098,816)	(1,128,790)	(1,158,764)	(1,188,738)	(1,218,712)
	7,000		(1,056,150)	(1,086,124)	(1,116,098)	(1,146,071)	(1,176,045)	(1,206,019)	(1,235,993)
	8,000		(1,073,431)	(1,103,405)	(1,133,379)	(1,163,353)	(1,193,327)	(1,223,301)	(1,253,274)
	9,000		(1,090,712)	(1,120,686)	(1,150,660)	(1,180,634)	(1,210,608)	(1,240,582)	(1,270,556)
	10,000		(1,107,994)	(1,137,968)	(1,167,941)	(1,197,915)	(1,227,889)	(1,257,863)	(1,287,837)
	11,000		(1,125,275)	(1,155,249)	(1,185,223)	(1,215,197)	(1,245,171)	(1,275,144)	(1,305,118)
	12,000		(1,142,556)	(1,172,530)	(1,202,504)	(1,232,478)	(1,262,452)	(1,292,426)	(1,322,400)
	13,000		(1,159,838)	(1,189,812)	(1,219,785)	(1,249,759)	(1,279,733)	(1,309,707)	(1,339,681)
	14,000		(1,177,119)	(1,207,093)	(1,237,067)	(1,267,041)	(1,297,014)	(1,326,988)	(1,356,962)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,642)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(799,508)	(838,041)	(876,574)	(915,108)	(953,641)	(992,174)	(1,030,707)
	17.5%		(885,101)	(919,355)	(953,608)	(987,862)	(1,022,115)	(1,056,369)	(1,090,622)
	20.0%		(970,694)	(1,000,668)	(1,030,642)	(1,060,615)	(1,090,589)	(1,120,563)	(1,150,537)
	22.5%		(1,056,287)	(1,081,981)	(1,107,675)	(1,133,369)	(1,159,064)	(1,184,758)	(1,210,452)
	25.0%		(1,141,880)	(1,163,294)	(1,184,709)	(1,206,123)	(1,227,538)	(1,248,953)	(1,270,367)
	27.5%		(1,227,473)	(1,244,607)	(1,261,742)	(1,278,877)	(1,296,012)	(1,313,147)	(1,330,282)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,642)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 236,250	100,000		(834,444)	(864,418)	(894,392)	(924,365)	(954,339)	(984,313)	(1,014,287)
	150,000		(884,444)	(914,418)	(944,392)	(974,365)	(1,004,339)	(1,034,313)	(1,064,287)
	200,000		(934,444)	(964,418)	(994,392)	(1,024,365)	(1,054,339)	(1,084,313)	(1,114,287)
	250,000		(984,444)	(1,014,418)	(1,044,392)	(1,074,365)	(1,104,339)	(1,134,313)	(1,164,287)
	300,000		(1,034,444)	(1,064,418)	(1,094,392)	(1,124,365)	(1,154,339)	(1,184,313)	(1,214,287)
	350,000		(1,084,444)	(1,114,418)	(1,144,392)	(1,174,365)	(1,204,339)	(1,234,313)	(1,264,287)
	400,000		(1,134,444)	(1,164,418)	(1,194,392)	(1,224,365)	(1,254,339)	(1,284,313)	(1,314,287)
	450,000		(1,184,444)	(1,214,418)	(1,244,392)	(1,274,365)	(1,304,339)	(1,334,313)	(1,364,287)
	500,000		(1,234,444)	(1,264,418)	(1,294,392)	(1,324,365)	(1,354,339)	(1,384,313)	(1,414,287)
	550,000		(1,284,444)	(1,314,418)	(1,344,392)	(1,374,365)	(1,404,339)	(1,434,313)	(1,464,287)
	600,000		(1,334,444)	(1,364,418)	(1,394,392)	(1,424,365)	(1,454,339)	(1,484,313)	(1,514,287)
	650,000		(1,384,444)	(1,414,418)	(1,444,392)	(1,474,365)	(1,504,339)	(1,534,313)	(1,564,287)
	700,000		(1,434,444)	(1,464,418)	(1,494,392)	(1,524,365)	(1,554,339)	(1,584,313)	(1,614,287)
	750,000		(1,484,444)	(1,514,418)	(1,544,392)	(1,574,365)	(1,604,339)	(1,634,313)	(1,664,287)
	800,000		(1,534,444)	(1,564,418)	(1,594,392)	(1,624,365)	(1,654,339)	(1,684,313)	(1,714,287)
	850,000		(1,584,444)	(1,614,418)	(1,644,392)	(1,674,365)	(1,704,339)	(1,734,313)	(1,764,287)

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,642)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%	(78,140)	(103,423)	(128,736)	(154,059)	(179,458)	(204,885)	(230,385)	
	75%	(205,739)	(231,060)	(263,952)	(293,393)	(322,987)	(352,778)	(382,845)	
	80%	(354,357)	(383,940)	(413,743)	(443,884)	(474,388)	(504,937)	(535,487)	
	85%	(506,342)	(536,684)	(567,027)	(597,419)	(628,017)	(658,616)	(689,214)	
	90%	(660,647)	(691,037)	(721,427)	(751,818)	(782,208)	(812,598)	(842,989)	
	95%	(815,670)	(845,852)	(876,035)	(906,217)	(936,399)	(966,581)	(996,763)	
	100%	(970,694)	(1,000,668)	(1,030,642)	(1,060,615)	(1,090,589)	(1,120,563)	(1,150,537)	
	105%	(1,125,717)	(1,155,483)	(1,185,249)	(1,215,014)	(1,244,780)	(1,274,546)	(1,304,311)	
	110%	(1,280,741)	(1,310,298)	(1,339,856)	(1,369,413)	(1,398,971)	(1,428,528)	(1,458,086)	
	115%	(1,435,765)	(1,465,114)	(1,494,463)	(1,523,812)	(1,553,161)	(1,582,511)	(1,611,860)	
	120%	(1,590,788)	(1,619,929)	(1,649,070)	(1,678,211)	(1,707,352)	(1,736,493)	(1,765,634)	
	125%	(1,745,812)	(1,774,744)	(1,803,677)	(1,832,610)	(1,861,543)	(1,890,475)	(1,919,408)	

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,642)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0	(884,473)	(914,447)	(944,421)	(974,395)	(1,004,369)	(1,034,343)	(1,064,317)	
	1,000	(903,853)	(933,827)	(963,801)	(993,775)	(1,023,749)	(1,053,722)	(1,083,696)	
	2,000	(923,233)	(953,207)	(983,181)	(1,013,155)	(1,043,128)	(1,073,102)	(1,103,076)	
	3,000	(942,613)	(972,587)	(1,002,560)	(1,032,534)	(1,062,508)	(1,092,482)	(1,122,456)	
	4,000	(961,992)	(991,966)	(1,021,940)	(1,051,914)	(1,081,888)	(1,111,862)	(1,141,836)	
	5,000	(981,372)	(1,011,346)	(1,041,320)	(1,071,294)	(1,101,268)	(1,131,241)	(1,161,215)	
	6,000	(1,000,752)	(1,030,726)	(1,060,700)	(1,090,673)	(1,120,647)	(1,150,621)	(1,180,595)	
	7,000	(1,020,132)	(1,050,105)	(1,080,079)	(1,110,053)	(1,140,027)	(1,170,001)	(1,199,975)	
	8,000	(1,039,511)	(1,069,485)	(1,099,459)	(1,129,433)	(1,159,407)	(1,189,381)	(1,219,355)	
	9,000	(1,058,891)	(1,088,865)	(1,118,839)	(1,148,813)	(1,178,787)	(1,208,760)	(1,238,734)	
	10,000	(1,078,271)	(1,108,245)	(1,138,219)	(1,168,192)	(1,198,166)	(1,228,140)	(1,258,114)	
	11,000	(1,097,651)	(1,127,624)	(1,157,598)	(1,187,572)	(1,217,546)	(1,247,520)	(1,277,494)	
	12,000	(1,117,030)	(1,147,004)	(1,176,978)	(1,206,952)	(1,236,926)	(1,266,900)	(1,296,874)	
	13,000	(1,136,410)	(1,166,384)	(1,196,358)	(1,226,332)	(1,256,306)	(1,286,279)	(1,316,253)	
	14,000	(1,155,790)	(1,185,764)	(1,215,738)	(1,245,711)	(1,275,685)	(1,305,659)	(1,335,633)	
	15,000	(1,175,170)	(1,205,143)	(1,235,117)	(1,265,091)	(1,295,065)	(1,325,039)	(1,355,013)	
	16,000	(1,194,549)	(1,224,523)	(1,254,497)	(1,284,471)	(1,314,445)	(1,344,419)	(1,374,393)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,642)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%	(1,526,163)	(1,528,363)	(1,530,564)	(1,532,764)	(1,534,965)	(1,537,165)	(1,539,366)	
	82%	(1,470,616)	(1,475,594)	(1,480,572)	(1,485,549)	(1,490,527)	(1,495,505)	(1,500,483)	
	84%	(1,415,069)	(1,422,824)	(1,430,579)	(1,438,335)	(1,446,090)	(1,453,845)	(1,461,600)	
	86%	(1,359,522)	(1,370,055)	(1,380,587)	(1,391,120)	(1,401,652)	(1,412,185)	(1,422,717)	
	88%	(1,303,975)	(1,317,285)	(1,330,595)	(1,343,905)	(1,357,215)	(1,370,524)	(1,383,834)	
	90%	(1,248,428)	(1,264,516)	(1,280,603)	(1,296,690)	(1,312,777)	(1,328,864)	(1,344,951)	
	92%	(1,192,882)	(1,211,746)	(1,230,611)	(1,249,475)	(1,268,339)	(1,287,204)	(1,306,068)	
	94%	(1,137,335)	(1,158,976)	(1,180,618)	(1,202,260)	(1,223,902)	(1,245,544)	(1,267,186)	
	96%	(1,081,788)	(1,106,207)	(1,130,626)	(1,155,045)	(1,179,464)	(1,203,884)	(1,228,303)	
	98%	(1,026,241)	(1,053,437)	(1,080,634)	(1,107,830)	(1,135,027)	(1,162,223)	(1,189,420)	
	100%	(970,694)	(1,000,668)	(1,030,642)	(1,060,615)	(1,090,589)	(1,120,563)	(1,150,537)	
	102%	(915,147)	(947,898)	(980,649)	(1,013,401)	(1,046,152)	(1,078,903)	(1,111,654)	
	104%	(859,600)	(895,129)	(930,657)	(966,186)	(1,001,714)	(1,037,243)	(1,072,771)	
	106%	(804,053)	(842,359)	(880,665)	(918,971)	(957,277)	(995,583)	(1,033,889)	
108%	(748,506)	(789,589)	(830,673)	(871,756)	(912,839)	(953,922)	(995,006)		
110%	(692,959)	(736,820)	(780,681)	(824,541)	(868,402)	(912,262)	(956,123)		
112%	(637,412)	(684,050)	(730,688)	(777,326)	(823,964)	(870,602)	(917,240)		
114%	(581,865)	(631,501)	(680,696)	(730,111)	(779,527)	(828,942)	(878,357)		
116%	(526,318)	(579,070)	(630,867)	(682,896)	(735,089)	(787,282)	(839,474)		
118%	(470,771)	(526,638)	(581,196)	(635,753)	(690,652)	(745,622)	(800,592)		
120%	(415,224)	(474,581)	(531,524)	(588,841)	(646,214)	(703,961)	(761,709)		

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,642)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-	(970,694)	(1,000,668)	(1,030,642)	(1,060,615)	(1,090,589)	(1,120,563)	(1,150,537)	
	10,000	(970,694)	(992,026)	(1,013,358)	(1,034,691)	(1,056,023)	(1,077,355)	(1,098,687)	
	20,000	(970,694)	(983,385)	(996,075)	(1,008,766)	(1,021,457)	(1,034,147)	(1,046,838)	
	30,000	(970,694)	(974,743)	(978,792)	(982,841)	(986,890)	(990,939)	(994,988)	
	40,000	(970,694)	(966,101)	(961,509)	(956,916)	(952,324)	(947,731)	(943,139)	
	50,000	(970,694)	(957,460)	(944,226)	(930,991)	(917,757)	(904,523)	(891,289)	
	60,000	(970,694)	(948,818)	(926,942)	(905,067)	(883,191)	(861,315)	(839,439)	
	70,000	(970,694)	(940,177)	(909,659)	(879,142)	(848,624)	(818,107)	(787,590)	
	80,000	(970,694)	(931,535)	(892,376)	(853,217)	(814,058)	(774,899)	(735,740)	
	90,000	(970,694)	(922,893)	(875,093)	(827,292)	(779,492)	(731,691)	(683,890)	
	100,000	(970,694)	(914,252)	(857,809)	(801,367)	(744,925)	(688,483)	(632,041)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Appraisal Ref: **San5** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes: No Units: **80**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				80 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64		£ psm	
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	14.4	12.4%	1.0	19%	15.4
3 bed House		40.0%	28.8	26.8%	2.1	39%	30.9
4 bed House		20.0%	14.4	20.0%	1.6	20%	16.0
5 bed House		5.0%	3.6	5.9%	0.5	5%	4.1
1 bed Flat		10.0%	7.2	22.5%	1.8	11%	9.0
2 bed Flat		5.0%	3.6	12.4%	1.0	6%	4.6
Total number of units		100.0%	72.0	100.0%	8.0	100%	80.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		0	0	0	0	0	0
2 bed House		1,138	12,245	78	844	1,216	13,089
3 bed House		2,880	31,000	214	2,308	3,094	33,308
4 bed House		1,843	19,840	205	2,204	2,048	22,044
5 bed House		576	6,200	76	813	652	7,013
1 bed Flat		424	4,559	106	1,140	529	5,699
2 bed Flat		296	3,191	82	879	378	4,071
		7,157	77,035	761	8,188	7,917	85,223
<b>AH % by floor area:</b>				<b>9.61% AH % by floor area (difference due to mix)</b>			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House		145,000	2,339	217		0	
2 bed House		170,000	2,152	200		2,616,640	
3 bed House		205,000	2,050	190		6,343,520	
4 bed House		265,000	2,070	192		4,240,000	
5 bed House		340,000	2,125	197		1,384,480	
1 bed Flat		115,000	2,300	214		1,035,000	
2 bed Flat		135,000	1,929	179		619,920	
						16,239,560	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House		87,000	60%	72,500	50%	101,500	70%
2 bed House		102,000	60%	85,000	50%	119,000	70%
3 bed House		123,000	60%	102,500	50%	143,500	70%
4 bed House		159,000	60%	132,500	50%	185,500	70%
5 bed House		204,000	60%	170,000	50%	238,000	70%
1 bed Flat		69,000	60%	57,500	50%	80,500	70%
2 bed Flat		81,000	60%	67,500	50%	94,500	70%
						* capped @£250K	

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield**      No Units: **80**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.4	@	170,000	2,448,000
3 bed House	28.8	@	205,000	5,904,000
4 bed House	14.4	@	265,000	3,816,000
5 bed House	3.6	@	340,000	1,224,000
1 bed Flat	7.2	@	115,000	828,000
2 bed Flat	3.6	@	135,000	486,000
	72.0			14,706,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.7	@	102,000	75,888
3 bed House	1.6	@	123,000	197,784
4 bed House	1.2	@	159,000	190,800
5 bed House	0.4	@	204,000	72,216
1 bed Flat	1.4	@	69,000	93,150
2 bed Flat	0.7	@	81,000	60,264
	6.0			690,102
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.2	@	119,000	29,512
3 bed House	0.5	@	143,500	76,916
4 bed House	0.4	@	185,500	74,200
5 bed House	0.1	@	238,000	28,084
1 bed Flat	0.5	@	80,500	36,225
2 bed Flat	0.2	@	94,500	23,436
	2.0			268,373
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	8.0		-
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>15,664,475</b>
<i>AH on-site cost analysis:</i>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>575,085</b>
	<b>73 £ psm (total GIA sqm)</b>		<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>8</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				
				<b>15,664,475</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(26,999)
Planning Application Professional Fees, Surveys and reports						(80,000)
CIL						(147,716)
<b>CIL analysis:</b>		7,157 sqm (Market only)	20.64 £ psm			
		0.94% % of GDV	1,846 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	80 units @	9,633 per unit			(770,640)
	Sub-total					(770,640)
<b>S106 analysis:</b>		385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						
<b>Comm. Sum analysis:</b>		7,917 sqm (total)	0.00% % of GDV	0 £ psm		
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(246,000)
		2.00 ha @	123,000 £ per ha (if brownfield)			
Site Infrastructure costs -						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	80 units @	0 per unit			-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						
		- sqm @	1,211 psm			-
2 bed House						(1,472,537)
		1,216 sqm @	1,211 psm			
3 bed House						(3,747,318)
		3,094 sqm @	1,211 psm			
4 bed House						(2,480,128)
		2,048 sqm @	1,211 psm			
5 bed House						(788,991)
		652 sqm @	1,211 psm			
1 bed Flat						(746,471)
		529 sqm @	1,410 psm			
2 bed Flat						(533,212)
		378 sqm @	1,410 psm			
	7,917					
Garages for 3 bed House (OMS only)						(169,258)
		29 units @	50% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(126,943)
		14 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						(50,777)
		4 units @	120% @	11,754 £ per garage		
External works						(1,517,345)
		10,115,635 @	15.0%	18,967 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(22,960)
		80 units @		287 £ per unit		
M4(2) Category 2 Housing Aff units						(834)
		8 units @	20% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						(7,502)
		72 units @	20% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						-
		8 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						-
		72 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(355,920)
		80 units @		4,449 £ per unit		
Renewable Energy						-
		80 units @		0 £ per unit		
EV Charging Points - Houses						-
		66 units @		0 £ per unit		
EV Charging Points - Flats						-
		14 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		80 units @		0 £ per unit		
	Sub-total					(387,216)
<b>Policy Costs analysis: (design costs only)</b>				4,840 £ per unit (total units)		
Contingency (on construction)						(613,310)
		12,266,197 @	5.0%			

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	12,266,197	@	<b>6.5%</b>		(797,303)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	14,706,000	OMS @	<b>3.00%</b>	5,515 £ per unit	(441,180)
Residential Sales Agent Costs	14,706,000	OMS @	<b>1.00%</b>	1,838 £ per unit	(147,060)
Residential Sales Legal Costs	14,706,000	OMS @	<b>0.25%</b>	460 £ per unit	(36,765)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>7,938 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b>	APR	0.565% pcm	(257,981)
<b>Developers Profit -</b>					
Profit on OMS	14,706,000		<b>20.00%</b>		(2,941,200)
Margin on AH	958,475		<b>6.00%</b>	on AH values	(57,509)
<b>Profit analysis:</b>	<b>15,664,475</b>			<b>19.14% blended GDV</b>	<b>(2,998,709)</b>
	<b>15,695,151</b>			<b>19.11% on costs</b>	<b>(2,998,709)</b>
<b>TOTAL COSTS</b>					<b>(18,693,859)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(3,029,384)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	<b>1.0%</b>		-
Acquisition Legal fees	-	@	<b>0.5%</b>		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(3,029,384)</b>
<b>RLV analysis:</b>	<b>(37,867) £ per plot</b>			<b>(1,514,692) £ per ha (net)</b>	<b>(612,988) £ per acre (net)</b>
				<b>(1,514,692) £ per ha (gross)</b>	<b>(612,988) £ per acre (gross)</b>
					<b>-19.34% % RLV / GDV</b>

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b>	dph (net)		
Site Area (net)		2.00	ha (net)	4.94	acres (net)
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		2.00	ha (gross)	4.94	acres (gross)
<b>Density analysis:</b>		<b>3,959</b>	sqm/ha (net)	<b>17,245</b>	sqft/ac (net)
		<b>40</b>	dph (gross)		
Benchmark Land Value (net)	14,594 £ per plot	583,774	£ per ha (net)	<b>236,250</b>	£ per acre (net)
<b>BLV analysis:</b>		<b>583,774</b>	£ per ha (gross)	<b>236,250</b>	£ per acre (gross)

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(2,098,466)</b>	£ per ha (net)	<b>(849,238)</b>	£ per acre (net)
					<b>(4,196,932)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(849,238)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(760,648)	(788,988)	(817,328)	(845,669)	(874,009)	(902,349)	(930,689)
	10.00		(777,826)	(805,307)	(832,788)	(860,269)	(887,751)	(915,232)	(942,713)
	20.00		(795,003)	(821,626)	(848,248)	(874,870)	(901,493)	(928,115)	(954,737)
	30.00		(812,181)	(837,945)	(863,708)	(889,471)	(915,235)	(940,998)	(966,762)
	40.00		(829,359)	(854,263)	(879,168)	(904,072)	(928,977)	(953,882)	(978,786)
	50.00		(846,536)	(870,582)	(894,628)	(918,673)	(942,719)	(966,765)	(990,810)
	60.00		(863,714)	(886,901)	(910,087)	(933,274)	(956,461)	(979,648)	(1,002,835)
	70.00		(880,891)	(903,219)	(925,547)	(947,875)	(970,203)	(992,531)	(1,014,859)
	80.00		(898,069)	(919,538)	(941,007)	(962,476)	(983,945)	(1,005,414)	(1,026,883)
	90.00		(915,247)	(935,857)	(956,467)	(977,077)	(997,687)	(1,018,298)	(1,038,908)
	100.00		(932,424)	(952,176)	(971,927)	(991,678)	(1,011,429)	(1,031,181)	(1,050,932)
	110.00		(949,602)	(968,494)	(987,387)	(1,006,279)	(1,025,172)	(1,044,064)	(1,062,956)
	120.00		(966,779)	(984,813)	(1,002,847)	(1,020,880)	(1,038,914)	(1,056,947)	(1,074,981)
	130.00		(983,957)	(1,001,132)	(1,018,306)	(1,035,481)	(1,052,656)	(1,069,830)	(1,087,005)
	140.00		(1,001,135)	(1,017,450)	(1,033,766)	(1,050,082)	(1,066,398)	(1,082,714)	(1,099,029)
	150.00		(1,018,312)	(1,033,769)	(1,049,226)	(1,064,683)	(1,080,140)	(1,095,597)	(1,111,054)
	160.00		(1,035,490)	(1,050,088)	(1,064,686)	(1,079,284)	(1,093,882)	(1,108,480)	(1,123,078)
	170.00		(1,052,668)	(1,066,407)	(1,080,146)	(1,093,885)	(1,107,624)	(1,121,363)	(1,135,102)
	180.00		(1,069,845)	(1,082,725)	(1,095,606)	(1,108,486)	(1,121,366)	(1,134,246)	(1,147,127)
	190.00		(1,087,023)	(1,099,044)	(1,111,065)	(1,123,087)	(1,135,108)	(1,147,130)	(1,159,151)
200.00		(1,104,200)	(1,115,363)	(1,126,525)	(1,137,688)	(1,148,850)	(1,160,013)	(1,171,175)	
210.00		(1,121,378)	(1,131,682)	(1,141,985)	(1,152,289)	(1,162,592)	(1,172,896)	(1,183,200)	
220.00		(1,138,556)	(1,148,000)	(1,157,445)	(1,166,890)	(1,176,334)	(1,185,779)	(1,195,224)	
230.00		(1,155,733)	(1,164,319)	(1,172,905)	(1,181,491)	(1,190,077)	(1,198,662)	(1,207,248)	
240.00		(1,172,911)	(1,180,638)	(1,188,365)	(1,196,092)	(1,203,819)	(1,211,546)	(1,219,273)	
250.00		(1,190,088)	(1,196,956)	(1,203,825)	(1,210,693)	(1,217,561)	(1,224,429)	(1,231,297)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(849,238)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(629,632)	(656,200)	(682,767)	(709,334)	(735,902)	(762,469)	(789,036)
	1,000		(646,913)	(673,481)	(700,048)	(726,616)	(753,183)	(779,750)	(806,318)
	2,000		(664,195)	(690,762)	(717,329)	(743,897)	(770,464)	(797,032)	(823,599)
	3,000		(681,476)	(708,043)	(734,611)	(761,178)	(787,745)	(814,313)	(840,880)
	4,000		(698,757)	(725,325)	(751,892)	(778,459)	(805,027)	(831,594)	(858,161)
	5,000		(716,039)	(742,606)	(769,173)	(795,741)	(822,308)	(848,875)	(875,443)
	6,000		(733,320)	(759,887)	(786,455)	(813,022)	(839,589)	(866,157)	(892,724)
	7,000		(750,601)	(777,169)	(803,736)	(830,303)	(856,871)	(883,438)	(910,005)
	8,000		(767,882)	(794,450)	(821,017)	(847,585)	(874,152)	(900,719)	(927,287)
	9,000		(785,164)	(811,731)	(838,298)	(864,866)	(891,433)	(918,001)	(944,568)
	10,000		(802,445)	(829,012)	(855,580)	(882,147)	(908,715)	(935,282)	(961,849)
	11,000		(819,726)	(846,294)	(872,861)	(899,428)	(925,996)	(952,563)	(979,131)
	12,000		(837,008)	(863,575)	(890,142)	(916,710)	(943,277)	(969,844)	(996,412)
	13,000		(854,289)	(880,856)	(907,424)	(933,991)	(960,558)	(987,126)	(1,013,693)
	14,000		(871,570)	(898,138)	(924,705)	(951,272)	(977,840)	(1,004,407)	(1,030,974)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(849,238)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(630,785)	(665,618)	(700,452)	(735,285)	(770,118)	(804,951)	(839,785)
	17.5%		(713,444)	(744,144)	(774,845)	(805,545)	(836,245)	(866,946)	(897,646)
	20.0%		(796,103)	(822,670)	(849,238)	(875,805)	(902,372)	(928,940)	(955,507)
	22.5%		(878,762)	(901,196)	(923,631)	(946,065)	(968,499)	(990,934)	(1,013,368)
	25.0%		(961,421)	(979,722)	(998,023)	(1,016,325)	(1,034,626)	(1,052,928)	(1,071,229)
	27.5%		(1,044,079)	(1,058,248)	(1,072,416)	(1,086,585)	(1,100,753)	(1,114,922)	(1,129,091)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(849,238)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 236,250	100,000		(659,853)	(686,420)	(712,988)	(739,555)	(766,122)	(792,690)	(819,257)
	150,000		(709,853)	(736,420)	(762,988)	(789,555)	(816,122)	(842,690)	(869,257)
	200,000		(759,853)	(786,420)	(812,988)	(839,555)	(866,122)	(892,690)	(919,257)
	250,000		(809,853)	(836,420)	(862,988)	(889,555)	(916,122)	(942,690)	(969,257)
	300,000		(859,853)	(886,420)	(912,988)	(939,555)	(966,122)	(992,690)	(1,019,257)
	350,000		(909,853)	(936,420)	(962,988)	(989,555)	(1,016,122)	(1,042,690)	(1,069,257)
	400,000		(959,853)	(986,420)	(1,012,988)	(1,039,555)	(1,066,122)	(1,092,690)	(1,119,257)
	450,000		(1,009,853)	(1,036,420)	(1,062,988)	(1,089,555)	(1,116,122)	(1,142,690)	(1,169,257)
	500,000		(1,059,853)	(1,086,420)	(1,112,988)	(1,139,555)	(1,166,122)	(1,192,690)	(1,219,257)
	550,000		(1,109,853)	(1,136,420)	(1,162,988)	(1,189,555)	(1,216,122)	(1,242,690)	(1,269,257)
	600,000		(1,159,853)	(1,186,420)	(1,212,988)	(1,239,555)	(1,266,122)	(1,292,690)	(1,319,257)
	650,000		(1,209,853)	(1,236,420)	(1,262,988)	(1,289,555)	(1,316,122)	(1,342,690)	(1,369,257)
	700,000		(1,259,853)	(1,286,420)	(1,312,988)	(1,339,555)	(1,366,122)	(1,392,690)	(1,419,257)
	750,000		(1,309,853)	(1,336,420)	(1,362,988)	(1,389,555)	(1,416,122)	(1,442,690)	(1,469,257)
	800,000		(1,359,853)	(1,386,420)	(1,412,988)	(1,439,555)	(1,466,122)	(1,492,690)	(1,519,257)
	850,000		(1,409,853)	(1,436,420)	(1,462,988)	(1,489,555)	(1,516,122)	(1,542,690)	(1,569,257)



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(849,238)						
			(28,162)	(50,295)	(72,429)	(94,562)	(116,742)	(138,939)
			(140,049)	(162,154)	(184,310)	(206,488)	(228,733)	(255,819)
			(257,672)	(283,367)	(309,161)	(335,076)	(361,157)	(387,495)
			(389,406)	(415,518)	(441,916)	(468,621)	(495,383)	(522,144)
			(523,922)	(550,543)	(577,163)	(603,950)	(630,802)	(657,654)
			(659,749)	(686,459)	(713,168)	(739,878)	(766,587)	(793,297)
			(796,103)	(822,670)	(849,238)	(875,805)	(902,372)	(928,940)
			(932,457)	(958,882)	(985,307)	(1,011,732)	(1,038,157)	(1,064,583)
			(1,068,811)	(1,095,094)	(1,121,377)	(1,147,660)	(1,173,943)	(1,200,226)
			(1,205,164)	(1,231,305)	(1,257,446)	(1,283,587)	(1,309,728)	(1,335,868)
			(1,341,518)	(1,367,517)	(1,393,516)	(1,419,514)	(1,445,513)	(1,471,511)
			(1,477,872)	(1,503,729)	(1,529,585)	(1,555,441)	(1,581,298)	(1,607,154)

**TABLE 7**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(849,238)						
			(709,882)	(736,450)	(763,017)	(789,584)	(816,152)	(842,719)
			1,000	(729,262)	(755,829)	(782,397)	(808,964)	(835,532)
			2,000	(748,642)	(775,209)	(801,777)	(828,344)	(854,911)
			3,000	(768,022)	(794,589)	(821,156)	(847,724)	(874,291)
			4,000	(787,401)	(813,969)	(840,536)	(867,103)	(893,671)
			5,000	(806,781)	(833,348)	(859,916)	(886,483)	(913,051)
			6,000	(826,161)	(852,728)	(879,296)	(905,863)	(932,430)
			7,000	(845,541)	(872,108)	(898,675)	(925,243)	(951,810)
			8,000	(864,920)	(891,488)	(918,055)	(944,622)	(971,190)
			9,000	(884,300)	(910,867)	(937,435)	(964,002)	(990,569)
			10,000	(903,680)	(930,247)	(956,815)	(983,382)	(1,009,949)
			11,000	(923,060)	(949,627)	(976,194)	(1,002,762)	(1,029,329)
			12,000	(942,439)	(969,007)	(995,574)	(1,022,141)	(1,048,709)
			13,000	(961,819)	(988,386)	(1,014,954)	(1,041,521)	(1,068,088)
			14,000	(981,199)	(1,007,766)	(1,034,333)	(1,060,901)	(1,087,468)
			15,000	(1,000,578)	(1,027,146)	(1,053,713)	(1,080,281)	(1,106,848)
		16,000	(1,019,958)	(1,046,526)	(1,073,093)	(1,099,660)	(1,126,228)	

**TABLE 8**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(849,238)						
			(1,332,531)	(1,332,277)	(1,332,023)	(1,331,769)	(1,331,515)	(1,331,261)
			82%	(1,278,888)	(1,281,316)	(1,283,744)	(1,286,173)	(1,288,601)
			84%	(1,225,245)	(1,230,356)	(1,235,466)	(1,240,576)	(1,245,686)
			86%	(1,171,603)	(1,179,395)	(1,187,187)	(1,194,980)	(1,202,772)
			88%	(1,117,960)	(1,128,434)	(1,138,909)	(1,149,383)	(1,159,858)
			90%	(1,064,317)	(1,077,474)	(1,090,630)	(1,103,787)	(1,116,944)
			92%	(1,010,674)	(1,026,513)	(1,042,352)	(1,058,191)	(1,074,029)
			94%	(957,031)	(975,552)	(994,073)	(1,012,594)	(1,031,115)
			96%	(903,388)	(924,592)	(945,795)	(966,998)	(988,201)
			98%	(849,746)	(873,631)	(897,516)	(921,401)	(945,287)
			100%	(796,103)	(822,670)	(849,238)	(875,805)	(902,372)
			102%	(742,460)	(771,709)	(800,959)	(830,209)	(859,458)
		104%	(688,817)	(720,749)	(752,680)	(784,612)	(816,544)	
		106%	(635,200)	(669,788)	(704,402)	(739,016)	(773,629)	
		108%	(581,901)	(618,899)	(656,123)	(693,419)	(730,715)	
		110%	(528,603)	(568,265)	(607,928)	(647,823)	(687,801)	
		112%	(475,471)	(517,631)	(559,959)	(602,286)	(644,887)	
		114%	(422,963)	(467,166)	(511,990)	(556,982)	(601,974)	
		116%	(370,946)	(417,281)	(464,143)	(511,678)	(559,335)	
		118%	(319,247)	(367,847)	(416,836)	(466,430)	(516,696)	
		120%	(267,810)	(318,718)	(369,933)	(421,629)	(474,057)	

**TABLE 8**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(849,238)						
			(796,103)	(822,670)	(849,238)	(875,805)	(902,372)	(928,940)
			10,000	(796,103)	(814,029)	(831,954)	(849,880)	(867,806)
			20,000	(796,103)	(805,387)	(814,671)	(823,955)	(833,239)
			30,000	(796,103)	(796,745)	(797,388)	(798,030)	(798,673)
			40,000	(796,103)	(788,104)	(780,105)	(772,106)	(764,107)
			50,000	(796,103)	(779,462)	(762,821)	(746,181)	(729,540)
			60,000	(796,103)	(770,821)	(745,538)	(720,256)	(694,974)
			70,000	(796,103)	(762,179)	(728,255)	(694,331)	(660,407)
			80,000	(796,103)	(753,537)	(710,972)	(668,406)	(625,841)
			90,000	(796,103)	(744,896)	(693,689)	(642,482)	(591,274)
		100,000	(796,103)	(736,254)	(676,405)	(616,557)	(556,727)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Appraisal Ref: **San6** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **150**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme		150 Units						
AH Policy requirement (% Target)		10%						
Open Market Sale (OMS) housing		Open Market Sale (OMS) 90%						
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	27.0	12.4%	1.9	19%	28.9		
3 bed House	40.0%	54.0	26.8%	4.0	39%	58.0		
4 bed House	20.0%	27.0	20.0%	3.0	20%	30.0		
5 bed House	5.0%	6.8	5.9%	0.9	5%	7.6		
1 bed Flat	10.0%	13.5	22.5%	3.4	11%	16.9		
2 bed Flat	5.0%	6.8	12.4%	1.9	6%	8.6		
Total number of units	100.0%	135.0	100.0%	15.0	100%	150.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm) (sqft)</b>				
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm) (sqft)</b>				
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>			
1 bed House	0	0	0	0	0			
2 bed House	2,133	22,959	147	1,582	2,280 24,541			
3 bed House	5,400	58,125	402	4,327	5,802 62,452			
4 bed House	3,456	37,200	384	4,133	3,840 41,333			
5 bed House	1,080	11,625	142	1,524	1,222 13,149			
1 bed Flat	794	8,548	199	2,137	993 10,685			
2 bed Flat	556	5,983	153	1,649	709 7,632			
	13,419	144,441	1,426	15,352	14,845 159,793			
<b>AH % by floor area:</b>		<b>9.61% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	145,000	2,339	217	0				
2 bed House	170,000	2,152	200	4,906,200				
3 bed House	205,000	2,050	190	11,894,100				
4 bed House	265,000	2,070	192	7,950,000				
5 bed House	340,000	2,125	197	2,595,900				
1 bed Flat	115,000	2,300	214	1,940,625				
2 bed Flat	135,000	1,929	179	1,162,350				
				30,449,175				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
					* capped @£250K			

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	27.0	@	170,000	4,590,000
3 bed House	54.0	@	205,000	11,070,000
4 bed House	27.0	@	265,000	7,155,000
5 bed House	6.8	@	340,000	2,295,000
1 bed Flat	13.5	@	115,000	1,552,500
2 bed Flat	6.8	@	135,000	911,250
	135.0			27,573,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	1.4	@	102,000	142,290
3 bed House	3.0	@	123,000	370,845
4 bed House	2.3	@	159,000	357,750
5 bed House	0.7	@	204,000	135,405
1 bed Flat	2.5	@	69,000	174,656
2 bed Flat	1.4	@	81,000	112,995
	11.3			1,293,941
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.5	@	119,000	55,335
3 bed House	1.0	@	143,500	144,218
4 bed House	0.8	@	185,500	139,125
5 bed House	0.2	@	238,000	52,658
1 bed Flat	0.8	@	80,500	67,922
2 bed Flat	0.5	@	94,500	43,943
	3.8			503,199
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	15.0		-
<b>Sub-total GDV Residential</b>				<b>29,370,891</b>
<b>AH on-site cost analysis:</b>				
			<b>73 £ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH) 1,078,284</b>
				<b>7,189 £ per unit (total units)</b>
<b>Grant</b>				
		15	AH units @	0 per unit
<b>Total GDV</b>				<b>29,370,891</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield**      No Units: **150**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(36,659)
Planning Application Professional Fees, Surveys and reports					(110,000)
CIL		13,419 sqm (Market only)		20.64 £ psm	(276,968)
	<b>CIL analysis:</b>	0.94% % of GDV		1,846 £ per unit (total units)	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	150 units @		9,633 per unit	(1,444,950)
	Sub-total				(1,444,950)
	<b>S106 analysis:</b>	385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum			14,845 sqm (total)	0 £ psm	-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		3.75 ha @		123,000 £ per ha (if brownfield)	(461,250)
Site Infrastructure costs -	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	150 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @		1,211 psm	-
2 bed House		2,280 sqm @		1,211 psm	(2,761,007)
3 bed House		5,802 sqm @		1,211 psm	(7,026,222)
4 bed House		3,840 sqm @		1,211 psm	(4,650,240)
5 bed House		1,222 sqm @		1,211 psm	(1,479,358)
1 bed Flat		993 sqm @		1,410 psm	(1,399,632)
2 bed Flat		709 sqm @		1,410 psm	(999,773)
Garages for 3 bed House (OMS only)	54 units @		50% @	11,754 £ per garage	(317,358)
Garages for 4 bed House (OMS only)	27 units @		75% @	11,754 £ per garage	(238,019)
Garages for 5 bed House (OMS only)	7 units @		120% @	11,754 £ per garage	(95,207)
External works		18,966,816 @		15.0%	(2,845,022)
	<b>Ext. Works analysis:</b>			18,967 £ per unit (total units)	
Policy Costs on design -					
Net Biodiversity costs		150 units @		287 £ per unit	(43,050)
M4(2) Category 2 Housing Aff units	15 units @		20% @	521 £ per unit	(1,563)
M4(2) Category 2 Housing OMS units	135 units @		20% @	521 £ per unit	(14,067)
M4(3) Category 3 Housing Aff units	15 units @		0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units	135 units @		0% @	10,111 £ per unit	-
Part L 2025/FHS	150 units @			4,449 £ per unit	(667,350)
Renewable Energy	150 units @			0 £ per unit	-
EV Charging Points - Houses	125 units @			0 £ per unit	-
EV Charging Points - Flats	25 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency	150 units @			0 £ per unit	-
	Sub-total				(726,030)
	<b>Policy Costs analysis: (design costs only)</b>			4,840 £ per unit (total units)	
Contingency (on construction)		22,999,119 @		5.0%	(1,149,956)

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	22,999,119 @		<b>6.5%</b>		(1,494,943)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	27,573,750 OMS @		<b>3.00%</b>	5,515 £ per unit	(827,213)
Residential Sales Agent Costs	27,573,750 OMS @		<b>1.00%</b>	1,838 £ per unit	(275,738)
Residential Sales Legal Costs	27,573,750 OMS @		<b>0.25%</b>	460 £ per unit	(68,934)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>7,879 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(494,676)
<b>Developers Profit -</b>					
Profit on OMS	27,573,750		<b>20.00%</b>		(5,514,750)
Margin on AH	1,797,141		<b>6.00%</b> on AH values		(107,828)
<b>Profit analysis:</b>	<b>29,370,891</b>		<b>19.14% blended GDV</b>	<b>(5,622,578)</b>	
	<b>29,289,155</b>		<b>19.20% on costs</b>	<b>(5,622,578)</b>	
<b>TOTAL COSTS</b>					<b>(34,911,733)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(5,540,843)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(5,540,843)</b>
<b>RLV analysis:</b>	<b>(36,939) £ per plot</b>	<b>(1,477,558) £ per ha (net)</b>	<b>(597,960) £ per acre (net)</b>		
		<b>(1,477,558) £ per ha (gross)</b>	<b>(597,960) £ per acre (gross)</b>		
			<b>-18.87% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		3.75 ha (net)		9.27 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		3.75 ha (gross)		9.27 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,245 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	14,594 £ per plot	583,774 £ per ha (net)	<b>236,250</b> £ per acre (net)		<b>2,189,152</b>
<b>BLV analysis:</b>		<b>583,774 £ per ha (gross)</b>	<b>236,250 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(2,061,332) £ per ha (net)</b>	<b>(834,210) £ per acre (net)</b>		<b>(7,729,994)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(834,210)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(740,607)	(770,730)	(801,085)	(831,838)	(863,576)	(895,313)	(927,050)
	10.00		(758,339)	(787,604)	(817,134)	(847,341)	(878,167)	(908,992)	(939,817)
	20.00		(776,071)	(804,545)	(833,182)	(862,844)	(892,758)	(922,671)	(952,584)
	30.00		(793,803)	(821,485)	(849,346)	(878,347)	(907,349)	(936,350)	(965,352)
	40.00		(811,571)	(838,426)	(865,761)	(893,850)	(921,940)	(950,029)	(978,119)
	50.00		(829,403)	(855,366)	(882,176)	(909,353)	(936,531)	(963,708)	(990,886)
	60.00		(847,235)	(872,329)	(898,591)	(924,856)	(951,122)	(977,387)	(1,003,653)
	70.00		(865,067)	(889,652)	(915,005)	(940,359)	(965,713)	(991,067)	(1,016,420)
	80.00		(882,899)	(906,979)	(931,420)	(955,862)	(980,304)	(1,004,746)	(1,029,187)
	90.00		(900,776)	(924,305)	(947,835)	(971,365)	(994,895)	(1,018,425)	(1,041,955)
	100.00		(919,014)	(941,632)	(964,250)	(986,868)	(1,009,486)	(1,032,104)	(1,054,722)
	110.00		(937,253)	(958,959)	(980,665)	(1,002,371)	(1,024,077)	(1,045,783)	(1,067,489)
	120.00		(955,492)	(976,286)	(997,080)	(1,017,874)	(1,038,668)	(1,059,462)	(1,080,256)
	130.00		(973,731)	(993,613)	(1,013,495)	(1,033,377)	(1,053,259)	(1,073,141)	(1,093,023)
	140.00		(991,970)	(1,010,940)	(1,029,910)	(1,048,880)	(1,067,850)	(1,086,820)	(1,105,790)
	150.00		(1,010,208)	(1,028,267)	(1,046,325)	(1,064,383)	(1,082,441)	(1,100,499)	(1,118,557)
	160.00		(1,028,447)	(1,045,593)	(1,062,740)	(1,079,886)	(1,097,032)	(1,114,178)	(1,131,325)
	170.00		(1,046,686)	(1,062,920)	(1,079,155)	(1,095,389)	(1,111,623)	(1,127,857)	(1,144,092)
	180.00		(1,064,925)	(1,080,247)	(1,095,569)	(1,110,892)	(1,126,214)	(1,141,537)	(1,156,859)
	190.00		(1,083,164)	(1,097,574)	(1,111,984)	(1,126,395)	(1,140,805)	(1,155,216)	(1,169,626)
200.00		(1,101,402)	(1,114,901)	(1,128,399)	(1,141,898)	(1,155,396)	(1,168,895)	(1,182,393)	
210.00		(1,119,641)	(1,132,228)	(1,144,814)	(1,157,401)	(1,169,987)	(1,182,574)	(1,195,160)	
220.00		(1,137,880)	(1,149,555)	(1,161,229)	(1,172,904)	(1,184,578)	(1,196,253)	(1,207,928)	
230.00		(1,156,119)	(1,166,881)	(1,177,644)	(1,188,407)	(1,199,169)	(1,209,932)	(1,220,695)	
240.00		(1,174,357)	(1,184,208)	(1,194,059)	(1,203,910)	(1,213,760)	(1,223,611)	(1,233,462)	
250.00		(1,192,596)	(1,201,535)	(1,210,474)	(1,219,413)	(1,228,351)	(1,237,290)	(1,246,229)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(834,210)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(606,000)	(633,981)	(662,010)	(690,243)	(718,558)	(747,138)	(776,647)
	1,000		(623,690)	(651,719)	(679,789)	(708,082)	(736,497)	(765,141)	(794,996)
	2,000		(641,429)	(669,458)	(697,628)	(725,921)	(754,437)	(783,490)	(813,345)
	3,000		(659,167)	(687,197)	(715,467)	(743,796)	(772,377)	(801,838)	(831,693)
	4,000		(676,906)	(705,013)	(733,306)	(761,736)	(790,335)	(820,187)	(850,042)
	5,000		(694,644)	(722,852)	(751,145)	(779,676)	(808,681)	(838,536)	(868,391)
	6,000		(712,397)	(740,690)	(769,035)	(797,615)	(827,030)	(856,885)	(886,740)
	7,000		(730,236)	(758,529)	(786,974)	(815,555)	(845,379)	(875,234)	(905,089)
	8,000		(748,075)	(776,368)	(804,914)	(833,873)	(863,728)	(893,583)	(923,438)
	9,000		(765,914)	(794,273)	(822,854)	(852,222)	(882,077)	(911,932)	(941,787)
	10,000		(783,753)	(812,213)	(840,793)	(870,571)	(900,426)	(930,281)	(960,136)
	11,000		(801,592)	(830,152)	(859,064)	(888,919)	(918,774)	(948,629)	(978,484)
	12,000		(819,512)	(848,092)	(877,413)	(907,268)	(937,123)	(966,978)	(996,833)
	13,000		(837,451)	(866,032)	(895,762)	(925,617)	(955,472)	(985,327)	(1,015,182)
	14,000		(855,391)	(884,256)	(914,111)	(943,966)	(973,821)	(1,003,676)	(1,033,531)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(834,210)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(611,888)	(648,577)	(685,424)	(723,316)	(761,437)	(799,558)	(837,679)
	17.5%		(694,547)	(727,103)	(759,817)	(793,576)	(827,564)	(861,552)	(895,540)
	20.0%		(777,206)	(805,629)	(834,210)	(863,836)	(893,692)	(923,547)	(953,402)
	22.5%		(859,865)	(884,155)	(908,602)	(934,097)	(959,819)	(985,541)	(1,011,263)
	25.0%		(942,524)	(962,681)	(982,995)	(1,004,357)	(1,025,946)	(1,047,535)	(1,069,124)
	27.5%		(1,025,182)	(1,041,207)	(1,057,388)	(1,074,617)	(1,092,073)	(1,109,529)	(1,126,985)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(834,210)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 236,250	100,000		(640,956)	(669,379)	(697,960)	(727,586)	(757,442)	(787,297)	(817,152)
	150,000		(690,956)	(719,379)	(747,960)	(777,586)	(807,442)	(837,297)	(867,152)
	200,000		(740,956)	(769,379)	(797,960)	(827,586)	(857,442)	(887,297)	(917,152)
	250,000		(790,956)	(819,379)	(847,960)	(877,586)	(907,442)	(937,297)	(967,152)
	300,000		(840,956)	(869,379)	(897,960)	(927,586)	(957,442)	(987,297)	(1,017,152)
	350,000		(890,956)	(919,379)	(947,960)	(977,586)	(1,007,442)	(1,037,297)	(1,067,152)
	400,000		(940,956)	(969,379)	(997,960)	(1,027,586)	(1,057,442)	(1,087,297)	(1,117,152)
	450,000		(990,956)	(1,019,379)	(1,047,960)	(1,077,586)	(1,107,442)	(1,137,297)	(1,167,152)
	500,000		(1,040,956)	(1,069,379)	(1,097,960)	(1,127,586)	(1,157,442)	(1,187,297)	(1,217,152)
	550,000		(1,090,956)	(1,119,379)	(1,147,960)	(1,177,586)	(1,207,442)	(1,237,297)	(1,267,152)
	600,000		(1,140,956)	(1,169,379)	(1,197,960)	(1,227,586)	(1,257,442)	(1,287,297)	(1,317,152)
	650,000		(1,190,956)	(1,219,379)	(1,247,960)	(1,277,586)	(1,307,442)	(1,337,297)	(1,367,152)
	700,000		(1,240,956)	(1,269,379)	(1,297,960)	(1,327,586)	(1,357,442)	(1,387,297)	(1,417,152)
	750,000		(1,290,956)	(1,319,379)	(1,347,960)	(1,377,586)	(1,407,442)	(1,437,297)	(1,467,152)
	800,000		(1,340,956)	(1,369,379)	(1,397,960)	(1,427,586)	(1,457,442)	(1,487,297)	(1,517,152)
	850,000		(1,390,956)	(1,419,379)	(1,447,960)	(1,477,586)	(1,507,442)	(1,537,297)	(1,567,152)

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Scheme Typology: **Low Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(834,210)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		(12,647)	(34,772)	(56,926)	(79,094)	(101,262)	(123,481)	(145,701)
	75%		(123,986)	(146,089)	(168,229)	(190,391)	(212,612)	(234,877)	(261,794)
	80%		(237,115)	(262,737)	(288,423)	(314,202)	(340,102)	(366,157)	(392,457)
	85%		(367,511)	(393,383)	(419,425)	(445,728)	(472,404)	(499,622)	(527,721)
	90%		(499,899)	(526,578)	(553,808)	(581,851)	(610,172)	(638,616)	(667,203)
	95%		(636,857)	(665,032)	(693,324)	(721,764)	(750,404)	(779,516)	(809,522)
	100%		(777,206)	(805,629)	(834,210)	(863,836)	(893,692)	(923,547)	(953,402)
	105%		(919,057)	(948,761)	(978,465)	(1,008,169)	(1,037,873)	(1,067,578)	(1,097,282)
	110%		(1,063,843)	(1,093,396)	(1,122,949)	(1,152,502)	(1,182,055)	(1,211,608)	(1,241,162)
	115%		(1,208,629)	(1,238,031)	(1,267,433)	(1,296,835)	(1,326,237)	(1,355,639)	(1,385,042)
	120%		(1,353,415)	(1,382,666)	(1,411,917)	(1,441,168)	(1,470,419)	(1,499,670)	(1,528,922)
	125%		(1,498,201)	(1,527,301)	(1,556,401)	(1,585,501)	(1,614,601)	(1,643,701)	(1,672,802)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(834,210)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(688,320)	(716,492)	(744,785)	(773,280)	(802,139)	(831,994)	(861,849)
	1,000		(708,214)	(736,498)	(764,818)	(793,399)	(822,717)	(852,572)	(882,427)
	2,000		(728,211)	(756,504)	(784,937)	(813,518)	(843,296)	(873,151)	(903,006)
	3,000		(748,217)	(776,510)	(805,057)	(834,019)	(863,874)	(893,729)	(923,584)
	4,000		(768,223)	(796,595)	(825,176)	(854,597)	(884,452)	(914,307)	(944,162)
	5,000		(788,229)	(816,715)	(845,322)	(875,175)	(905,030)	(934,885)	(964,740)
	6,000		(808,253)	(836,834)	(865,898)	(895,753)	(925,608)	(955,463)	(985,318)
	7,000		(828,373)	(856,953)	(886,476)	(916,331)	(946,186)	(976,041)	(1,005,896)
	8,000		(848,492)	(877,200)	(907,055)	(936,910)	(966,765)	(996,620)	(1,026,475)
	9,000		(868,611)	(897,778)	(927,633)	(957,488)	(987,343)	(1,017,198)	(1,047,053)
	10,000		(888,730)	(918,356)	(948,211)	(978,066)	(1,007,921)	(1,037,776)	(1,067,631)
	11,000		(909,079)	(938,934)	(968,789)	(998,644)	(1,028,499)	(1,058,354)	(1,088,209)
	12,000		(929,657)	(959,512)	(989,367)	(1,019,222)	(1,049,077)	(1,078,932)	(1,108,787)
	13,000		(950,235)	(980,090)	(1,009,945)	(1,039,800)	(1,069,655)	(1,099,510)	(1,129,365)
	14,000		(970,814)	(1,000,669)	(1,030,524)	(1,060,379)	(1,090,234)	(1,120,089)	(1,149,944)
	15,000		(991,392)	(1,021,247)	(1,051,102)	(1,080,957)	(1,110,812)	(1,140,667)	(1,170,522)
	16,000		(1,011,970)	(1,041,825)	(1,071,680)	(1,101,535)	(1,131,390)	(1,161,245)	(1,191,100)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(834,210)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(1,351,890)	(1,352,864)	(1,353,838)	(1,354,812)	(1,355,786)	(1,356,760)	(1,357,734)
	82%		(1,294,128)	(1,297,990)	(1,301,852)	(1,305,714)	(1,309,577)	(1,313,439)	(1,317,301)
	84%		(1,236,366)	(1,243,116)	(1,249,867)	(1,256,617)	(1,263,367)	(1,270,118)	(1,276,868)
	86%		(1,178,604)	(1,188,243)	(1,197,881)	(1,207,519)	(1,217,158)	(1,226,796)	(1,236,435)
	88%		(1,120,842)	(1,133,369)	(1,145,895)	(1,158,422)	(1,170,948)	(1,183,475)	(1,196,001)
	90%		(1,063,081)	(1,078,495)	(1,093,910)	(1,109,324)	(1,124,739)	(1,140,153)	(1,155,568)
	92%		(1,005,319)	(1,023,621)	(1,041,924)	(1,060,227)	(1,078,529)	(1,096,832)	(1,115,135)
	94%		(947,557)	(968,748)	(989,938)	(1,011,129)	(1,032,320)	(1,053,511)	(1,074,701)
	96%		(889,795)	(913,874)	(937,953)	(962,032)	(986,110)	(1,010,189)	(1,034,268)
	98%		(833,227)	(859,009)	(885,967)	(912,934)	(939,901)	(966,868)	(993,835)
	100%		(777,206)	(805,629)	(834,210)	(863,836)	(893,692)	(923,547)	(953,402)
	102%		(721,407)	(752,490)	(783,649)	(815,039)	(847,482)	(880,225)	(912,968)
	104%		(665,963)	(699,536)	(733,354)	(767,287)	(801,485)	(836,904)	(872,535)
	106%		(610,772)	(646,875)	(683,220)	(719,798)	(756,543)	(793,582)	(832,102)
108%		(556,921)	(594,551)	(633,331)	(672,447)	(711,822)	(751,416)	(791,668)	
110%		(504,048)	(543,486)	(583,770)	(625,329)	(667,217)	(709,426)	(751,908)	
112%		(451,817)	(493,294)	(535,374)	(578,430)	(622,871)	(667,577)	(712,610)	
114%		(400,028)	(443,682)	(487,785)	(532,595)	(578,590)	(625,956)	(673,550)	
116%		(348,536)	(394,478)	(440,749)	(487,547)	(535,199)	(584,382)	(634,585)	
118%		(297,296)	(345,553)	(394,089)	(443,021)	(492,606)	(543,288)	(595,782)	
120%		(246,228)	(296,851)	(347,714)	(398,885)	(450,556)	(503,054)	(557,035)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(834,210)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(777,206)	(805,629)	(834,210)	(863,836)	(893,692)	(923,547)	(953,402)
	10,000		(777,206)	(796,658)	(816,267)	(836,309)	(856,988)	(877,667)	(898,346)
	20,000		(777,206)	(787,686)	(798,324)	(808,962)	(820,284)	(831,787)	(843,290)
	30,000		(777,206)	(778,736)	(780,381)	(782,048)	(783,714)	(785,907)	(788,234)
	40,000		(777,206)	(769,815)	(762,439)	(755,134)	(747,829)	(740,524)	(733,219)
	50,000		(777,206)	(760,894)	(744,583)	(728,271)	(711,959)	(695,667)	(679,391)
	60,000		(777,206)	(751,973)	(726,741)	(701,508)	(676,276)	(651,043)	(625,811)
	70,000		(777,206)	(743,052)	(708,899)	(674,745)	(640,592)	(606,497)	(572,431)
	80,000		(777,206)	(734,131)	(691,057)	(648,016)	(605,080)	(562,143)	(519,206)
	90,000		(777,206)	(725,211)	(673,215)	(621,404)	(569,597)	(517,800)	(466,417)
	100,000		(777,206)	(716,290)	(655,470)	(594,792)	(534,134)	(474,087)	(414,764)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Appraisal Ref: **San7** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **225**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	225 Units
AH Policy requirement (% Target)	10%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 90%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented 2.5% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	40.5	12.4%	2.8	19%	43.3
3 bed House	40.0%	81.0	26.8%	6.0	39%	87.0
4 bed House	20.0%	40.5	20.0%	4.5	20%	45.0
5 bed House	5.0%	10.1	5.9%	1.3	5%	11.5
1 bed Flat	10.0%	20.3	22.5%	5.1	11%	25.3
2 bed Flat	5.0%	10.1	12.4%	2.8	6%	12.9
<b>Total number of units</b>	<b>100.0%</b>	<b>202.5</b>	<b>100.0%</b>	<b>22.5</b>	<b>100%</b>	<b>225.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	3,200	34,439	220	2,372	3,420	36,812
3 bed House	8,100	87,188	603	6,491	8,703	93,678
4 bed House	5,184	55,800	576	6,200	5,760	62,000
5 bed House	1,620	17,438	212	2,286	1,832	19,724
1 bed Flat	1,191	12,822	298	3,205	1,489	16,027
2 bed Flat	834	8,975	230	2,473	1,064	11,448
	<b>20,129</b>	<b>216,661</b>	<b>2,139</b>	<b>23,028</b>	<b>22,268</b>	<b>239,689</b>

AH % by floor area: 9.61% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	145,000	2,339	217	0
2 bed House	170,000	2,152	200	7,359,300
3 bed House	205,000	2,050	190	17,841,150
4 bed House	265,000	2,070	192	11,925,000
5 bed House	340,000	2,125	197	3,893,850
1 bed Flat	115,000	2,300	214	2,910,938
2 bed Flat	135,000	1,929	179	1,743,525
				<b>45,673,763</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%

\* capped @£250K



## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	40.5	@	170,000	6,885,000
3 bed House	81.0	@	205,000	16,605,000
4 bed House	40.5	@	265,000	10,732,500
5 bed House	10.1	@	340,000	3,442,500
1 bed Flat	20.3	@	115,000	2,328,750
2 bed Flat	10.1	@	135,000	1,366,875
	202.5			41,360,625
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	2.1	@	102,000	213,435
3 bed House	4.5	@	123,000	556,268
4 bed House	3.4	@	159,000	536,625
5 bed House	1.0	@	204,000	203,108
1 bed Flat	3.8	@	69,000	261,984
2 bed Flat	2.1	@	81,000	169,493
	16.9			1,940,912
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.7	@	119,000	83,003
3 bed House	1.5	@	143,500	216,326
4 bed House	1.1	@	185,500	208,688
5 bed House	0.3	@	238,000	78,986
1 bed Flat	1.3	@	80,500	101,883
2 bed Flat	0.7	@	94,500	65,914
	5.6			754,799
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	22.5		-
<b>Sub-total GDV Residential</b>				<b>225</b>
<b>Sub-total GDV Residential</b>				<b>44,056,336</b>
<b>AH on-site cost analysis:</b>				<b>£MV (no AH) less £GDV (inc. AH) 1,617,427</b>
<b>73 £ psm (total GIA sqm)</b>				<b>7,189 £ per unit (total units)</b>
<b>Grant</b>	23	AH units @	0	per unit
<b>Total GDV</b>				<b>44,056,336</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(47,009)
Planning Application Professional Fees, Surveys and reports					(140,000)
CIL					(415,452)
<b>CIL analysis:</b>		20,129 sqm (Market only)	20.64 £ psm		
		0.94% % of GDV	1,846 £ per unit (total units)		
Site Specific S106 Contributions					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	225 units @	9,633 per unit		(2,167,425)
	Sub-total				(2,167,425)
<b>S106 analysis:</b>		385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum					-
<b>Comm. Sum analysis:</b>		22,268 sqm (total)	0 £ psm		
		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(691,875)
		5.63 ha @	123,000 £ per ha (if brownfield)		
Site Infrastructure costs -					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	225 units @	0 per unit		-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House					
		- sqm @	1,211 psm		-
2 bed House					
		3,420 sqm @	1,211 psm		(4,141,511)
3 bed House					
		8,703 sqm @	1,211 psm		(10,539,333)
4 bed House					
		5,760 sqm @	1,211 psm		(6,975,360)
5 bed House					
		1,832 sqm @	1,211 psm		(2,219,036)
1 bed Flat					
		1,489 sqm @	1,410 psm		(2,099,449)
2 bed Flat					
		22,268 1,064 sqm @	1,410 psm		(1,499,659)
Garages for 3 bed House (OMS only)					(476,037)
		81 units @	50% @	11,754 £ per garage	
Garages for 4 bed House (OMS only)					(357,028)
		41 units @	75% @	11,754 £ per garage	
Garages for 5 bed House (OMS only)					(142,811)
		10 units @	120% @	11,754 £ per garage	
External works					(4,267,534)
		28,450,224 @	15.0%		
<b>Ext. Works analysis:</b>			18,967 £ per unit (total units)		
Policy Costs on design -					
Net Biodiversity costs					(64,575)
		225 units @	287 £ per unit		
M4(2) Category 2 Housing					
	Aff units	23 units @	100% @	521 £ per unit	(11,723)
M4(2) Category 2 Housing					
	OMS units	203 units @	100% @	521 £ per unit	(105,503)
M4(3) Category 3 Housing					
	Aff units	23 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing					
	OMS units	203 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS					(1,001,025)
		225 units @	4,449 £ per unit		
Renewable Energy					-
		225 units @	0 £ per unit		
EV Charging Points - Houses					-
		187 units @	0 £ per unit		
EV Charging Points - Flats					-
		38 units @	4 flats per charger	0 £ per 4 units	
Water Efficiency					-
		225 units @	0 £ per unit		
	Sub-total				(1,182,825)
<b>Policy Costs analysis: (design costs only)</b>			5,257 £ per unit (total units)		
Contingency (on construction)					(1,729,623)
		34,592,458 @	5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	34,592,458 @		<b>6.5%</b>		(2,248,510)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	41,360,625 OMS @		<b>3.00%</b>	5,515 £ per unit	(1,240,819)
Residential Sales Agent Costs	41,360,625 OMS @		<b>1.00%</b>	1,838 £ per unit	(413,606)
Residential Sales Legal Costs	41,360,625 OMS @		<b>0.25%</b>	460 £ per unit	(103,402)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>7,857 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(741,527)
<b>Developers Profit -</b>					
Profit on OMS	41,360,625		<b>20.00%</b>		(8,272,125)
Margin on AH	2,695,711		<b>6.00%</b> on AH values		(161,743)
<b>Profit analysis:</b>		<b>44,056,336</b>		<b>19.14% blended GDV</b>	<b>(8,433,868)</b>
		<b>43,949,830</b>		<b>19.19% on costs</b>	<b>(8,433,868)</b>
<b>TOTAL COSTS</b>					<b>(52,383,698)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(8,327,362)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(8,327,362)</b>
<b>RLV analysis:</b>	<b>(37,010) £ per plot</b>	<b>(1,480,420) £ per ha (net)</b>	<b>(599,118) £ per acre (net)</b>		
		<b>(1,480,420) £ per ha (gross)</b>	<b>(599,118) £ per acre (gross)</b>		
			<b>-18.90% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		5.63 ha (gross)		13.90 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,245 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	14,594 £ per plot	583,774 £ per ha (net)	<b>236,250</b> £ per acre (net)		<b>3,283,727</b>
<b>BLV analysis:</b>		<b>583,774 £ per ha (gross)</b>	<b>236,250 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(2,064,194) £ per ha (net)</b>	<b>(835,368) £ per acre (net)</b>		<b>(11,611,089)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(835,368)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(741,757)	(771,880)	(802,243)	(833,025)	(864,763)	(896,500)	(928,237)
	10.00		(759,489)	(788,762)	(818,292)	(848,528)	(879,354)	(910,179)	(941,004)
	20.00		(777,221)	(805,703)	(834,341)	(864,031)	(893,945)	(923,858)	(953,772)
	30.00		(794,953)	(822,643)	(850,533)	(879,534)	(908,536)	(937,537)	(966,539)
	40.00		(812,729)	(839,584)	(866,948)	(895,037)	(923,127)	(951,216)	(979,306)
	50.00		(830,561)	(856,524)	(883,363)	(910,540)	(937,718)	(964,895)	(992,073)
	60.00		(848,393)	(873,512)	(899,778)	(926,043)	(952,309)	(978,575)	(1,004,840)
	70.00		(866,226)	(890,839)	(916,193)	(941,546)	(966,900)	(992,254)	(1,017,607)
	80.00		(884,058)	(908,166)	(932,607)	(957,049)	(981,491)	(1,005,933)	(1,030,374)
	90.00		(901,963)	(925,493)	(949,022)	(972,552)	(996,082)	(1,019,612)	(1,043,142)
	100.00		(920,202)	(942,819)	(965,437)	(988,055)	(1,010,673)	(1,033,291)	(1,055,909)
	110.00		(938,440)	(960,146)	(981,852)	(1,003,558)	(1,025,264)	(1,046,970)	(1,068,676)
	120.00		(956,679)	(977,473)	(998,267)	(1,019,061)	(1,039,855)	(1,060,649)	(1,081,443)
	130.00		(974,918)	(994,800)	(1,014,682)	(1,034,564)	(1,054,446)	(1,074,328)	(1,094,210)
	140.00		(993,157)	(1,012,127)	(1,031,097)	(1,050,067)	(1,069,037)	(1,088,007)	(1,106,977)
	150.00		(1,011,395)	(1,029,454)	(1,047,512)	(1,065,570)	(1,083,628)	(1,101,686)	(1,119,745)
	160.00		(1,029,634)	(1,046,780)	(1,063,927)	(1,081,073)	(1,098,219)	(1,115,365)	(1,132,512)
	170.00		(1,047,873)	(1,064,107)	(1,080,342)	(1,096,576)	(1,112,810)	(1,129,045)	(1,145,279)
	180.00		(1,066,112)	(1,081,434)	(1,096,757)	(1,112,079)	(1,127,401)	(1,142,724)	(1,158,046)
	190.00		(1,084,351)	(1,098,761)	(1,113,171)	(1,127,582)	(1,141,992)	(1,156,403)	(1,170,813)
200.00		(1,102,589)	(1,116,088)	(1,129,586)	(1,143,085)	(1,156,583)	(1,170,082)	(1,183,580)	
210.00		(1,120,828)	(1,133,415)	(1,146,001)	(1,158,588)	(1,171,174)	(1,183,761)	(1,196,347)	
220.00		(1,139,067)	(1,150,742)	(1,162,416)	(1,174,091)	(1,185,765)	(1,197,440)	(1,209,115)	
230.00		(1,157,306)	(1,168,068)	(1,178,831)	(1,189,594)	(1,200,356)	(1,211,119)	(1,221,882)	
240.00		(1,175,545)	(1,185,395)	(1,195,246)	(1,205,097)	(1,214,947)	(1,224,798)	(1,234,649)	
250.00		(1,193,783)	(1,202,722)	(1,211,661)	(1,220,600)	(1,229,538)	(1,238,477)	(1,247,416)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(835,368)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(607,129)	(635,121)	(663,151)	(691,393)	(719,716)	(748,296)	(777,834)
	1,000		(624,830)	(652,860)	(680,939)	(709,232)	(737,656)	(766,328)	(796,183)
	2,000		(642,569)	(670,598)	(698,778)	(727,071)	(755,595)	(784,677)	(814,532)
	3,000		(660,307)	(688,337)	(716,617)	(744,954)	(773,535)	(803,025)	(832,881)
	4,000		(678,046)	(706,163)	(734,456)	(762,894)	(791,519)	(821,374)	(851,229)
	5,000		(695,785)	(724,001)	(752,294)	(780,834)	(809,868)	(839,723)	(869,578)
	6,000		(713,547)	(741,840)	(770,193)	(798,773)	(828,217)	(858,072)	(887,927)
	7,000		(731,386)	(759,679)	(788,132)	(816,721)	(846,566)	(876,421)	(906,276)
	8,000		(749,225)	(777,518)	(806,072)	(835,060)	(864,915)	(894,770)	(924,625)
	9,000		(767,064)	(795,431)	(824,012)	(853,409)	(883,264)	(913,119)	(942,974)
	10,000		(784,903)	(813,371)	(841,952)	(871,758)	(901,613)	(931,468)	(961,323)
	11,000		(802,741)	(831,311)	(860,251)	(890,106)	(919,962)	(949,817)	(979,672)
	12,000		(820,670)	(849,250)	(878,600)	(908,455)	(938,310)	(968,165)	(998,020)
	13,000		(838,609)	(867,190)	(896,949)	(926,804)	(956,659)	(986,514)	(1,016,369)
14,000		(856,549)	(885,443)	(915,298)	(945,153)	(975,008)	(1,004,863)	(1,034,718)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(835,368)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(613,038)	(649,735)	(686,582)	(724,504)	(762,624)	(800,745)	(838,866)
	17.5%		(695,697)	(728,261)	(760,975)	(794,764)	(828,752)	(862,739)	(896,727)
	20.0%		(778,356)	(806,787)	(835,368)	(865,024)	(894,879)	(924,734)	(954,589)
	22.5%		(861,015)	(885,313)	(909,761)	(935,284)	(961,006)	(986,728)	(1,012,450)
	25.0%		(943,673)	(963,839)	(984,154)	(1,005,544)	(1,027,133)	(1,048,722)	(1,070,311)
	27.5%		(1,026,332)	(1,042,365)	(1,058,547)	(1,075,804)	(1,093,260)	(1,110,716)	(1,128,172)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(835,368)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 236,250	100,000		(642,106)	(670,537)	(699,118)	(728,774)	(758,629)	(788,484)	(818,339)
	150,000		(692,106)	(720,537)	(749,118)	(778,774)	(808,629)	(838,484)	(868,339)
	200,000		(742,106)	(770,537)	(799,118)	(828,774)	(858,629)	(888,484)	(918,339)
	250,000		(792,106)	(820,537)	(849,118)	(878,774)	(908,629)	(938,484)	(968,339)
	300,000		(842,106)	(870,537)	(899,118)	(928,774)	(958,629)	(988,484)	(1,018,339)
	350,000		(892,106)	(920,537)	(949,118)	(978,774)	(1,008,629)	(1,038,484)	(1,068,339)
	400,000		(942,106)	(970,537)	(999,118)	(1,028,774)	(1,058,629)	(1,088,484)	(1,118,339)
	450,000		(992,106)	(1,020,537)	(1,049,118)	(1,078,774)	(1,108,629)	(1,138,484)	(1,168,339)
	500,000		(1,042,106)	(1,070,537)	(1,099,118)	(1,128,774)	(1,158,629)	(1,188,484)	(1,218,339)
	550,000		(1,092,106)	(1,120,537)	(1,149,118)	(1,178,774)	(1,208,629)	(1,238,484)	(1,268,339)
	600,000		(1,142,106)	(1,170,537)	(1,199,118)	(1,228,774)	(1,258,629)	(1,288,484)	(1,318,339)
	650,000		(1,192,106)	(1,220,537)	(1,249,118)	(1,278,774)	(1,308,629)	(1,338,484)	(1,368,339)
	700,000		(1,242,106)	(1,270,537)	(1,299,118)	(1,328,774)	(1,358,629)	(1,388,484)	(1,418,339)
	750,000		(1,292,106)	(1,320,537)	(1,349,118)	(1,378,774)	(1,408,629)	(1,438,484)	(1,468,339)
	800,000		(1,342,106)	(1,370,537)	(1,399,118)	(1,428,774)	(1,458,629)	(1,488,484)	(1,518,339)
	850,000		(1,392,106)	(1,420,537)	(1,449,118)	(1,478,774)	(1,508,629)	(1,538,484)	(1,568,339)

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(835,368)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		(13,867)	(35,993)	(58,145)	(80,313)	(102,482)	(124,700)	(146,922)
	75%		(125,205)	(147,308)	(169,450)	(191,612)	(213,834)	(236,954)	(262,780)
	80%		(238,093)	(263,718)	(289,409)	(315,195)	(341,103)	(367,176)	(393,496)
	85%		(368,511)	(394,393)	(420,453)	(446,775)	(473,472)	(500,723)	(528,861)
	90%		(500,947)	(527,656)	(554,916)	(582,991)	(611,313)	(639,766)	(668,353)
	95%		(637,997)	(666,173)	(694,474)	(722,914)	(751,562)	(780,703)	(810,709)
	100%		(778,356)	(806,787)	(835,368)	(865,024)	(894,879)	(924,734)	(954,589)
	105%		(920,244)	(949,948)	(979,652)	(1,009,356)	(1,039,061)	(1,068,765)	(1,098,469)
	110%		(1,065,030)	(1,094,583)	(1,124,136)	(1,153,689)	(1,183,242)	(1,212,796)	(1,242,349)
	115%		(1,209,816)	(1,239,218)	(1,268,620)	(1,298,022)	(1,327,424)	(1,356,827)	(1,386,229)
	120%		(1,354,602)	(1,383,853)	(1,413,104)	(1,442,355)	(1,471,606)	(1,500,858)	(1,530,109)
	125%		(1,499,388)	(1,528,488)	(1,557,588)	(1,586,688)	(1,615,788)	(1,644,888)	(1,673,989)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(835,368)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(689,460)	(717,641)	(745,934)	(774,438)	(803,326)	(833,181)	(863,036)
	1,000		(709,354)	(737,647)	(765,976)	(794,557)	(823,904)	(853,760)	(883,615)
	2,000		(729,361)	(757,654)	(786,096)	(814,676)	(844,483)	(874,338)	(904,193)
	3,000		(749,367)	(777,660)	(806,215)	(835,206)	(865,061)	(894,916)	(924,771)
	4,000		(769,373)	(797,754)	(826,334)	(855,784)	(885,639)	(915,494)	(945,349)
	5,000		(789,379)	(817,873)	(846,507)	(876,362)	(906,217)	(936,072)	(965,927)
	6,000		(809,411)	(837,992)	(867,085)	(896,940)	(926,795)	(956,650)	(986,505)
	7,000		(829,531)	(858,111)	(887,663)	(917,518)	(947,374)	(977,229)	(1,007,084)
	8,000		(849,650)	(878,387)	(908,242)	(938,097)	(967,952)	(997,807)	(1,027,662)
	9,000		(869,769)	(898,965)	(928,820)	(958,675)	(988,530)	(1,018,385)	(1,048,240)
	10,000		(889,889)	(919,543)	(949,398)	(979,253)	(1,009,108)	(1,038,963)	(1,068,818)
	11,000		(910,266)	(940,121)	(969,976)	(999,831)	(1,029,686)	(1,059,541)	(1,089,396)
	12,000		(930,844)	(960,699)	(990,554)	(1,020,409)	(1,050,264)	(1,080,119)	(1,109,974)
	13,000		(951,422)	(981,277)	(1,011,132)	(1,040,987)	(1,070,843)	(1,100,698)	(1,130,553)
	14,000		(972,001)	(1,001,856)	(1,031,711)	(1,061,566)	(1,091,421)	(1,121,276)	(1,151,131)
	15,000		(992,579)	(1,022,434)	(1,052,289)	(1,082,144)	(1,111,999)	(1,141,854)	(1,171,709)
	16,000		(1,013,157)	(1,043,012)	(1,072,867)	(1,102,722)	(1,132,577)	(1,162,432)	(1,192,287)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(835,368)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(1,353,077)	(1,354,051)	(1,355,025)	(1,355,999)	(1,356,973)	(1,357,947)	(1,358,921)
	82%		(1,295,315)	(1,299,177)	(1,303,039)	(1,306,902)	(1,310,764)	(1,314,626)	(1,318,488)
	84%		(1,237,553)	(1,244,303)	(1,251,054)	(1,257,804)	(1,264,554)	(1,271,305)	(1,278,055)
	86%		(1,179,791)	(1,189,430)	(1,199,068)	(1,208,706)	(1,218,345)	(1,227,983)	(1,237,622)
	88%		(1,122,029)	(1,134,556)	(1,147,082)	(1,159,609)	(1,172,135)	(1,184,662)	(1,197,188)
	90%		(1,064,268)	(1,079,682)	(1,095,097)	(1,110,511)	(1,125,926)	(1,141,340)	(1,156,755)
	92%		(1,006,506)	(1,024,808)	(1,043,111)	(1,061,414)	(1,079,716)	(1,098,019)	(1,116,322)
	94%		(948,744)	(969,935)	(991,125)	(1,012,316)	(1,033,507)	(1,054,698)	(1,075,889)
	96%		(890,982)	(915,061)	(939,140)	(963,219)	(987,298)	(1,011,376)	(1,035,455)
	98%		(834,385)	(860,188)	(887,154)	(914,121)	(941,088)	(968,055)	(995,022)
	100%		(778,356)	(806,787)	(835,368)	(865,024)	(894,879)	(924,734)	(954,589)
	102%		(722,557)	(753,640)	(784,807)	(816,197)	(848,669)	(881,412)	(914,155)
104%		(667,103)	(700,676)	(734,504)	(768,445)	(802,644)	(838,091)	(873,722)	
106%		(611,881)	(648,016)	(684,360)	(720,948)	(757,701)	(794,770)	(833,289)	
108%		(557,989)	(595,659)	(634,471)	(673,587)	(712,972)	(752,574)	(792,856)	
110%		(505,086)	(544,554)	(584,878)	(626,470)	(668,357)	(710,576)	(753,066)	
112%		(452,837)	(494,332)	(536,442)	(579,541)	(624,012)	(668,727)	(713,759)	
114%		(401,029)	(444,702)	(488,824)	(533,672)	(579,718)	(627,097)	(674,700)	
116%		(349,529)	(395,479)	(441,768)	(488,595)	(536,287)	(585,523)	(635,725)	
118%		(298,277)	(346,546)	(395,090)	(444,050)	(493,664)	(544,386)	(596,923)	
120%		(247,206)	(297,832)	(348,706)	(399,895)	(451,584)	(504,122)	(558,164)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(835,368)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(778,356)	(806,787)	(835,368)	(865,024)	(894,879)	(924,734)	(954,589)
	10,000		(778,356)	(797,816)	(817,425)	(837,496)	(858,175)	(878,854)	(899,533)
	20,000		(778,356)	(788,844)	(799,482)	(810,120)	(821,471)	(832,974)	(844,477)
	30,000		(778,356)	(779,886)	(781,540)	(783,206)	(784,873)	(787,094)	(789,421)
	40,000		(778,356)	(770,965)	(763,597)	(756,292)	(748,987)	(741,682)	(734,378)
	50,000		(778,356)	(762,044)	(745,732)	(729,421)	(713,109)	(696,825)	(680,549)
	60,000		(778,356)	(753,123)	(727,891)	(702,658)	(677,425)	(652,193)	(626,960)
	70,000		(778,356)	(744,202)	(710,049)	(675,895)	(641,742)	(607,637)	(573,571)
	80,000		(778,356)	(735,281)	(692,207)	(649,157)	(606,220)	(563,283)	(520,346)
	90,000		(778,356)	(726,360)	(674,365)	(622,544)	(570,737)	(518,930)	(467,515)
100,000		(778,356)	(717,439)	(656,610)	(595,932)	(535,263)	(475,178)	(415,822)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Appraisal Ref: **San8** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes: No Units: **350**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				350 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	63.0	12.4%	4.3	19%	67.3		
3 bed House	40.0%	126.0	26.8%	9.4	39%	135.4		
4 bed House	20.0%	63.0	20.0%	7.0	20%	70.0		
5 bed House	5.0%	15.8	5.9%	2.1	5%	17.8		
1 bed Flat	10.0%	31.5	22.5%	7.9	11%	39.4		
2 bed Flat	5.0%	15.8	12.4%	4.3	6%	20.1		
Total number of units	100.0%	315.0	100.0%	35.0	100%	350.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	4,977	53,572	343	3,691	5,320	57,262		
3 bed House	12,600	135,625	938	10,097	13,538	145,722		
4 bed House	8,064	86,800	896	9,644	8,960	96,445		
5 bed House	2,520	27,125	330	3,556	2,850	30,681		
1 bed Flat	1,853	19,945	463	4,986	2,316	24,931		
2 bed Flat	1,297	13,961	357	3,847	1,654	17,809		
	31,311	337,029	3,328	35,821	34,639	372,850		
AH % by floor area:		9.61% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	145,000	2,339	217	0				
2 bed House	170,000	2,152	200	11,447,800				
3 bed House	205,000	2,050	190	27,752,900				
4 bed House	265,000	2,070	192	18,550,000				
5 bed House	340,000	2,125	197	6,057,100				
1 bed Flat	115,000	2,300	214	4,528,125				
2 bed Flat	135,000	1,929	179	2,712,150				
				71,048,075				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
					* capped @£250K			

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	63.0	@	170,000	10,710,000
3 bed House	126.0	@	205,000	25,830,000
4 bed House	63.0	@	265,000	16,695,000
5 bed House	15.8	@	340,000	5,355,000
1 bed Flat	31.5	@	115,000	3,622,500
2 bed Flat	15.8	@	135,000	2,126,250
	315.0			64,338,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	3.3	@	102,000	332,010
3 bed House	7.0	@	123,000	865,305
4 bed House	5.3	@	159,000	834,750
5 bed House	1.5	@	204,000	315,945
1 bed Flat	5.9	@	69,000	407,531
2 bed Flat	3.3	@	81,000	263,655
	26.3			3,019,196
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.1	@	119,000	129,115
3 bed House	2.3	@	143,500	336,508
4 bed House	1.8	@	185,500	324,625
5 bed House	0.5	@	238,000	122,868
1 bed Flat	2.0	@	80,500	158,484
2 bed Flat	1.1	@	94,500	102,533
	8.8			1,174,132
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	35.0		-
<b>Sub-total GDV Residential</b>				
			<b>350</b>	<b>68,532,078</b>
<b>AH on-site cost analysis:</b>				
			<b>73 £ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH) 2,515,997</b>
				<b>7,189 £ per unit (total units)</b>
<b>Grant</b>	35	AH units @	0	per unit
<b>Total GDV</b>				<b>68,532,078</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield**      No Units: **350**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(64,259)
Planning Application Professional Fees, Surveys and reports						(190,000)
CIL		31,311 sqm (Market only)		20.64 £ psm		(646,259)
	<b>CIL analysis:</b>	0.94% % of GDV		1,846 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	350 units @		9,633 per unit		(3,371,550)
	Sub-total					(3,371,550)
	<b>S106 analysis:</b>	866,970 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum		34,639 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		3.89 ha @		123,000 £ per ha (if brownfield)		(478,333)
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	350 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		- sqm @		1,211 psm		-
2 bed House		5,320 sqm @		1,211 psm		(6,442,350)
3 bed House		13,538 sqm @		1,211 psm		(16,394,518)
4 bed House		8,960 sqm @		1,211 psm		(10,850,560)
5 bed House		2,850 sqm @		1,211 psm		(3,451,834)
1 bed Flat		2,316 sqm @		1,410 psm		(3,265,809)
2 bed Flat		34,639 sqm @		1,410 psm		(2,332,804)
Garages for 3 bed House	(OMS only)	126 units @	50% @	11,754 £ per garage		(740,502)
Garages for 4 bed House	(OMS only)	63 units @	75% @	11,754 £ per garage		(555,377)
Garages for 5 bed House	(OMS only)	16 units @	120% @	11,754 £ per garage		(222,151)
External works		44,255,904 @		15.0%		(6,638,386)
	<b>Ext. Works analysis:</b>			18,967 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		350 units @		287 £ per unit		(100,450)
M4(2) Category 2 Housing	Aff units	35 units @	100% @	521 £ per unit		(18,235)
M4(2) Category 2 Housing	OMS units	315 units @	100% @	521 £ per unit		(164,115)
M4(3) Category 3 Housing	Aff units	35 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	315 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		350 units @		4,449 £ per unit		(1,557,150)
Renewable Energy		350 units @		0 £ per unit		-
EV Charging Points - Houses		291 units @		0 £ per unit		-
EV Charging Points - Flats		59 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		350 units @		0 £ per unit		-
	Sub-total					(1,839,950)
	<b>Policy Costs analysis: (design costs only)</b>			5,257 £ per unit (total units)		
Contingency (on construction)		53,212,573 @		5.0%		(2,660,629)



## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	53,212,573	@	6.5%		(3,458,817)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	64,338,750	OMS @	3.00%	5,515 £ per unit	(1,930,163)
Residential Sales Agent Costs	64,338,750	OMS @	1.00%	1,838 £ per unit	(643,388)
Residential Sales Legal Costs	64,338,750	OMS @	0.25%	460 £ per unit	(160,847)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>7,841 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		7.00% APR		0.565% pcm	(999,206)
<b>Developers Profit -</b>					
Profit on OMS	64,338,750		20.00%		(12,867,750)
Margin on AH	4,193,328		6.00%	on AH values	(251,600)
<b>Profit analysis:</b>	<b>68,532,078</b>		<b>19.14%</b>	<b>blended GDV</b>	<b>(13,119,350)</b>
	<b>67,447,691</b>		<b>19.45%</b>	<b>on costs</b>	<b>(13,119,350)</b>
<b>TOTAL COSTS</b>					<b>(80,567,040)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(12,034,962)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(12,034,962)</b>
<b>RLV analysis:</b>	<b>(34,386) £ per plot</b>	<b>(3,094,705) £ per ha (net)</b>	<b>(1,252,410) £ per acre (net)</b>		
		<b>(3,094,705) £ per ha (gross)</b>	<b>(1,252,410) £ per acre (gross)</b>		
			<b>-17.56% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		90.0	dph (net)		
Site Area (net)		3.89	ha (net)	9.61	acres (net)
Net to Gross ratio		100%			
Site Area (gross)		3.89	ha (gross)	9.61	acres (gross)
<b>Density analysis:</b>		<b>8,907</b>	<b>sqm/ha (net)</b>	<b>38,800</b>	<b>sqft/ac (net)</b>
		<b>90</b>	<b>dph (gross)</b>		
Benchmark Land Value (net)	6,486 £ per plot	583,774	£ per ha (net)	236,250	£ per acre (net)
<b>BLV analysis:</b>		<b>583,774</b>	<b>£ per ha (gross)</b>	<b>236,250</b>	<b>£ per acre (gross)</b>

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(3,678,478)</b>	<b>£ per ha (net)</b>	<b>(1,488,660)</b>	<b>£ per acre (net)</b>
					<b>(14,305,193)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,488,660)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(1,278,689)	(1,346,347)	(1,414,129)	(1,482,576)	(1,935,341)	(2,698,685)	(3,462,029)	
	10.00	(1,318,467)	(1,384,249)	(1,450,239)	(1,516,680)	(2,139,341)	(2,889,935)	(3,640,529)	
	20.00	(1,358,364)	(1,422,151)	(1,486,349)	(1,605,497)	(2,343,341)	(3,081,185)	(3,819,029)	
	30.00	(1,398,260)	(1,460,053)	(1,522,459)	(1,822,247)	(2,547,342)	(3,272,436)	(3,997,530)	
	40.00	(1,438,157)	(1,498,146)	(1,558,569)	(2,038,998)	(2,751,342)	(3,463,686)	(4,176,030)	
	50.00	(1,478,054)	(1,536,262)	(1,594,678)	(2,255,748)	(2,955,342)	(3,654,936)	(4,354,530)	
	60.00	(1,517,968)	(1,574,378)	(1,785,654)	(2,472,498)	(3,159,342)	(3,846,186)	(4,533,030)	
	70.00	(1,558,090)	(1,612,494)	(2,015,154)	(2,689,248)	(3,363,342)	(4,037,436)	(4,711,530)	
	80.00	(1,598,212)	(1,650,610)	(2,244,654)	(2,905,998)	(3,567,342)	(4,228,686)	(4,890,030)	
	90.00	(1,638,334)	(1,825,561)	(2,474,155)	(3,122,748)	(3,771,342)	(4,419,936)	(5,068,530)	
	100.00	(1,678,456)	(2,067,811)	(2,703,655)	(3,339,499)	(3,975,343)	(4,611,187)	(5,247,030)	
	110.00	(1,718,578)	(2,310,061)	(2,933,155)	(3,556,249)	(4,179,343)	(4,802,437)	(5,425,531)	
	120.00	(1,941,967)	(2,552,311)	(3,162,655)	(3,772,999)	(4,383,343)	(4,993,687)	(5,604,031)	
	130.00	(2,196,967)	(2,794,561)	(3,392,155)	(3,989,749)	(4,587,343)	(5,184,937)	(5,782,531)	
	140.00	(2,451,968)	(3,036,811)	(3,621,655)	(4,206,499)	(4,791,343)	(5,376,187)	(5,961,031)	
	150.00	(2,706,968)	(3,279,062)	(3,851,156)	(4,423,249)	(4,995,343)	(5,567,437)	(6,139,531)	
	160.00	(2,961,968)	(3,521,312)	(4,080,656)	(4,640,000)	(5,199,343)	(5,758,687)	(6,318,031)	
170.00	(3,216,968)	(3,763,562)	(4,310,156)	(4,856,750)	(5,403,344)	(5,949,938)	(6,496,531)		
180.00	(3,471,968)	(4,005,812)	(4,539,656)	(5,073,500)	(5,607,344)	(6,141,188)	(6,675,032)		
190.00	(3,726,969)	(4,248,062)	(4,769,156)	(5,290,250)	(5,811,344)	(6,332,438)	(6,853,532)		
200.00	(3,981,969)	(4,490,313)	(4,998,656)	(5,507,000)	(6,015,344)	(6,523,688)	(7,032,032)		
210.00	(4,236,969)	(4,732,563)	(5,228,157)	(5,723,750)	(6,219,344)	(6,714,938)	(7,210,532)		
220.00	(4,491,969)	(4,974,813)	(5,457,657)	(5,940,501)	(6,423,344)	(6,906,188)	(7,389,032)		
230.00	(4,746,969)	(5,217,063)	(5,687,157)	(6,157,251)	(6,627,345)	(7,097,438)	(7,567,532)		
240.00	(5,001,969)	(5,459,313)	(5,916,657)	(6,374,001)	(6,831,345)	(7,288,689)	(7,746,032)		
250.00	(5,256,970)	(5,701,563)	(6,146,157)	(6,590,751)	(7,035,345)	(7,479,939)	(7,924,532)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,488,660)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(977,650)	(1,039,212)	(1,102,235)	(1,165,301)	(1,228,911)	(1,292,749)	(1,359,238)	
	1,000	(1,016,741)	(1,079,081)	(1,142,147)	(1,205,389)	(1,269,048)	(1,333,114)	(1,615,749)	
	2,000	(1,056,112)	(1,118,993)	(1,182,059)	(1,245,527)	(1,309,186)	(1,373,478)	(1,872,288)	
	3,000	(1,095,838)	(1,158,904)	(1,222,005)	(1,285,664)	(1,349,536)	(1,413,842)	(2,128,827)	
	4,000	(1,135,750)	(1,198,816)	(1,262,142)	(1,325,801)	(1,389,900)	(1,648,339)	(2,385,367)	
	5,000	(1,175,662)	(1,238,728)	(1,302,279)	(1,365,958)	(1,430,265)	(1,904,878)	(2,641,906)	
	6,000	(1,215,573)	(1,278,758)	(1,342,417)	(1,406,323)	(1,470,629)	(2,161,418)	(2,898,446)	
	7,000	(1,255,485)	(1,318,895)	(1,382,554)	(1,446,687)	(1,680,929)	(2,417,957)	(3,154,985)	
	8,000	(1,295,397)	(1,359,032)	(1,422,745)	(1,487,051)	(1,937,468)	(2,674,496)	(3,411,525)	
	9,000	(1,335,310)	(1,399,170)	(1,463,109)	(1,527,416)	(2,194,008)	(2,931,036)	(3,668,064)	
	10,000	(1,375,248)	(1,439,307)	(1,503,473)	(1,713,519)	(2,450,547)	(3,187,575)	(3,924,603)	
	11,000	(1,415,178)	(1,479,531)	(1,543,838)	(1,970,059)	(2,707,087)	(3,444,115)	(4,181,143)	
	12,000	(1,455,122)	(1,519,896)	(1,584,202)	(2,226,598)	(2,963,626)	(3,700,654)	(4,437,682)	
	13,000	(1,495,060)	(1,560,260)	(1,746,110)	(2,483,138)	(3,220,166)	(3,957,194)	(4,694,222)	
14,000	(1,536,318)	(1,600,624)	(2,002,649)	(2,739,677)	(3,476,705)	(4,213,733)	(4,950,761)		

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,488,660)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(988,953)	(1,071,210)	(1,153,891)	(1,303,199)	(2,058,826)	(2,814,452)	(3,570,078)	
	17.5%	(1,174,935)	(1,247,893)	(1,321,276)	(1,461,284)	(2,207,611)	(2,953,939)	(3,700,266)	
	20.0%	(1,360,917)	(1,424,577)	(1,488,660)	(1,619,369)	(2,356,397)	(3,093,425)	(3,830,453)	
	22.5%	(1,546,900)	(1,601,260)	(1,656,044)	(1,777,454)	(2,505,183)	(3,232,912)	(3,960,641)	
	25.0%	(1,732,882)	(1,777,943)	(1,823,428)	(1,935,539)	(2,653,969)	(3,372,399)	(4,090,829)	
	27.5%	(1,918,865)	(1,954,626)	(1,990,812)	(2,093,624)	(2,802,755)	(3,511,886)	(4,221,016)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,488,660)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 236,250	100,000	(1,224,667)	(1,288,327)	(1,352,410)	(1,483,119)	(2,220,147)	(2,957,175)	(3,694,203)	
	150,000	(1,274,667)	(1,338,327)	(1,402,410)	(1,533,119)	(2,270,147)	(3,007,175)	(3,744,203)	
	200,000	(1,324,667)	(1,388,327)	(1,452,410)	(1,583,119)	(2,320,147)	(3,057,175)	(3,794,203)	
	250,000	(1,374,667)	(1,438,327)	(1,502,410)	(1,633,119)	(2,370,147)	(3,107,175)	(3,844,203)	
	300,000	(1,424,667)	(1,488,327)	(1,552,410)	(1,683,119)	(2,420,147)	(3,157,175)	(3,894,203)	
	350,000	(1,474,667)	(1,538,327)	(1,602,410)	(1,733,119)	(2,470,147)	(3,207,175)	(3,944,203)	
	400,000	(1,524,667)	(1,588,327)	(1,652,410)	(1,783,119)	(2,520,147)	(3,257,175)	(3,994,203)	
	450,000	(1,574,667)	(1,638,327)	(1,702,410)	(1,833,119)	(2,570,147)	(3,307,175)	(4,044,203)	
	500,000	(1,624,667)	(1,688,327)	(1,752,410)	(1,883,119)	(2,620,147)	(3,357,175)	(4,094,203)	
	550,000	(1,674,667)	(1,738,327)	(1,802,410)	(1,933,119)	(2,670,147)	(3,407,175)	(4,144,203)	
	600,000	(1,724,667)	(1,788,327)	(1,852,410)	(1,983,119)	(2,720,147)	(3,457,175)	(4,194,203)	
	650,000	(1,774,667)	(1,838,327)	(1,902,410)	(2,033,119)	(2,770,147)	(3,507,175)	(4,244,203)	
	700,000	(1,824,667)	(1,888,327)	(1,952,410)	(2,083,119)	(2,820,147)	(3,557,175)	(4,294,203)	
	750,000	(1,874,667)	(1,938,327)	(2,002,410)	(2,133,119)	(2,870,147)	(3,607,175)	(4,344,203)	
	800,000	(1,924,667)	(1,988,327)	(2,052,410)	(2,183,119)	(2,920,147)	(3,657,175)	(4,394,203)	
	850,000	(1,974,667)	(2,038,327)	(2,102,410)	(2,233,119)	(2,970,147)	(3,707,175)	(4,444,203)	

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(1,488,660)							
			336,256	286,553	236,850	187,074	137,292	87,510	37,642
			86,379	36,762	(12,856)	(62,559)	(112,291)	(162,139)	(212,070)
			(164,538)	(214,139)	(269,439)	(327,051)	(384,852)	(442,905)	(501,314)
			(446,603)	(504,324)	(562,325)	(620,733)	(679,708)	(739,535)	(800,735)
			(742,195)	(801,198)	(861,076)	(922,346)	(985,600)	(1,049,323)	(1,113,411)
			(1,045,943)	(1,109,035)	(1,172,430)	(1,236,173)	(1,300,163)	(1,364,736)	(1,818,838)
			(1,360,917)	(1,424,577)	(1,488,660)	(1,619,369)	(2,356,397)	(3,093,425)	(3,830,453)
			(1,678,550)	(2,167,483)	(2,902,400)	(3,637,317)	(4,372,234)	(5,107,152)	(5,842,069)
			(3,456,846)	(4,189,652)	(4,922,458)	(5,655,265)	(6,388,071)	(7,120,878)	(7,853,684)
			(5,481,126)	(6,211,821)	(6,942,517)	(7,673,213)	(8,403,908)	(9,134,604)	(9,865,300)
			(7,505,406)	(8,233,991)	(8,962,575)	(9,691,160)	(10,419,745)	(11,148,330)	(11,876,915)
			(9,529,686)	(10,256,160)	(10,982,634)	(11,709,108)	(12,435,582)	(13,162,056)	(13,888,530)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(1,488,660)							
			(1,161,432)	(1,224,498)	(1,287,969)	(1,351,629)	(1,415,874)	(1,813,415)	(2,550,443)
			1,000	(1,206,193)	(1,269,324)	(1,332,983)	(1,396,836)	(1,461,142)	(2,101,122)
			2,000	(1,250,954)	(1,314,338)	(1,377,997)	(1,442,104)	(1,651,802)	(2,388,830)
			3,000	(1,295,714)	(1,359,352)	(1,423,066)	(1,487,372)	(1,939,509)	(2,676,537)
			4,000	(1,340,706)	(1,404,365)	(1,468,334)	(1,532,641)	(2,227,217)	(2,964,245)
			5,000	(1,385,720)	(1,449,379)	(1,513,603)	(1,777,896)	(2,514,924)	(3,251,952)
			6,000	(1,430,734)	(1,494,565)	(1,558,871)	(2,065,604)	(2,802,632)	(3,539,660)
			7,000	(1,475,748)	(1,539,833)	(1,616,300)	(2,353,311)	(3,090,339)	(3,767,367)
			8,000	(1,520,795)	(1,585,101)	(1,903,991)	(2,641,019)	(3,378,047)	(4,115,075)
			9,000	(1,566,063)	(1,630,370)	(2,191,698)	(2,928,726)	(3,665,754)	(4,402,782)
			10,000	(1,611,332)	(1,742,378)	(2,479,406)	(3,216,434)	(3,953,462)	(4,690,490)
			11,000	(1,656,600)	(2,030,085)	(2,767,113)	(3,504,141)	(4,241,169)	(4,978,197)
			12,000	(1,701,868)	(2,317,793)	(3,054,821)	(3,791,849)	(4,528,877)	(5,265,905)
			13,000	(1,868,872)	(2,605,500)	(3,342,528)	(4,079,556)	(4,816,584)	(5,553,612)
			14,000	(2,156,180)	(2,893,208)	(3,630,236)	(4,367,264)	(5,104,292)	(5,841,320)
			15,000	(2,443,887)	(3,180,915)	(3,917,943)	(4,654,971)	(5,392,000)	(6,129,028)
		16,000	(2,731,595)	(3,468,623)	(4,205,651)	(4,942,679)	(5,679,707)	(6,416,735)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(1,488,660)							
			(9,035,584)	(9,291,247)	(9,546,910)	(9,802,573)	(10,058,236)	(10,313,899)	(10,569,562)
			82%	(8,072,854)	(8,376,653)	(8,680,453)	(8,984,252)	(9,288,052)	(9,591,852)
			84%	(7,110,124)	(7,462,060)	(7,813,996)	(8,165,932)	(8,517,868)	(8,869,804)
			86%	(6,147,394)	(6,547,467)	(6,947,539)	(7,347,612)	(7,747,684)	(8,147,757)
			88%	(5,184,664)	(5,632,873)	(6,081,082)	(6,529,291)	(6,977,501)	(7,425,711)
			90%	(4,221,934)	(4,718,280)	(5,214,626)	(5,710,971)	(6,207,317)	(6,703,662)
			92%	(3,259,205)	(3,803,687)	(4,348,169)	(4,892,651)	(5,437,133)	(5,981,615)
			94%	(2,296,475)	(2,889,093)	(3,481,712)	(4,074,330)	(4,666,949)	(5,259,567)
			96%	(1,612,850)	(1,974,500)	(2,615,255)	(3,256,010)	(3,896,765)	(4,537,520)
			98%	(1,486,464)	(1,544,435)	(1,748,798)	(2,437,690)	(3,126,581)	(3,815,473)
			100%	(1,360,917)	(1,424,577)	(1,488,660)	(1,619,369)	(2,356,397)	(3,093,425)
			102%	(1,235,851)	(1,305,307)	(1,375,244)	(1,445,525)	(1,586,214)	(2,371,378)
			104%	(1,111,169)	(1,186,667)	(1,262,251)	(1,338,465)	(1,415,030)	(1,649,331)
		106%	(989,028)	(1,068,349)	(1,149,956)	(1,231,750)	(1,314,242)	(1,397,176)	
		108%	(869,636)	(952,742)	(1,037,937)	(1,125,717)	(1,213,804)	(1,302,573)	
		110%	(751,955)	(839,499)	(928,493)	(1,019,841)	(1,113,950)	(1,208,412)	
		112%	(635,392)	(727,800)	(821,207)	(916,282)	(1,014,177)	(1,114,655)	
		114%	(519,585)	(617,097)	(715,348)	(814,779)	(916,175)	(1,021,114)	
		116%	(404,375)	(507,083)	(610,416)	(714,599)	(820,236)	(928,358)	
		118%	(289,568)	(397,623)	(506,129)	(615,348)	(725,664)	(837,774)	
		120%	(182,250)	(288,538)	(402,370)	(516,776)	(632,011)	(748,612)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(1,488,660)							
			(1,360,917)	(1,424,577)	(1,488,660)	(1,619,369)	(2,356,397)	(3,093,425)	(3,830,453)
			10,000	(1,360,917)	(1,404,504)	(1,448,289)	(1,492,409)	(1,843,232)	(2,451,968)
			20,000	(1,360,917)	(1,384,432)	(1,407,947)	(1,431,853)	(1,455,788)	(1,510,511)
			30,000	(1,360,917)	(1,364,360)	(1,367,803)	(1,371,296)	(1,375,046)	(1,378,795)
			40,000	(1,360,917)	(1,344,288)	(1,327,659)	(1,311,030)	(1,294,401)	(1,277,867)
			50,000	(1,360,917)	(1,324,216)	(1,287,515)	(1,250,814)	(1,214,113)	(1,177,411)
			60,000	(1,360,917)	(1,304,144)	(1,247,371)	(1,190,598)	(1,133,824)	(1,077,126)
			70,000	(1,360,917)	(1,284,072)	(1,207,276)	(1,130,627)	(1,053,978)	(977,330)
			80,000	(1,360,917)	(1,264,000)	(1,167,357)	(1,070,749)	(974,141)	(877,534)
			90,000	(1,360,917)	(1,244,006)	(1,127,439)	(1,010,872)	(894,414)	(779,106)
		100,000	(1,360,917)	(1,224,046)	(1,087,520)	(951,015)	(815,896)	(682,490)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Appraisal Ref: **San9** (see Typologies Matrix)  
 Scheme Typology: **Low Value High Density Brownfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **45**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				45 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		0.0%	0.0	12.4%	0.6	1%	0.6
3 bed House		0.0%	0.0	26.8%	1.2	3%	1.2
4 bed House		0.0%	0.0	20.0%	0.9	2%	0.9
5 bed House		0.0%	0.0	5.9%	0.3	1%	0.3
1 bed Flat		55.0%	22.3	22.5%	1.0	52%	23.3
2 bed Flat		45.0%	18.2	12.4%	0.6	42%	18.8
Total number of units		100.0%	40.5	100.0%	4.5	100%	45.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		0	0	0	0	0	0
2 bed House		0	0	44	474	44	474
3 bed House		0	0	121	1,298	121	1,298
4 bed House		0	0	115	1,240	115	1,240
5 bed House		0	0	42	457	42	457
1 bed Flat		1,310	14,104	60	641	1,370	14,745
2 bed Flat		1,501	16,155	46	495	1,547	16,650
		2,811	30,259	428	4,606	3,239	34,865
<b>AH % by floor area:</b>				<b>13.21% AH % by floor area (difference due to mix)</b>			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House		145,000	2,339	217		0	
2 bed House		170,000	2,152	200		94,860	
3 bed House		205,000	2,050	190		247,230	
4 bed House		265,000	2,070	192		238,500	
5 bed House		340,000	2,125	197		90,270	
1 bed Flat		115,000	2,300	214		2,678,063	
2 bed Flat		135,000	1,929	179		2,535,705	
						5,884,628	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House		87,000	60%	72,500	50%	101,500	70%
2 bed House		102,000	60%	85,000	50%	119,000	70%
3 bed House		123,000	60%	102,500	50%	143,500	70%
4 bed House		159,000	60%	132,500	50%	185,500	70%
5 bed House		204,000	60%	170,000	50%	238,000	70%
1 bed Flat		69,000	60%	57,500	50%	80,500	70%
2 bed Flat		81,000	60%	67,500	50%	94,500	70%
						* capped @£250K	

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value High Density Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	0.0	@	170,000	-
3 bed House	0.0	@	205,000	-
4 bed House	0.0	@	265,000	-
5 bed House	0.0	@	340,000	-
1 bed Flat	22.3	@	115,000	2,561,625
2 bed Flat	18.2	@	135,000	2,460,375
	40.5			5,022,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.4	@	102,000	42,687
3 bed House	0.9	@	123,000	111,254
4 bed House	0.7	@	159,000	107,325
5 bed House	0.2	@	204,000	40,622
1 bed Flat	0.8	@	69,000	52,397
2 bed Flat	0.4	@	81,000	33,899
	3.4			388,182
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	119,000	16,601
3 bed House	0.3	@	143,500	43,265
4 bed House	0.2	@	185,500	41,738
5 bed House	0.1	@	238,000	15,797
1 bed Flat	0.3	@	80,500	20,377
2 bed Flat	0.1	@	94,500	13,183
	1.1			150,960
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>				
	<b>45</b>			<b>5,561,142</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>323,485</b>
	<b>100 £ psm (total GIA sqm)</b>		<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	5	AH units @	0	per unit
<b>Total GDV</b>				<b>5,561,142</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value High Density Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL						(58,023)
<b>CIL analysis:</b>		2,811 sqm (Market only)		20.64 £ psm		
		1.04% % of GDV		1,289 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		2,055 per unit		(92,475)
	Sub-total					(92,475)
<b>S106 analysis:</b>		184,950 £ per ha	1.66% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>			3,239 sqm (total)	0 £ psm		
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(61,500)
		0.50 ha @		123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		0 per unit		-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House			- sqm @	1,374 psm		-
2 bed House			44 sqm @	1,374 psm		(60,569)
3 bed House			121 sqm @	1,374 psm		(165,704)
4 bed House			115 sqm @	1,374 psm		(158,285)
5 bed House			42 sqm @	1,374 psm		(58,368)
1 bed Flat			1,370 sqm @	1,576 psm		(2,158,888)
2 bed Flat		3,239	1,547 sqm @	1,576 psm		(2,437,812)
Garages for 3 bed House	(OMS only)	- units @	50% @	11,754 £ per garage		-
Garages for 4 bed House	(OMS only)	- units @	75% @	11,754 £ per garage		-
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage		-
External works						(755,944)
<b>Ext. Works analysis:</b>			5,039,626 @	15.0%		
				16,799 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(12,915)
		45 units @		287 £ per unit		
M4(2) Category 2 Housing	Aff units	5 units @	100% @	521 £ per unit		(2,345)
M4(2) Category 2 Housing	OMS units	41 units @	100% @	521 £ per unit		(21,101)
M4(3) Category 3 Housing	Aff units	5 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	41 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		45 units @		4,449 £ per unit		(200,205)
Renewable Energy		45 units @		0 £ per unit		-
EV Charging Points - Houses		3 units @		0 £ per unit		-
EV Charging Points - Flats		42 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		45 units @		0 £ per unit		-
	Sub-total					(236,565)
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)		
Contingency (on construction)						(304,682)
		6,093,635 @		5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value High Density Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	6,093,635 @		<b>6.5%</b>		(396,086)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	5,022,000 OMS @		<b>3.00%</b>	3,348 £ per unit	(150,660)
Residential Sales Agent Costs	5,022,000 OMS @		<b>1.00%</b>	1,116 £ per unit	(50,220)
Residential Sales Legal Costs	5,022,000 OMS @		<b>0.25%</b>	279 £ per unit	(12,555)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>4,965 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(276,088)
<b>Developers Profit -</b>					
Profit on OMS	5,022,000		<b>20.00%</b>		(1,004,400)
Margin on AH	539,142		<b>6.00%</b> on AH values		(32,349)
<b>Profit analysis:</b>	<b>5,561,142</b>			<b>18.64% blended GDV</b>	<b>(1,036,749)</b>
	<b>7,625,213</b>			<b>13.60% on costs</b>	<b>(1,036,749)</b>
<b>TOTAL COSTS</b>					<b>(8,661,962)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(3,100,820)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(3,100,820)</b>
<b>RLV analysis:</b>	<b>(68,907) £ per plot</b>	<b>(6,201,639) £ per ha (net)</b>	<b>(2,509,769) £ per acre (net)</b>		
		<b>(6,201,639) £ per ha (gross)</b>	<b>(2,509,769) £ per acre (gross)</b>		
			<b>-55.76% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>90.0</b> dph (net)			
Site Area (net)		0.50 ha (net)		1.24 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.50 ha (gross)		1.24 acres (gross)	
<b>Density analysis:</b>		<b>6,478 sqm/ha (net)</b>		<b>28,219 sqft/ac (net)</b>	
		<b>90 dph (gross)</b>			
Benchmark Land Value (net)	6,486 £ per plot	583,774 £ per ha (net)		<b>236,250 £ per acre (net)</b>	<b>291,887</b>
<b>BLV analysis:</b>		<b>583,774 £ per ha (gross)</b>		<b>236,250 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(6,785,413) £ per ha (net)</b>		<b>(2,746,019) £ per acre (net)</b>	<b>(3,392,707)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value High Density Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,746,019)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(2,634,368)	(2,664,554)	(2,694,740)	(2,724,926)	(2,755,112)	(2,785,298)	(2,815,484)	
	10.00	(2,661,973)	(2,690,779)	(2,719,585)	(2,748,390)	(2,777,196)	(2,806,001)	(2,834,807)	
	20.00	(2,689,578)	(2,717,004)	(2,744,429)	(2,771,854)	(2,799,280)	(2,826,705)	(2,854,131)	
	30.00	(2,717,183)	(2,743,228)	(2,769,273)	(2,795,319)	(2,821,364)	(2,847,409)	(2,873,454)	
	40.00	(2,744,788)	(2,769,453)	(2,794,118)	(2,818,783)	(2,843,448)	(2,868,113)	(2,892,777)	
	50.00	(2,772,393)	(2,795,678)	(2,818,962)	(2,842,247)	(2,865,532)	(2,888,816)	(2,912,101)	
	60.00	(2,799,998)	(2,821,902)	(2,843,807)	(2,865,711)	(2,887,615)	(2,909,520)	(2,931,424)	
	70.00	(2,827,603)	(2,848,127)	(2,868,651)	(2,889,175)	(2,909,699)	(2,930,224)	(2,950,748)	
	80.00	(2,855,208)	(2,874,352)	(2,893,496)	(2,912,639)	(2,931,783)	(2,950,927)	(2,970,071)	
	90.00	(2,882,813)	(2,900,576)	(2,918,340)	(2,936,104)	(2,953,867)	(2,971,631)	(2,989,395)	
	100.00	(2,910,418)	(2,926,801)	(2,943,184)	(2,959,568)	(2,975,951)	(2,992,335)	(3,008,718)	
	110.00	(2,938,023)	(2,953,026)	(2,968,029)	(2,983,032)	(2,998,035)	(3,013,038)	(3,028,041)	
	120.00	(2,965,628)	(2,979,250)	(2,992,873)	(3,006,496)	(3,020,119)	(3,033,742)	(3,047,365)	
	130.00	(2,993,233)	(3,005,475)	(3,017,718)	(3,029,960)	(3,042,203)	(3,054,446)	(3,066,688)	
	140.00	(3,020,837)	(3,031,700)	(3,042,562)	(3,053,425)	(3,064,287)	(3,075,149)	(3,086,012)	
	150.00	(3,048,442)	(3,057,924)	(3,067,407)	(3,076,889)	(3,086,371)	(3,095,853)	(3,105,335)	
	160.00	(3,076,047)	(3,084,149)	(3,092,251)	(3,100,353)	(3,108,455)	(3,116,557)	(3,124,659)	
170.00	(3,103,652)	(3,110,374)	(3,117,095)	(3,123,817)	(3,130,539)	(3,137,261)	(3,143,982)		
180.00	(3,131,257)	(3,136,598)	(3,141,940)	(3,147,281)	(3,152,623)	(3,157,964)	(3,163,306)		
190.00	(3,158,862)	(3,162,823)	(3,166,784)	(3,170,745)	(3,174,707)	(3,178,668)	(3,182,629)		
200.00	(3,186,467)	(3,189,048)	(3,191,629)	(3,194,210)	(3,196,791)	(3,199,371)	(3,201,952)		
210.00	(3,214,072)	(3,215,272)	(3,216,473)	(3,217,674)	(3,218,874)	(3,220,075)	(3,221,276)		
220.00	(3,241,677)	(3,241,497)	(3,241,317)	(3,241,138)	(3,240,958)	(3,240,779)	(3,240,599)		
230.00	(3,269,281)	(3,267,722)	(3,266,162)	(3,264,602)	(3,263,042)	(3,261,483)	(3,259,923)		
240.00	(3,296,886)	(3,293,946)	(3,291,006)	(3,288,066)	(3,285,126)	(3,282,186)	(3,279,246)		
250.00	(3,324,491)	(3,320,171)	(3,315,851)	(3,311,530)	(3,307,210)	(3,302,890)	(3,298,570)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,746,019)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(2,609,618)	(2,636,955)	(2,664,292)	(2,691,629)	(2,718,966)	(2,746,303)	(2,773,640)	
	1,000	(2,649,388)	(2,676,725)	(2,704,062)	(2,731,399)	(2,758,736)	(2,786,073)	(2,813,410)	
	2,000	(2,689,158)	(2,716,495)	(2,743,832)	(2,771,169)	(2,798,506)	(2,825,843)	(2,853,180)	
	3,000	(2,728,927)	(2,756,264)	(2,783,602)	(2,810,939)	(2,838,276)	(2,865,613)	(2,892,950)	
	4,000	(2,768,697)	(2,796,034)	(2,823,371)	(2,850,708)	(2,878,045)	(2,905,382)	(2,932,719)	
	5,000	(2,808,467)	(2,835,804)	(2,863,141)	(2,890,478)	(2,917,815)	(2,945,152)	(2,972,489)	
	6,000	(2,848,237)	(2,875,574)	(2,902,911)	(2,930,248)	(2,957,585)	(2,984,922)	(3,012,259)	
	7,000	(2,888,007)	(2,915,344)	(2,942,681)	(2,970,018)	(2,997,355)	(3,024,692)	(3,052,029)	
	8,000	(2,927,776)	(2,955,113)	(2,982,450)	(3,009,788)	(3,037,125)	(3,064,462)	(3,091,799)	
	9,000	(2,967,546)	(2,994,883)	(3,022,220)	(3,049,557)	(3,076,894)	(3,104,231)	(3,131,568)	
	10,000	(3,007,316)	(3,034,653)	(3,061,990)	(3,089,327)	(3,116,664)	(3,144,001)	(3,171,338)	
	11,000	(3,047,086)	(3,074,423)	(3,101,760)	(3,129,097)	(3,156,434)	(3,183,771)	(3,211,108)	
	12,000	(3,086,856)	(3,114,193)	(3,141,530)	(3,168,867)	(3,196,204)	(3,223,541)	(3,250,878)	
	13,000	(3,126,626)	(3,153,962)	(3,181,299)	(3,208,636)	(3,235,974)	(3,263,311)	(3,290,648)	
	14,000	(3,166,395)	(3,193,732)	(3,221,069)	(3,248,406)	(3,275,743)	(3,303,080)	(3,330,417)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,746,019)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(2,465,525)	(2,504,154)	(2,542,782)	(2,581,410)	(2,620,038)	(2,658,666)	(2,697,294)	
	17.5%	(2,578,435)	(2,611,418)	(2,644,400)	(2,677,383)	(2,710,365)	(2,743,348)	(2,776,330)	
	20.0%	(2,691,345)	(2,718,682)	(2,746,019)	(2,773,356)	(2,800,693)	(2,828,030)	(2,855,367)	
	22.5%	(2,804,255)	(2,825,946)	(2,847,638)	(2,869,329)	(2,891,021)	(2,912,712)	(2,934,404)	
	25.0%	(2,917,165)	(2,933,211)	(2,949,257)	(2,965,303)	(2,981,349)	(2,997,395)	(3,013,441)	
	27.5%	(3,030,074)	(3,040,475)	(3,050,875)	(3,061,276)	(3,071,677)	(3,082,077)	(3,092,478)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,746,019)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 236,250	100,000	(2,555,095)	(2,582,432)	(2,609,769)	(2,637,106)	(2,664,443)	(2,691,780)	(2,719,117)	
	150,000	(2,605,095)	(2,632,432)	(2,659,769)	(2,687,106)	(2,714,443)	(2,741,780)	(2,769,117)	
	200,000	(2,655,095)	(2,682,432)	(2,709,769)	(2,737,106)	(2,764,443)	(2,791,780)	(2,819,117)	
	250,000	(2,705,095)	(2,732,432)	(2,759,769)	(2,787,106)	(2,814,443)	(2,841,780)	(2,869,117)	
	300,000	(2,755,095)	(2,782,432)	(2,809,769)	(2,837,106)	(2,864,443)	(2,891,780)	(2,919,117)	
	350,000	(2,805,095)	(2,832,432)	(2,859,769)	(2,887,106)	(2,914,443)	(2,941,780)	(2,969,117)	
	400,000	(2,855,095)	(2,882,432)	(2,909,769)	(2,937,106)	(2,964,443)	(2,991,780)	(3,019,117)	
	450,000	(2,905,095)	(2,932,432)	(2,959,769)	(2,987,106)	(3,014,443)	(3,041,780)	(3,069,117)	
	500,000	(2,955,095)	(2,982,432)	(3,009,769)	(3,037,106)	(3,064,443)	(3,091,780)	(3,119,117)	
	550,000	(3,005,095)	(3,032,432)	(3,059,769)	(3,087,106)	(3,114,443)	(3,141,780)	(3,169,117)	
	600,000	(3,055,095)	(3,082,432)	(3,109,769)	(3,137,106)	(3,164,443)	(3,191,780)	(3,219,117)	
	650,000	(3,105,095)	(3,132,432)	(3,159,769)	(3,187,106)	(3,214,443)	(3,241,780)	(3,269,117)	
	700,000	(3,155,095)	(3,182,432)	(3,209,769)	(3,237,106)	(3,264,443)	(3,291,780)	(3,319,117)	
	750,000	(3,205,095)	(3,232,432)	(3,259,769)	(3,287,106)	(3,314,443)	(3,341,780)	(3,369,117)	
	800,000	(3,255,095)	(3,282,432)	(3,309,769)	(3,337,106)	(3,364,443)	(3,391,780)	(3,419,117)	
	850,000	(3,305,095)	(3,332,432)	(3,359,769)	(3,387,106)	(3,414,443)	(3,441,780)	(3,469,117)	



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2

Scheme Typology: **Low Value High Density Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(2,746,019)						
	70%	(1,010,400)	(1,017,081)	(1,023,762)	(1,030,442)	(1,037,530)	(1,044,874)	(1,052,218)
	75%	(1,288,685)	(1,299,362)	(1,310,038)	(1,320,714)	(1,331,390)	(1,342,066)	(1,352,742)
	80%	(1,569,217)	(1,583,226)	(1,597,234)	(1,611,242)	(1,625,251)	(1,639,259)	(1,653,267)
	85%	(1,849,749)	(1,867,090)	(1,884,430)	(1,901,771)	(1,919,111)	(1,936,452)	(1,953,792)
	90%	(2,130,281)	(2,150,954)	(2,171,627)	(2,192,299)	(2,212,972)	(2,233,645)	(2,254,317)
	95%	(2,410,813)	(2,434,818)	(2,458,823)	(2,482,828)	(2,506,833)	(2,530,837)	(2,554,842)
	100%	(2,691,345)	(2,718,682)	(2,746,019)	(2,773,356)	(2,800,693)	(2,828,030)	(2,855,367)
	105%	(2,971,877)	(3,002,546)	(3,033,215)	(3,063,885)	(3,094,554)	(3,125,223)	(3,155,892)
	110%	(3,252,409)	(3,286,410)	(3,320,412)	(3,354,413)	(3,388,414)	(3,422,416)	(3,456,417)
	115%	(3,532,941)	(3,570,274)	(3,607,608)	(3,644,941)	(3,682,275)	(3,719,608)	(3,756,942)
	120%	(3,813,473)	(3,854,138)	(3,894,804)	(3,935,470)	(3,976,136)	(4,016,801)	(4,057,467)
	125%	(4,094,005)	(4,138,002)	(4,182,000)	(4,225,998)	(4,269,996)	(4,313,994)	(4,357,992)

**TABLE 7**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(2,746,019)						
	0	(2,492,924)	(2,520,261)	(2,547,598)	(2,574,935)	(2,602,272)	(2,629,609)	(2,656,946)
	1,000	(2,537,523)	(2,564,860)	(2,592,197)	(2,619,534)	(2,646,871)	(2,674,208)	(2,701,545)
	2,000	(2,582,122)	(2,609,459)	(2,636,796)	(2,664,133)	(2,691,470)	(2,718,807)	(2,746,144)
	3,000	(2,626,721)	(2,654,058)	(2,681,395)	(2,708,732)	(2,736,069)	(2,763,406)	(2,790,743)
	4,000	(2,671,320)	(2,698,657)	(2,725,994)	(2,753,331)	(2,780,668)	(2,808,005)	(2,835,342)
	5,000	(2,715,919)	(2,743,256)	(2,770,593)	(2,797,930)	(2,825,267)	(2,852,604)	(2,879,941)
	6,000	(2,760,518)	(2,787,855)	(2,815,192)	(2,842,529)	(2,869,866)	(2,897,203)	(2,924,540)
	7,000	(2,805,117)	(2,832,454)	(2,859,791)	(2,887,128)	(2,914,465)	(2,941,802)	(2,969,139)
	8,000	(2,849,716)	(2,877,053)	(2,904,390)	(2,931,727)	(2,959,064)	(2,986,401)	(3,013,738)
	9,000	(2,894,315)	(2,921,652)	(2,948,989)	(2,976,326)	(3,003,663)	(3,031,000)	(3,058,337)
	10,000	(2,938,914)	(2,966,251)	(2,993,588)	(3,020,925)	(3,048,262)	(3,075,599)	(3,102,936)
	11,000	(2,983,513)	(3,010,850)	(3,038,187)	(3,065,524)	(3,092,861)	(3,120,198)	(3,147,535)
	12,000	(3,028,112)	(3,055,449)	(3,082,786)	(3,110,123)	(3,137,460)	(3,164,797)	(3,192,134)
	13,000	(3,072,711)	(3,100,048)	(3,127,385)	(3,154,722)	(3,182,059)	(3,209,396)	(3,236,733)
	14,000	(3,117,310)	(3,144,647)	(3,171,984)	(3,199,321)	(3,226,658)	(3,253,995)	(3,281,332)
	15,000	(3,161,909)	(3,189,246)	(3,216,583)	(3,243,920)	(3,271,257)	(3,298,594)	(3,325,931)
16,000	(3,206,508)	(3,233,845)	(3,261,182)	(3,288,519)	(3,315,856)	(3,343,193)	(3,370,530)	

**TABLE 8**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(2,746,019)						
	80%	(3,444,714)	(3,434,383)	(3,424,051)	(3,413,720)	(3,403,388)	(3,393,057)	(3,382,726)
	82%	(3,369,377)	(3,362,813)	(3,356,248)	(3,349,683)	(3,343,119)	(3,336,554)	(3,329,990)
	84%	(3,294,040)	(3,291,243)	(3,288,445)	(3,285,647)	(3,282,849)	(3,280,052)	(3,277,254)
	86%	(3,218,703)	(3,219,672)	(3,220,642)	(3,221,611)	(3,222,580)	(3,223,549)	(3,224,518)
	88%	(3,143,366)	(3,148,102)	(3,152,838)	(3,157,574)	(3,162,310)	(3,167,046)	(3,171,782)
	90%	(3,068,030)	(3,076,532)	(3,085,035)	(3,093,538)	(3,102,041)	(3,110,544)	(3,119,046)
	92%	(2,992,693)	(3,004,962)	(3,017,232)	(3,029,502)	(3,041,771)	(3,054,041)	(3,066,311)
	94%	(2,917,356)	(2,933,392)	(2,949,429)	(2,965,465)	(2,981,502)	(2,997,538)	(3,013,575)
	96%	(2,842,019)	(2,861,822)	(2,881,626)	(2,901,429)	(2,921,232)	(2,941,036)	(2,960,839)
	98%	(2,766,682)	(2,790,252)	(2,813,822)	(2,837,392)	(2,860,963)	(2,884,533)	(2,908,103)
	100%	(2,691,345)	(2,718,682)	(2,746,019)	(2,773,356)	(2,800,693)	(2,828,030)	(2,855,367)
	102%	(2,616,008)	(2,647,112)	(2,678,216)	(2,709,320)	(2,740,424)	(2,771,527)	(2,802,631)
	104%	(2,540,671)	(2,575,542)	(2,610,413)	(2,645,283)	(2,680,154)	(2,715,025)	(2,749,896)
106%	(2,465,334)	(2,503,972)	(2,542,609)	(2,581,247)	(2,619,885)	(2,658,522)	(2,697,160)	
108%	(2,389,997)	(2,432,402)	(2,474,806)	(2,517,211)	(2,559,615)	(2,602,019)	(2,644,424)	
110%	(2,314,660)	(2,360,832)	(2,407,003)	(2,453,174)	(2,499,346)	(2,545,517)	(2,591,688)	
112%	(2,239,324)	(2,289,262)	(2,339,200)	(2,389,138)	(2,439,076)	(2,489,014)	(2,538,952)	
114%	(2,163,987)	(2,217,692)	(2,271,397)	(2,325,102)	(2,378,806)	(2,432,511)	(2,486,216)	
116%	(2,088,650)	(2,146,122)	(2,203,593)	(2,261,065)	(2,318,537)	(2,376,009)	(2,433,481)	
118%	(2,013,313)	(2,074,551)	(2,135,790)	(2,197,029)	(2,258,267)	(2,319,506)	(2,380,745)	
120%	(1,937,976)	(2,002,981)	(2,067,987)	(2,132,992)	(2,197,998)	(2,262,003)	(2,326,009)	

**TABLE 8**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(2,746,019)						
	-	(2,691,345)	(2,718,682)	(2,746,019)	(2,773,356)	(2,800,693)	(2,828,030)	(2,855,367)
	10,000	(2,691,345)	(2,698,795)	(2,706,245)	(2,713,695)	(2,721,145)	(2,728,595)	(2,736,045)
	20,000	(2,691,345)	(2,678,908)	(2,666,471)	(2,654,033)	(2,641,596)	(2,629,159)	(2,616,722)
	30,000	(2,691,345)	(2,659,021)	(2,626,696)	(2,594,372)	(2,562,048)	(2,529,724)	(2,497,399)
	40,000	(2,691,345)	(2,639,134)	(2,586,922)	(2,534,711)	(2,482,499)	(2,430,288)	(2,378,077)
	50,000	(2,691,345)	(2,619,246)	(2,547,148)	(2,475,049)	(2,402,951)	(2,330,852)	(2,258,754)
	60,000	(2,691,345)	(2,599,359)	(2,507,374)	(2,415,388)	(2,323,403)	(2,231,417)	(2,139,431)
	70,000	(2,691,345)	(2,579,472)	(2,467,600)	(2,355,727)	(2,243,854)	(2,131,981)	(2,020,109)
	80,000	(2,691,345)	(2,559,585)	(2,427,825)	(2,296,066)	(2,164,306)	(2,032,546)	(1,900,786)
	90,000	(2,691,345)	(2,539,698)	(2,388,051)	(2,236,404)	(2,084,757)	(1,933,110)	(1,781,463)
100,000	(2,691,345)	(2,519,811)	(2,348,277)	(2,176,743)	(2,005,209)	(1,833,675)	(1,662,141)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.2 - Summary Table

Appraisal Ref:	San1	San2	San3	San4	San5	San6	San7	San8	San9
Scheme Typology:	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value High Density Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Low	Low	Low	Low	Low	Low	Low	Low	Low
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	1,662,000	2,984,339	5,968,678	9,104,892	15,664,475	29,370,891	44,056,336	68,532,078	5,561,142
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846	1,289
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633	2,055
Sub-total CIL+S106 (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479	3,344
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479	3,344
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	19.16%	19.16%	19.17%	19.14%	19.14%	19.14%	19.14%	18.64%
Developers Profit (% on costs)	21.64%	17.72%	18.20%	18.24%	19.11%	19.20%	19.19%	19.45%	13.60%
Developers Profit Total (£)	332,400	571,708	1,143,416	1,745,499	2,998,709	5,622,578	8,433,868	13,119,350	1,036,749
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-	-
RLV (£/acre (net))	(418,039)	(878,025)	(786,736)	(794,392)	(612,988)	(597,960)	(599,118)	(1,252,410)	(2,509,769)
RLV (£/ha (net))	(1,032,975)	(2,169,599)	(1,944,026)	(1,962,942)	(1,514,692)	(1,477,558)	(1,480,420)	(3,094,705)	(6,201,639)
RLV (% of GDV)	-12.43%	-27.26%	-24.43%	-24.25%	-19.34%	-18.87%	-18.90%	-17.56%	-55.76%
RLV Total (£)	(206,595)	(813,600)	(1,458,019)	(2,208,309)	(3,029,384)	(5,540,843)	(8,327,362)	(12,034,962)	(3,100,820)
BLV (£/acre (net))	236,250	236,250	236,250	236,250	236,250	236,250	236,250	236,250	236,250
BLV (£/ha (net))	583,774	583,774	583,774	583,774	583,774	583,774	583,774	583,774	583,774
BLV Total (£)	116,755	218,915	437,830	656,745	1,167,548	2,189,152	3,283,727	2,270,231	291,887
Surplus/Deficit (£/acre) [RLV-BLV]	(654,289)	(1,114,275)	(1,022,986)	(1,030,642)	(849,238)	(834,210)	(835,368)	(1,488,660)	(2,746,019)
Surplus/Deficit (£/ha)	(1,616,749)	(2,753,373)	(2,527,799)	(2,546,715)	(2,098,466)	(2,061,332)	(2,064,194)	(3,678,478)	(6,785,413)
Surplus/Deficit Total (£)	(323,350)	(1,032,515)	(1,895,849)	(2,865,055)	(4,196,932)	(7,729,994)	(11,611,089)	(14,305,193)	(3,392,707)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Appraisal Ref: **San10** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **8**  
 Notes: Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				8 Units			
AH Policy requirement (% Target)				0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		100%			
AH tenure split %		Affordable Rent:		75.0%			
		Social Rent:		0.0%		75.0% % Rented	
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		0.0% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64		£ psm	
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	0.0
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8	2.8
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2	3.2
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0	2.0
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0	0.0
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0	0.0
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0	0.0
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0	8.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	53.0	570			53.0	570	
2 bed House	72.0	775			72.0	775	
3 bed House	85.0	915			85.0	915	
4 bed House	105.0	1,130			105.0	1,130	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	53.0	570			53.0	570	
2 bed House	72.0	775			72.0	775	
3 bed House	85.0	915			85.0	915	
4 bed House	105.0	1,130			105.0	1,130	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	0	0	0	0	0	0	0
2 bed House	202	2,170	0	0	202	2,170	2,170
3 bed House	272	2,928	0	0	272	2,928	2,928
4 bed House	210	2,260	0	0	210	2,260	2,260
5 bed House	0	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0	0
	684	7,358	0	0	684	7,358	
AH % by floor area:				0.00% AH % by floor area (difference due to mix)			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House	150,000	2,830	263			0	
2 bed House	190,000	2,639	245			532,000	
3 bed House	240,000	2,824	262			768,000	
4 bed House	300,000	2,857	265			600,000	
5 bed House	355,000	2,219	206			0	
1 bed Flat	135,000	2,700	251			0	
2 bed Flat	150,000	2,143	199			0	
						1,900,000	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House	90,000	60%	120,000	80%	105,000	70%	112,500
2 bed House	114,000	60%	152,000	80%	133,000	70%	142,500
3 bed House	144,000	60%	192,000	80%	168,000	70%	180,000
4 bed House	180,000	60%	240,000	80%	210,000	70%	225,000
5 bed House	213,000	60%	284,000	80%	248,500	70%	266,250
1 bed Flat	81,000	60%	108,000	80%	94,500	70%	101,250
2 bed Flat	90,000	60%	120,000	80%	105,000	70%	112,500

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	2.8	@	190,000	532,000
3 bed House	3.2	@	240,000	768,000
4 bed House	2.0	@	300,000	600,000
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	8.0			1,900,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	114,000	-
3 bed House	0.0	@	144,000	-
4 bed House	0.0	@	180,000	-
5 bed House	0.0	@	213,000	-
1 bed Flat	0.0	@	81,000	-
2 bed Flat	0.0	@	90,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	120,000	-
2 bed House	0.0	@	152,000	-
3 bed House	0.0	@	192,000	-
4 bed House	0.0	@	240,000	-
5 bed House	0.0	@	284,000	-
1 bed Flat	0.0	@	108,000	-
2 bed Flat	0.0	@	120,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	133,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	210,000	-
5 bed House	0.0	@	248,500	-
1 bed Flat	0.0	@	94,500	-
2 bed Flat	0.0	@	105,000	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>1,900,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>
<b>Grant</b>	0	AH units @	0 per unit	-
<b>Total GDV</b>				<b>1,900,000</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(3,696)
Planning Application Professional Fees, Surveys and reports						(10,000)
CIL						(14,110)
		CIL analysis:		684 sqm (Market only)	20.64 £ psm	
				0.74% % of GDV	1,764 £ per unit (total units)	
Site Specific S106 Contributions		Year 1			0	-
		Year 2			0	-
		Year 3			0	-
		Year 4			0	-
		Year 5			0	-
		Year 6			0	-
		Year 7			0	-
		Year 8			0	-
		Year 9			0	-
		Year 10			0	-
		Year 11			0	-
		Year 12			0	-
		Year 13			0	-
		Year 14			0	-
		Year 15			0	-
		Years 1-15	8 units @		0 per unit	-
		Sub-total				-
AH Commuted Sum		S106 analysis: - £ per ha		0.00% % of GDV	0 £ per unit (total units)	-
				684 sqm (total)	0 £ psm	-
		Comm. Sum analysis:		0.00% % of GDV		-
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(24,600)
		0.20 ha @			123,000 £ per ha (if brownfield)	
Site Infrastructure costs -		Year 1			0	-
		Year 2			0	-
		Year 3			0	-
		Year 4			0	-
		Year 5			0	-
		Year 6			0	-
		Year 7			0	-
		Year 8			0	-
		Year 9			0	-
		Year 10			0	-
		Year 11			0	-
		Year 12			0	-
		Year 13			0	-
		Year 14			0	-
		Year 15			0	-
		Years 1-15	8 units @		0 per unit	-
		Sub-total				-
1 bed House		Infra. Costs analysis: - £ per ha		0.00% % of GDV	0 £ per unit (total units)	-
2 bed House				- sqm @	1,374 psm	-
3 bed House				202 sqm @	1,374 psm	(276,998)
4 bed House				272 sqm @	1,374 psm	(373,728)
5 bed House				210 sqm @	1,374 psm	(288,540)
1 bed Flat				- sqm @	1,374 psm	-
2 bed Flat				- sqm @	1,576 psm	-
Garages for 3 bed House (OMS only)		3 units @	50% @		11,754 £ per garage	(18,806)
Garages for 4 bed House (OMS only)		2 units @	75% @		11,754 £ per garage	(17,631)
Garages for 5 bed House (OMS only)		- units @	120% @		11,754 £ per garage	-
External works						(146,356)
		975,704 @			15.0%	
					18,294 £ per unit (total units)	
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(2,296)
		8 units @			287 £ per unit	
M4(2) Category 2 Housing		Aff units	- units @	100% @	0 £ per unit	-
M4(2) Category 2 Housing		OMS units	8 units @	100% @	0 £ per unit	-
M4(3) Category 3 Housing		Aff units	- units @	15% @	0 £ per unit	-
M4(3) Category 3 Housing		OMS units	8 units @	15% @	0 £ per unit	-
Part L 2025/FHS		8 units @			4,449 £ per unit	(35,592)
Renewable Energy		8 units @			0 £ per unit	-
EV Charging Points - Houses		8 units @			0 £ per unit	-
EV Charging Points - Flats		- units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency		8 units @			0 £ per unit	-
		Sub-total				(37,888)
		Policy Costs analysis: (design costs only)			4,736 £ per unit (total units)	
Contingency (on construction)						(59,227)
		1,184,547 @			5.0%	

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	1,184,547 @		<b>6.5%</b>		(76,996)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	1,900,000 OMS @		<b>3.00%</b>	7,125 £ per unit	(57,000)
Residential Sales Agent Costs	1,900,000 OMS @		<b>1.00%</b>	2,375 £ per unit	(19,000)
Residential Sales Legal Costs	1,900,000 OMS @		<b>0.25%</b>	594 £ per unit	(4,750)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>11,344 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(2,891)
<b>Developers Profit -</b>					
Profit on OMS	1,900,000		<b>20.00%</b>		(380,000)
Margin on AH	0		<b>6.00%</b> on AH values		-
<b>Profit analysis:</b>		<b>1,900,000</b>		<b>20.00% blended GDV</b>	<b>(380,000)</b>
		<b>1,542,217</b>		<b>24.64% on costs</b>	<b>(380,000)</b>
<b>TOTAL COSTS</b>					<b>(1,922,217)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(22,217)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(22,217)</b>
<b>RLV analysis:</b>	<b>(2,777) £ per plot</b>	<b>(111,083) £ per ha (net)</b>	<b>(44,955) £ per acre (net)</b>		
		<b>(111,083) £ per ha (gross)</b>	<b>(44,955) £ per acre (gross)</b>		
			<b>-1.17% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.20 ha (net)		0.49 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.20 ha (gross)		0.49 acres (gross)	
<b>Density analysis:</b>		<b>3,418 sqm/ha (net)</b>		<b>14,889 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	15,606 £ per plot	624,236 £ per ha (net)		<b>252,625 £ per acre (net)</b>	<b>124,847</b>
<b>BLV analysis:</b>		<b>624,236 £ per ha (gross)</b>		<b>252,625 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(735,320) £ per ha (net)</b>		<b>(297,580) £ per acre (net)</b>	<b>(147,064)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(297,580)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(268,969)	(311,724)	(354,480)	(397,311)	(440,257)	(483,413)	(527,126)	(570,811)
	10.00	(282,831)	(324,893)	(366,955)	(409,119)	(451,370)	(493,899)	(537,011)	(579,744)
	20.00	(296,693)	(338,062)	(379,431)	(420,926)	(462,498)	(504,384)	(546,944)	(589,126)
	30.00	(310,555)	(351,231)	(391,907)	(432,734)	(473,642)	(514,870)	(556,676)	(598,126)
	40.00	(324,416)	(364,399)	(404,382)	(444,542)	(484,787)	(525,399)	(566,808)	(607,944)
	50.00	(338,278)	(377,568)	(416,877)	(456,349)	(495,932)	(535,929)	(576,741)	(617,333)
	60.00	(352,140)	(390,737)	(429,379)	(468,157)	(507,076)	(546,479)	(586,673)	(626,300)
	70.00	(366,002)	(403,906)	(441,881)	(479,965)	(518,247)	(557,061)	(596,606)	(634,588)
	80.00	(379,864)	(417,074)	(454,383)	(491,772)	(529,432)	(567,666)	(606,538)	(642,222)
	90.00	(393,726)	(430,243)	(466,886)	(503,600)	(540,616)	(578,308)	(616,470)	(652,766)
	100.00	(407,587)	(443,412)	(479,388)	(515,441)	(551,823)	(588,950)	(626,403)	(660,000)
	110.00	(421,449)	(456,585)	(491,890)	(527,282)	(563,054)	(599,592)	(636,335)	(670,222)
	120.00	(435,311)	(469,781)	(504,392)	(539,124)	(574,297)	(610,234)	(646,267)	(680,000)
	130.00	(449,173)	(482,978)	(516,894)	(550,984)	(585,584)	(620,875)	(656,200)	(690,000)
	140.00	(463,035)	(496,175)	(529,397)	(562,867)	(596,902)	(631,517)	(666,132)	(700,000)
	150.00	(476,897)	(509,372)	(541,916)	(574,751)	(608,254)	(642,159)	(676,064)	(710,000)
	160.00	(490,758)	(522,568)	(554,454)	(586,670)	(619,605)	(652,801)	(685,997)	(720,000)
	170.00	(504,620)	(535,765)	(566,992)	(598,603)	(630,956)	(663,443)	(695,929)	(730,000)
	180.00	(518,519)	(548,962)	(579,529)	(610,581)	(642,307)	(674,084)	(705,862)	(740,000)
	190.00	(532,410)	(562,159)	(592,109)	(622,591)	(653,659)	(684,726)	(715,794)	(750,000)
200.00	(546,301)	(575,357)	(604,691)	(634,652)	(665,010)	(695,368)	(725,726)	(760,000)	
210.00	(560,193)	(588,591)	(617,305)	(646,713)	(676,361)	(706,010)	(735,659)	(770,000)	
220.00	(574,084)	(601,825)	(629,940)	(658,773)	(687,713)	(716,652)	(745,591)	(780,000)	
230.00	(587,975)	(615,060)	(642,632)	(670,834)	(699,064)	(727,294)	(755,523)	(790,000)	
240.00	(601,867)	(628,341)	(655,374)	(682,895)	(710,415)	(737,935)	(765,456)	(800,000)	
250.00	(615,763)	(641,622)	(668,145)	(694,955)	(721,766)	(748,577)	(775,388)	(810,000)	

**TABLE 2**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(297,580)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106	-	(297,580)	(338,905)	(380,230)	(421,682)	(463,211)	(505,055)	(547,579)	(590,000)
	1,000	(313,802)	(355,127)	(396,452)	(437,939)	(479,514)	(521,444)	(564,185)	(607,000)
	2,000	(330,024)	(371,349)	(412,684)	(454,196)	(495,817)	(537,874)	(580,790)	(624,000)
	3,000	(346,246)	(387,571)	(428,940)	(470,452)	(512,124)	(554,363)	(597,395)	(641,000)
	4,000	(362,468)	(403,793)	(445,197)	(486,709)	(528,485)	(570,917)	(614,000)	(658,000)
	5,000	(378,690)	(420,015)	(461,454)	(502,984)	(544,846)	(587,522)	(630,605)	(674,000)
	6,000	(394,913)	(436,238)	(477,710)	(519,287)	(561,269)	(604,127)	(647,210)	(691,000)
	7,000	(411,135)	(452,460)	(493,967)	(535,590)	(577,727)	(620,732)	(663,815)	(707,000)
	8,000	(427,357)	(468,712)	(510,224)	(551,915)	(594,255)	(637,338)	(680,421)	(724,000)
	9,000	(443,579)	(484,968)	(526,480)	(568,276)	(610,860)	(653,943)	(697,026)	(741,000)
	10,000	(459,801)	(501,225)	(542,757)	(584,664)	(627,465)	(670,548)	(713,631)	(758,000)
	11,000	(476,024)	(517,482)	(559,060)	(601,094)	(644,070)	(687,153)	(730,236)	(765,000)
	12,000	(492,246)	(533,738)	(575,363)	(617,603)	(660,675)	(703,758)	(746,841)	(782,000)
	13,000	(508,468)	(549,995)	(591,706)	(634,197)	(677,280)	(720,363)	(763,446)	(799,000)
	14,000	(524,690)	(566,252)	(608,067)	(650,803)	(693,885)	(736,968)	(780,051)	(806,000)

**TABLE 3**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(297,580)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(103,986)	(148,046)	(192,105)	(238,287)	(289,427)	(340,582)	(391,744)	(442,911)
	17.5%	(187,125)	(227,028)	(293,726)	(339,984)	(386,319)	(432,969)	(480,299)	(527,126)
	20.0%	(297,580)	(338,905)	(380,230)	(421,682)	(463,211)	(505,055)	(547,579)	(590,000)
	22.5%	(393,695)	(430,214)	(466,733)	(503,380)	(540,103)	(577,141)	(614,860)	(652,726)
	25.0%	(489,810)	(521,523)	(553,236)	(585,078)	(616,995)	(649,227)	(682,140)	(714,860)
	27.5%	(585,925)	(612,832)	(639,740)	(666,775)	(693,887)	(721,313)	(749,421)	(777,126)

**TABLE 4**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(297,580)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 252,625	100,000	(144,955)	(186,280)	(227,605)	(269,057)	(310,586)	(352,430)	(394,954)	(437,478)
	150,000	(194,955)	(236,280)	(277,605)	(319,057)	(360,586)	(402,430)	(444,954)	(487,478)
	200,000	(244,955)	(286,280)	(327,605)	(369,057)	(410,586)	(452,430)	(494,954)	(537,478)
	250,000	(294,955)	(336,280)	(377,605)	(419,057)	(460,586)	(502,430)	(544,954)	(587,478)
	300,000	(344,955)	(386,280)	(427,605)	(469,057)	(510,586)	(552,430)	(594,954)	(637,478)
	350,000	(394,955)	(436,280)	(477,605)	(519,057)	(560,586)	(602,430)	(644,954)	(687,478)
	400,000	(444,955)	(486,280)	(527,605)	(569,057)	(610,586)	(652,430)	(694,954)	(737,478)
	450,000	(494,955)	(536,280)	(577,605)	(619,057)	(660,586)	(702,430)	(744,954)	(787,478)
	500,000	(544,955)	(586,280)	(627,605)	(669,057)	(710,586)	(752,430)	(794,954)	(837,478)
	550,000	(594,955)	(636,280)	(677,605)	(719,057)	(760,586)	(802,430)	(844,954)	(887,478)
	600,000	(644,955)	(686,280)	(727,605)	(769,057)	(810,586)	(852,430)	(894,954)	(937,478)
	650,000	(694,955)	(736,280)	(777,605)	(819,057)	(860,586)	(902,430)	(944,954)	(987,478)
	700,000	(744,955)	(786,280)	(827,605)	(869,057)	(910,586)	(952,430)	(994,954)	(1,037,478)
	750,000	(794,955)	(836,280)	(877,605)	(919,057)	(960,586)	(1,002,430)	(1,044,954)	(1,087,478)
	800,000	(844,955)	(886,280)	(927,605)	(969,057)	(1,010,586)	(1,052,430)	(1,094,954)	(1,137,478)
850,000	(894,955)	(936,280)	(977,605)	(1,019,057)	(1,060,586)	(1,102,430)	(1,144,954)	(1,187,478)	



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Scheme Typology: **Medium Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(297,580)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		363,962	329,763	295,564	261,365	227,166	192,967	158,701
	75%		258,382	223,961	189,540	155,119	120,625	86,116	51,607
	80%		152,802	118,159	83,438	48,707	13,975	(20,756)	(55,487)
	85%		47,140	12,187	(22,767)	(57,720)	(92,674)	(127,651)	(162,729)
	90%		(58,620)	(93,796)	(128,971)	(164,165)	(199,465)	(256,541)	(297,350)
	95%		(164,380)	(199,787)	(257,171)	(298,238)	(339,305)	(380,522)	(421,827)
	100%		(297,580)	(338,905)	(380,230)	(421,682)	(463,211)	(505,055)	(547,579)
	105%		(420,124)	(461,809)	(503,579)	(545,612)	(588,194)	(631,523)	(674,870)
	110%		(542,931)	(585,129)	(627,826)	(671,326)	(714,938)	(758,549)	(802,160)
	115%		(666,474)	(710,073)	(753,949)	(797,824)	(841,700)	(1,038,233)	(1,579,649)
	120%		(791,903)	(836,043)	(880,182)	(924,322)	(1,456,336)	(1,999,753)	(2,543,170)
	125%		(917,608)	(962,012)	(1,325,023)	(1,870,439)	(2,415,856)	(2,961,273)	(3,506,690)

**TABLE 7**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(297,580)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(200,442)	(258,146)	(299,471)	(340,796)	(382,206)	(423,718)	(465,480)
	1,000		(216,110)	(276,298)	(317,623)	(358,948)	(400,410)	(441,954)	(483,818)
	2,000		(253,126)	(294,450)	(335,775)	(377,102)	(418,613)	(460,219)	(502,226)
	3,000		(271,278)	(312,602)	(353,927)	(395,305)	(436,817)	(478,485)	(520,682)
	4,000		(289,430)	(330,754)	(372,079)	(413,509)	(455,021)	(496,821)	(539,219)
	5,000		(307,582)	(348,906)	(390,231)	(431,712)	(473,275)	(515,164)	(557,839)
	6,000		(325,734)	(367,058)	(408,404)	(449,916)	(491,541)	(533,586)	(576,460)
	7,000		(343,886)	(385,210)	(426,608)	(468,120)	(509,824)	(552,061)	(595,080)
	8,000		(362,038)	(403,362)	(444,811)	(486,331)	(528,162)	(570,617)	(613,700)
	9,000		(380,190)	(421,514)	(463,015)	(504,597)	(546,524)	(589,237)	(632,320)
	10,000		(398,342)	(439,707)	(481,218)	(522,863)	(564,946)	(607,858)	(650,941)
	11,000		(416,494)	(457,910)	(499,422)	(541,165)	(583,440)	(626,478)	(669,561)
	12,000		(434,646)	(476,114)	(517,653)	(559,503)	(602,015)	(645,098)	(688,181)
	13,000		(452,805)	(494,317)	(535,919)	(577,884)	(620,636)	(663,719)	(706,802)
	14,000		(471,009)	(512,521)	(554,185)	(596,306)	(639,256)	(682,339)	(725,422)
	15,000		(489,213)	(530,725)	(572,506)	(614,820)	(657,876)	(700,959)	(744,042)
	16,000		(507,416)	(548,975)	(590,844)	(633,414)	(676,497)	(719,580)	(762,662)

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(297,580)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(1,040,536)	(1,297,756)	(1,554,975)	(1,812,194)	(2,069,414)	(2,326,633)	(2,583,852)
	82%		(830,494)	(846,506)	(1,054,220)	(1,339,259)	(1,624,298)	(1,909,337)	(2,194,376)
	84%		(770,337)	(789,357)	(808,377)	(866,323)	(1,179,182)	(1,492,041)	(1,804,900)
	86%		(710,180)	(732,208)	(754,236)	(776,264)	(798,292)	(1,074,745)	(1,415,423)
	88%		(650,047)	(675,059)	(700,095)	(725,131)	(750,167)	(775,202)	(1,025,947)
	90%		(590,663)	(618,015)	(645,954)	(673,997)	(702,041)	(730,085)	(758,129)
	92%		(531,819)	(561,731)	(591,988)	(622,864)	(653,916)	(684,967)	(716,019)
	94%		(473,151)	(505,862)	(538,704)	(571,912)	(605,790)	(639,849)	(673,909)
	96%		(414,578)	(450,128)	(485,773)	(521,565)	(557,781)	(594,732)	(631,799)
	98%		(356,079)	(394,479)	(432,972)	(471,550)	(510,350)	(549,657)	(589,689)
	100%		(297,580)	(338,905)	(380,230)	(421,682)	(463,211)	(505,055)	(547,579)
	102%		(219,663)	(283,331)	(327,580)	(371,830)	(416,260)	(460,792)	(505,738)
	104%		(169,156)	(209,867)	(274,931)	(322,106)	(369,325)	(416,704)	(464,280)
	106%		(118,664)	(161,858)	(205,132)	(272,382)	(322,481)	(372,703)	(423,046)
	108%		(68,171)	(113,890)	(159,609)	(205,457)	(275,682)	(328,707)	(381,947)
110%		(17,679)	(65,923)	(114,166)	(162,445)	(210,842)	(284,832)	(340,880)	
112%		32,813	(17,955)	(68,723)	(119,491)	(170,360)	(221,287)	(299,833)	
114%		83,305	30,012	(23,280)	(76,573)	(129,879)	(183,335)	(258,883)	
116%		133,797	77,980	22,163	(33,654)	(89,472)	(145,384)	(201,371)	
118%		184,252	125,947	67,606	9,264	(49,078)	(107,433)	(165,950)	
120%		234,671	173,915	113,049	52,182	(8,684)	(69,551)	(130,528)	

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(297,580)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(297,580)	(338,905)	(380,230)	(421,682)	(463,211)	(505,055)	(547,579)
	10,000		(297,580)	(330,783)	(363,987)	(397,262)	(430,634)	(464,137)	(497,999)
	20,000		(297,580)	(322,662)	(347,744)	(372,843)	(398,075)	(423,321)	(448,777)
	30,000		(297,580)	(314,540)	(331,501)	(348,461)	(365,515)	(382,607)	(399,758)
	40,000		(297,580)	(306,419)	(315,258)	(324,097)	(332,956)	(341,908)	(350,860)
	50,000		(297,580)	(298,297)	(299,015)	(299,733)	(300,450)	(301,208)	(302,021)
	60,000		(297,580)	(290,176)	(282,772)	(275,368)	(267,964)	(260,561)	(253,181)
	70,000		(297,580)	(282,055)	(266,529)	(229,976)	(216,547)	(203,117)	(189,688)
	80,000		(297,580)	(273,933)	(229,356)	(208,901)	(188,447)	(167,992)	(147,538)
	90,000		(297,580)	(265,812)	(215,305)	(187,826)	(160,346)	(132,867)	(105,387)
	100,000		(297,580)	(257,690)	(201,255)	(166,751)	(132,246)	(97,742)	(63,237)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Appraisal Ref: **San11** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **15** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				15 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		
						<b>AH # units</b>		
						<b>Overall mix%</b>		
						<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	0.0	
2 bed House	35.0%	4.7	12.4%	0.2	33%	4.9	4.9	
3 bed House	40.0%	5.4	26.8%	0.4	39%	5.8	5.8	
4 bed House	25.0%	3.4	20.0%	0.3	25%	3.7	3.7	
5 bed House	0.0%	0.0	5.9%	0.1	1%	0.1	0.1	
1 bed Flat	0.0%	0.0	22.5%	0.3	2%	0.3	0.3	
2 bed Flat	0.0%	0.0	12.4%	0.2	1%	0.2	0.2	
Total number of units	100.0%	13.5	100.0%	1.5	100%	15.0	15.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	0	0	0	0	0	0	0	
2 bed House	373	4,018	15	158	388	4,176	4,176	
3 bed House	540	5,813	40	433	580	6,243	6,243	
4 bed House	432	4,650	38	413	470	5,063	5,063	
5 bed House	0	0	14	152	14	152	152	
1 bed Flat	0	0	20	214	20	214	214	
2 bed Flat	0	0	15	165	15	165	165	
	1,345	14,480	143	1,535	1,488	16,016	16,016	
<b>AH % by floor area:</b>				<b>9.59% AH % by floor area (difference due to mix)</b>				
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>		
						<b>total MV £ (no AH)</b>		
1 bed House	150,000	2,419	225			0	0	
2 bed House	190,000	2,405	223			933,090	933,090	
3 bed House	240,000	2,400	223			1,392,480	1,392,480	
4 bed House	300,000	2,344	218			1,102,500	1,102,500	
5 bed House	355,000	2,219	206			31,418	31,418	
1 bed Flat	135,000	2,700	251			45,563	45,563	
2 bed Flat	150,000	2,143	199			27,900	27,900	
						3,532,950	3,532,950	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>		
						<b>% of MV</b>		
						<b>First Homes £*</b>		
						<b>% of MV</b>		
						<b>Other Int. £</b>		
						<b>% of MV</b>		
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
* capped @£250K								

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	4.7	@	190,000	897,750
3 bed House	5.4	@	240,000	1,296,000
4 bed House	3.4	@	300,000	1,012,500
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	13.5			3,206,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.1	@	114,000	15,903
3 bed House	0.3	@	144,000	43,416
4 bed House	0.2	@	180,000	40,500
5 bed House	0.1	@	213,000	14,138
1 bed Flat	0.3	@	81,000	20,503
2 bed Flat	0.1	@	90,000	12,555
	1.1			147,015
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	133,000	6,185
3 bed House	0.1	@	168,000	16,884
4 bed House	0.1	@	210,000	15,750
5 bed House	0.0	@	248,500	5,498
1 bed Flat	0.1	@	94,500	7,973
2 bed Flat	0.0	@	105,000	4,883
	0.4			57,173
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	1.5		-
<b>Sub-total GDV Residential</b>				
	<b>15</b>			<b>3,410,438</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>122,513</b>
		<b>82 £ psm (total GIA sqm)</b>	<b>8,168 £ per unit (total units)</b>	
<b>Grant</b>	2	AH units @	0 per unit	-
<b>Total GDV</b>				<b>3,410,438</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (6,930)									
Planning Application Professional Fees, Surveys and reports (20,000)									
CIL 1,345 sqm (Market only) 20.64 £ psm (27,766)									
CIL analysis: 0.81% % of GDV 1,851 £ per unit (total units)									
Site Specific S106 Contributions									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		15 units @		2,055 per unit				(30,825)	
Sub-total								(30,825)	
S106 analysis: 82,200 £ per ha 0.90% % of GDV 2,055 £ per unit (total units)									
AH Commuted Sum 1,488 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.38 ha @ 123,000 £ per ha (if brownfield) (46,125)									
Site Infrastructure costs -									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		15 units @		0 per unit					
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,374 psm -									
2 bed House 388 sqm @ 1,374 psm (533,069)									
3 bed House 580 sqm @ 1,374 psm (797,195)									
4 bed House 470 sqm @ 1,374 psm (646,330)									
5 bed House 14 sqm @ 1,374 psm (19,456)									
1 bed Flat 20 sqm @ 1,576 psm (31,288)									
2 bed Flat 1,488 15 sqm @ 1,576 psm (24,141)									
Garages for 3 bed House (OMS only) 5 units @ 50% @ 11,754 £ per garage (31,736)									
Garages for 4 bed House (OMS only) 3 units @ 75% @ 11,754 £ per garage (29,752)									
Garages for 5 bed House (OMS only) - units @ 120% @ 11,754 £ per garage -									
External works 2,112,967 @ 15.0% (316,945)									
Ext. Works analysis: 21,130 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 15 units @ 287 £ per unit (4,305)									
M4(2) Category 2 Housing Aff units 2 units @ 100% @ 521 £ per unit (782)									
M4(2) Category 2 Housing OMS units 14 units @ 100% @ 521 £ per unit (7,034)									
M4(3) Category 3 Housing Aff units 2 units @ 0% @ 10,111 £ per unit -									
M4(3) Category 3 Housing OMS units 14 units @ 0% @ 10,111 £ per unit -									
Part L 2025/FHS 15 units @ 4,449 £ per unit (66,735)									
Renewable Energy 15 units @ 0 £ per unit -									
EV Charging Points - Houses 14 units @ 0 £ per unit -									
EV Charging Points - Flats 1 units @ 4 flats per charger 0 £ per 4 units -									
Water Efficiency 15 units @ 0 £ per unit -									
Sub-total								(78,855)	
Policy Costs analysis: (design costs only) 5,257 £ per unit (total units)									
Contingency (on construction) 2,554,892 @ 5.0% (127,745)									

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **15**  
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 Notes:

<b>Professional Fees</b>	2,554,892 @		<b>6.5%</b>		(166,068)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	3,206,250 OMS @		<b>3.00%</b>	6,413 £ per unit	(96,188)
Residential Sales Agent Costs	3,206,250 OMS @		<b>1.00%</b>	2,138 £ per unit	(32,063)
Residential Sales Legal Costs	3,206,250 OMS @		<b>0.25%</b>	534 £ per unit	(8,016)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,751 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(44,204)
<b>Developers Profit -</b>					
Profit on OMS	3,206,250		<b>20.00%</b>		(641,250)
Margin on AH	204,188		<b>6.00%</b> on AH values		(12,251)
<b>Profit analysis:</b>		<b>3,410,438</b>		<b>19.16% blended GDV</b>	<b>(653,501)</b>
		<b>3,224,695</b>		<b>20.27% on costs</b>	<b>(653,501)</b>
<b>TOTAL COSTS</b>					<b>(3,878,196)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(467,759)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(467,759)</b>
<b>RLV analysis:</b>	<b>(31,184) £ per plot</b>	<b>(1,247,357) £ per ha (net)</b>	<b>(504,798) £ per acre (net)</b>		
		<b>(1,247,357) £ per ha (gross)</b>	<b>(504,798) £ per acre (gross)</b>		
			<b>-13.72% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.38 ha (gross)		0.93 acres (gross)	
<b>Density analysis:</b>		<b>3,968 sqm/ha (net)</b>		<b>17,284 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	15,606 £ per plot	624,236 £ per ha (net)		<b>252,625 £ per acre (net)</b>	<b>234,089</b>
<b>BLV analysis:</b>		<b>624,236 £ per ha (gross)</b>		<b>252,625 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,871,593) £ per ha (net)</b>		<b>(757,423) £ per acre (net)</b>	<b>(701,847)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **15**  
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 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(757,423)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(653,316)	(689,684)	(726,160)	(762,829)	(799,498)	(836,167)	(873,752)	
	10.00	(670,052)	(705,583)	(741,307)	(777,134)	(812,962)	(848,789)	(885,802)	
	20.00	(686,787)	(721,482)	(756,454)	(791,440)	(826,426)	(861,412)	(897,852)	
	30.00	(703,523)	(737,457)	(771,601)	(805,745)	(839,890)	(874,249)	(909,901)	
	40.00	(720,258)	(753,445)	(786,748)	(820,051)	(853,354)	(887,159)	(921,951)	
	50.00	(736,994)	(769,434)	(801,895)	(834,357)	(866,818)	(900,070)	(934,001)	
	60.00	(753,803)	(785,422)	(817,042)	(848,662)	(880,282)	(912,980)	(946,051)	
	70.00	(770,633)	(801,411)	(832,189)	(862,968)	(893,746)	(925,890)	(958,100)	
	80.00	(787,463)	(817,400)	(847,336)	(877,273)	(907,452)	(938,801)	(970,150)	
	90.00	(804,293)	(833,388)	(862,484)	(891,579)	(921,223)	(951,711)	(982,200)	
	100.00	(821,123)	(849,377)	(877,631)	(905,884)	(934,994)	(964,622)	(994,250)	
	110.00	(837,953)	(865,365)	(892,778)	(920,190)	(948,765)	(977,532)	(1,006,300)	
	120.00	(854,783)	(881,354)	(907,925)	(934,630)	(962,536)	(990,443)	(1,018,349)	
	130.00	(871,613)	(897,342)	(923,072)	(949,262)	(976,308)	(1,003,353)	(1,030,399)	
	140.00	(888,443)	(913,331)	(938,219)	(963,894)	(990,079)	(1,016,264)	(1,042,449)	
	150.00	(905,273)	(929,320)	(953,366)	(978,525)	(1,003,850)	(1,029,174)	(1,054,499)	
	160.00	(922,103)	(945,308)	(968,694)	(993,157)	(1,017,621)	(1,042,085)	(1,066,548)	
170.00	(938,933)	(961,297)	(984,186)	(1,007,789)	(1,031,392)	(1,054,995)	(1,078,598)		
180.00	(955,764)	(977,285)	(999,679)	(1,022,421)	(1,045,163)	(1,067,906)	(1,090,648)		
190.00	(972,594)	(993,314)	(1,015,171)	(1,037,053)	(1,058,935)	(1,080,816)	(1,102,698)		
200.00	(989,424)	(1,009,643)	(1,030,664)	(1,051,685)	(1,072,706)	(1,093,727)	(1,114,748)		
210.00	(1,006,254)	(1,025,996)	(1,046,157)	(1,066,317)	(1,086,477)	(1,106,637)	(1,126,797)		
220.00	(1,023,101)	(1,042,350)	(1,061,649)	(1,080,949)	(1,100,248)	(1,119,548)	(1,138,847)		
230.00	(1,040,264)	(1,058,703)	(1,077,142)	(1,095,580)	(1,114,019)	(1,132,458)	(1,150,897)		
240.00	(1,057,478)	(1,075,056)	(1,092,634)	(1,110,212)	(1,127,790)	(1,145,369)	(1,162,947)		
250.00	(1,074,692)	(1,091,409)	(1,108,127)	(1,124,844)	(1,141,562)	(1,158,279)	(1,174,996)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(757,423)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2,055	-	(653,346)	(687,987)	(722,716)	(757,648)	(792,580)	(827,512)	(862,444)	
	1,000	(670,141)	(704,781)	(739,605)	(774,537)	(809,469)	(844,401)	(879,333)	
	2,000	(686,935)	(721,575)	(756,494)	(791,427)	(826,359)	(861,291)	(896,223)	
	3,000	(703,729)	(738,452)	(773,384)	(808,316)	(843,248)	(878,180)	(913,112)	
	4,000	(720,523)	(755,341)	(790,273)	(825,205)	(860,137)	(895,069)	(930,001)	
	5,000	(737,318)	(772,230)	(807,162)	(842,094)	(877,026)	(911,958)	(946,890)	
	6,000	(754,112)	(789,119)	(824,051)	(858,983)	(893,915)	(928,847)	(963,779)	
	7,000	(771,076)	(806,008)	(840,940)	(875,872)	(910,804)	(945,736)	(980,668)	
	8,000	(787,966)	(822,898)	(857,830)	(892,762)	(927,694)	(962,626)	(997,558)	
	9,000	(804,856)	(839,787)	(874,719)	(909,651)	(944,583)	(979,515)	(1,014,447)	
	10,000	(821,746)	(856,678)	(891,610)	(926,542)	(961,474)	(996,406)	(1,031,338)	
	11,000	(838,636)	(873,568)	(908,499)	(943,431)	(978,363)	(1,013,295)	(1,048,227)	
	12,000	(855,526)	(890,458)	(925,390)	(960,322)	(995,254)	(1,030,186)	(1,065,118)	
	13,000	(872,416)	(907,348)	(942,279)	(977,211)	(1,012,143)	(1,047,075)	(1,082,007)	
	14,000	(889,306)	(924,238)	(959,170)	(994,102)	(1,029,035)	(1,063,967)	(1,098,899)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(757,423)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(495,629)	(539,881)	(584,416)	(628,960)	(673,504)	(718,047)	(762,591)	
	17.5%	(591,744)	(631,190)	(670,920)	(710,658)	(750,396)	(790,133)	(831,342)	
	20.0%	(687,858)	(722,499)	(757,423)	(792,355)	(827,279)	(862,203)	(897,127)	
	22.5%	(783,973)	(813,808)	(843,927)	(874,053)	(904,179)	(934,305)	(964,431)	
	25.0%	(880,088)	(905,117)	(930,430)	(955,751)	(981,071)	(1,006,392)	(1,031,713)	
	27.5%	(976,203)	(996,427)	(1,016,934)	(1,037,448)	(1,057,963)	(1,078,478)	(1,098,992)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(757,423)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 252,625	100,000	(535,233)	(569,874)	(604,798)	(639,730)	(674,662)	(709,594)	(744,526)	
	150,000	(585,233)	(619,874)	(654,798)	(689,730)	(724,662)	(759,594)	(794,526)	
	200,000	(635,233)	(669,874)	(704,798)	(739,730)	(774,662)	(809,594)	(844,526)	
	250,000	(685,233)	(719,874)	(754,798)	(789,730)	(824,662)	(859,594)	(894,526)	
	300,000	(735,233)	(769,874)	(804,798)	(839,730)	(874,662)	(909,594)	(944,526)	
	350,000	(785,233)	(819,874)	(854,798)	(889,730)	(924,662)	(959,594)	(994,526)	
	400,000	(835,233)	(869,874)	(904,798)	(939,730)	(974,662)	(1,009,594)	(1,044,526)	
	450,000	(885,233)	(919,874)	(954,798)	(989,730)	(1,024,662)	(1,059,594)	(1,094,526)	
	500,000	(935,233)	(969,874)	(1,004,798)	(1,039,730)	(1,074,662)	(1,109,594)	(1,144,526)	
	550,000	(985,233)	(1,019,874)	(1,054,798)	(1,089,730)	(1,124,662)	(1,159,594)	(1,194,526)	
	600,000	(1,035,233)	(1,069,874)	(1,104,798)	(1,139,730)	(1,174,662)	(1,209,594)	(1,244,526)	
	650,000	(1,085,233)	(1,119,874)	(1,154,798)	(1,189,730)	(1,224,662)	(1,259,594)	(1,294,526)	
	700,000	(1,135,233)	(1,169,874)	(1,204,798)	(1,239,730)	(1,274,662)	(1,309,594)	(1,344,526)	
	750,000	(1,185,233)	(1,219,874)	(1,254,798)	(1,289,730)	(1,324,662)	(1,359,594)	(1,394,526)	
	800,000	(1,235,233)	(1,269,874)	(1,304,798)	(1,339,730)	(1,374,662)	(1,409,594)	(1,444,526)	
850,000	(1,285,233)	(1,319,874)	(1,354,798)	(1,389,730)	(1,424,662)	(1,459,594)	(1,494,526)		

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(757,423)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		144,490	114,759	85,028	55,297	25,532	(4,276)	(34,085)
	75%		19,204	(10,534)	(40,309)	(70,151)	(99,994)	(129,891)	(159,865)
	80%		(106,831)	(136,734)	(166,637)	(196,695)	(226,757)	(270,573)	(305,328)
	85%		(234,037)	(278,907)	(313,578)	(348,249)	(382,920)	(417,592)	(452,404)
	90%		(391,668)	(426,256)	(460,941)	(495,749)	(530,556)	(565,363)	(600,170)
	95%		(539,593)	(574,317)	(609,041)	(643,764)	(678,518)	(713,534)	(748,550)
	100%		(687,858)	(722,499)	(757,423)	(792,355)	(827,287)	(862,219)	(898,623)
	105%		(836,663)	(871,512)	(906,360)	(941,496)	(977,868)	(1,014,241)	(1,050,614)
	110%		(985,768)	(1,021,170)	(1,057,457)	(1,093,744)	(1,130,031)	(1,166,318)	(1,202,605)
	115%		(1,137,388)	(1,173,589)	(1,209,790)	(1,245,992)	(1,282,193)	(1,318,394)	(1,354,596)
	120%		(1,289,893)	(1,326,008)	(1,362,124)	(1,398,240)	(1,434,355)	(1,470,471)	(1,506,587)
	125%		(1,442,398)	(1,478,428)	(1,514,458)	(1,550,488)	(1,586,518)	(1,622,548)	(1,658,578)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(757,423)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(604,072)	(638,713)	(673,354)	(708,096)	(743,028)	(777,960)	(812,892)
	1,000		(622,905)	(657,546)	(692,186)	(727,035)	(761,967)	(796,899)	(831,845)
	2,000		(641,738)	(676,378)	(711,042)	(745,974)	(780,906)	(815,838)	(851,183)
	3,000		(660,570)	(695,211)	(729,981)	(764,913)	(799,845)	(834,777)	(870,554)
	4,000		(679,403)	(714,043)	(748,920)	(783,852)	(818,784)	(853,716)	(889,925)
	5,000		(698,235)	(732,927)	(767,859)	(802,791)	(837,723)	(872,838)	(909,296)
	6,000		(717,068)	(751,866)	(786,798)	(821,730)	(856,662)	(892,209)	(928,667)
	7,000		(735,900)	(770,805)	(805,737)	(840,669)	(875,601)	(911,580)	(948,038)
	8,000		(754,812)	(789,744)	(824,676)	(859,608)	(894,543)	(930,951)	(967,409)
	9,000		(773,751)	(808,683)	(843,615)	(878,547)	(913,483)	(950,322)	(986,780)
	10,000		(792,690)	(827,622)	(862,554)	(897,486)	(933,235)	(969,693)	(1,006,151)
	11,000		(811,629)	(846,561)	(881,493)	(916,425)	(952,606)	(989,064)	(1,025,522)
	12,000		(830,568)	(865,500)	(900,432)	(935,364)	(971,977)	(1,008,435)	(1,044,893)
	13,000		(849,507)	(884,439)	(919,371)	(954,889)	(991,348)	(1,027,806)	(1,064,264)
	14,000		(868,446)	(903,378)	(938,310)	(974,260)	(1,010,719)	(1,047,177)	(1,083,635)
	15,000		(887,385)	(922,317)	(957,249)	(993,631)	(1,030,090)	(1,066,548)	(1,103,006)
	16,000		(906,324)	(941,256)	(976,544)	(1,013,002)	(1,049,461)	(1,085,919)	(1,122,377)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(757,423)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(1,303,100)	(1,308,397)	(1,313,694)	(1,318,991)	(1,324,288)	(1,329,585)	(1,334,882)
	82%		(1,240,778)	(1,249,191)	(1,257,604)	(1,266,017)	(1,274,430)	(1,282,843)	(1,291,256)
	84%		(1,178,455)	(1,189,984)	(1,201,513)	(1,213,043)	(1,224,572)	(1,236,101)	(1,247,630)
	86%		(1,116,132)	(1,130,777)	(1,145,423)	(1,160,068)	(1,174,714)	(1,189,359)	(1,204,004)
	88%		(1,053,809)	(1,071,571)	(1,089,332)	(1,107,094)	(1,124,855)	(1,142,617)	(1,160,379)
	90%		(991,486)	(1,012,364)	(1,033,242)	(1,054,119)	(1,074,997)	(1,095,875)	(1,116,753)
	92%		(929,914)	(953,157)	(977,151)	(1,001,145)	(1,025,139)	(1,049,133)	(1,073,127)
	94%		(869,325)	(895,169)	(921,073)	(948,171)	(975,281)	(1,002,391)	(1,029,501)
	96%		(808,737)	(837,610)	(866,483)	(895,356)	(924,222)	(953,095)	(981,968)
	98%		(748,148)	(780,051)	(811,953)	(843,856)	(875,758)	(907,660)	(939,562)
	100%		(687,858)	(722,499)	(757,423)	(792,355)	(827,287)	(862,219)	(898,623)
	102%		(627,663)	(665,314)	(702,964)	(740,855)	(778,817)	(816,778)	(854,997)
	104%		(567,468)	(608,128)	(648,788)	(689,449)	(730,346)	(771,336)	(812,327)
106%		(507,273)	(550,943)	(594,613)	(638,283)	(681,953)	(725,895)	(769,915)	
108%		(447,179)	(493,758)	(540,437)	(587,117)	(633,797)	(680,476)	(727,503)	
110%		(387,341)	(436,723)	(486,262)	(535,951)	(585,640)	(635,330)	(685,091)	
112%		(327,502)	(379,876)	(432,251)	(484,785)	(537,484)	(590,183)	(642,883)	
114%		(267,664)	(323,030)	(378,396)	(433,762)	(489,328)	(545,037)	(600,746)	
116%		(207,825)	(266,184)	(324,542)	(382,900)	(441,258)	(499,891)	(558,609)	
118%		(147,986)	(203,850)	(270,687)	(332,037)	(393,387)	(454,744)	(516,473)	
120%		(88,147)	(154,677)	(210,333)	(281,174)	(345,516)	(409,858)	(474,336)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(757,423)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(687,858)	(722,499)	(757,423)	(792,355)	(827,287)	(862,219)	(898,623)
	10,000		(687,858)	(714,102)	(740,533)	(767,020)	(793,507)	(819,994)	(846,796)
	20,000		(687,858)	(705,704)	(723,643)	(741,685)	(759,727)	(777,769)	(795,810)
	30,000		(687,858)	(697,306)	(706,754)	(716,350)	(725,946)	(735,543)	(745,140)
	40,000		(687,858)	(688,909)	(689,959)	(691,014)	(692,166)	(693,318)	(694,469)
	50,000		(687,858)	(680,511)	(673,164)	(665,816)	(658,469)	(651,121)	(643,799)
	60,000		(687,858)	(672,113)	(665,368)	(658,623)	(651,878)	(645,133)	(638,388)
	70,000		(687,858)	(663,716)	(657,573)	(651,431)	(645,288)	(639,145)	(633,003)
	80,000		(687,858)	(655,318)	(649,778)	(644,238)	(638,697)	(633,157)	(627,617)
	90,000		(687,858)	(646,921)	(641,983)	(637,045)	(632,107)	(627,169)	(622,231)
	100,000		(687,858)	(638,523)	(634,188)	(629,852)	(625,516)	(621,181)	(616,845)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Appraisal Ref: **San12** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **30**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				30 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	9.5	12.4%	0.4	33%	9.8		
3 bed House	40.0%	10.8	26.8%	0.8	39%	11.6		
4 bed House	25.0%	6.8	20.0%	0.6	25%	7.4		
5 bed House	0.0%	0.0	5.9%	0.2	1%	0.2		
1 bed Flat	0.0%	0.0	22.5%	0.7	2%	0.7		
2 bed Flat	0.0%	0.0	12.4%	0.4	1%	0.4		
Total number of units	100.0%	27.0	100.0%	3.0	100%	30.0		
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	747	8,036	29	316	776	8,352		
3 bed House	1,080	11,625	80	865	1,160	12,490		
4 bed House	864	9,300	77	827	941	10,127		
5 bed House	0	0	28	305	28	305		
1 bed Flat	0	0	40	427	40	427		
2 bed Flat	0	0	31	330	31	330		
	2,691	28,961	285	3,070	2,976	32,031		
AH % by floor area:		9.59% AH % by floor area (difference due to mix)						
Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf		total MV £ (no AH)			
1 bed House	150,000	2,419	225		0			
2 bed House	190,000	2,405	223		1,866,180			
3 bed House	240,000	2,400	223		2,784,960			
4 bed House	300,000	2,344	218		2,205,000			
5 bed House	355,000	2,219	206		62,835			
1 bed Flat	135,000	2,700	251		91,125			
2 bed Flat	150,000	2,143	199		55,800			
					7,065,900			
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
* capped @£250K								

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	9.5	@	190,000	1,795,500
3 bed House	10.8	@	240,000	2,592,000
4 bed House	6.8	@	300,000	2,025,000
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	27.0			6,412,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.3	@	114,000	31,806
3 bed House	0.6	@	144,000	86,832
4 bed House	0.5	@	180,000	81,000
5 bed House	0.1	@	213,000	28,276
1 bed Flat	0.5	@	81,000	41,006
2 bed Flat	0.3	@	90,000	25,110
	2.3			294,030
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.1	@	133,000	12,369
3 bed House	0.2	@	168,000	33,768
4 bed House	0.2	@	210,000	31,500
5 bed House	0.0	@	248,500	10,996
1 bed Flat	0.2	@	94,500	15,947
2 bed Flat	0.1	@	105,000	9,765
	0.8			114,345
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	3.0		-
<b>Sub-total GDV Residential</b>				
			<b>30</b>	<b>6,820,875</b>
<b>AH on-site cost analysis:</b>				
			<b>82 £ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH) 245,025</b>
				<b>8,168 £ per unit (total units)</b>
<b>Grant</b>				
	3	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>6,820,875</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(13,860)
Planning Application Professional Fees, Surveys and reports						(40,000)
CIL						(55,533)
<b>CIL analysis:</b>		2,691 sqm (Market only)	20.64 £ psm			
		0.81% % of GDV	1,851 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	30 units @	2,055 per unit			(61,650)
	Sub-total					(61,650)
<b>S106 analysis:</b>		82,200 £ per ha	0.90% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>		2,976 sqm (total)	0.00% % of GDV	0 £ psm		
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(92,250)
		0.75 ha @	123,000 £ per ha (if brownfield)			
Site Infrastructure costs -						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	30 units @	0 per unit			-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
		- sqm @	1,374 psm			
2 bed House						(1,066,139)
		776 sqm @	1,374 psm			
3 bed House						(1,594,390)
		1,160 sqm @	1,374 psm			
4 bed House						(1,292,659)
		941 sqm @	1,374 psm			
5 bed House						(38,912)
		28 sqm @	1,374 psm			
1 bed Flat						(62,576)
		40 sqm @	1,576 psm			
2 bed Flat						(48,281)
		31 sqm @	1,576 psm			
Garages for 3 bed House (OMS only)						(63,472)
		11 units @	50% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(59,505)
		7 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						-
		- units @	120% @	11,754 £ per garage		
External works						(633,890)
		4,225,933 @	15.0%	21,130 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(8,610)
		30 units @		287 £ per unit		
M4(2) Category 2 Housing Aff units						(1,563)
		3 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						(14,067)
		27 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						-
		3 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						-
		27 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(133,470)
		30 units @		4,449 £ per unit		
Renewable Energy						-
		30 units @		0 £ per unit		
EV Charging Points - Houses						-
		29 units @		0 £ per unit		
EV Charging Points - Flats						-
		1 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		30 units @		0 £ per unit		
	Sub-total					(157,710)
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)		
Contingency (on construction)						(255,489)
		5,109,783 @	5.0%			

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	5,109,783 @		<b>6.5%</b>		(332,136)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	6,412,500 OMS @		<b>3.00%</b>	6,413 £ per unit	(192,375)
Residential Sales Agent Costs	6,412,500 OMS @		<b>1.00%</b>	2,138 £ per unit	(64,125)
Residential Sales Legal Costs	6,412,500 OMS @		<b>0.25%</b>	534 £ per unit	(16,031)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,418 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(35,044)
<b>Developers Profit -</b>					
Profit on OMS	6,412,500		<b>20.00%</b>		(1,282,500)
Margin on AH	408,375		<b>6.00%</b> on AH values		(24,503)
<b>Profit analysis:</b>		<b>6,820,875</b>		<b>19.16% blended GDV</b>	<b>(1,307,003)</b>
		<b>6,286,026</b>		<b>20.79% on costs</b>	<b>(1,307,003)</b>
<b>TOTAL COSTS</b>					<b>(7,593,029)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(772,154)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(772,154)</b>
<b>RLV analysis:</b>	<b>(25,738) £ per plot</b>	<b>(1,029,538) £ per ha (net)</b>	<b>(416,648) £ per acre (net)</b>		
		<b>(1,029,538) £ per ha (gross)</b>	<b>(416,648) £ per acre (gross)</b>		
			<b>-11.32% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.75 ha (gross)		1.85 acres (gross)	
<b>Density analysis:</b>		<b>3,968 sqm/ha (net)</b>		<b>17,284 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	15,606 £ per plot	624,236 £ per ha (net)	<b>252,625</b> £ per acre (net)		<b>468,177</b>
<b>BLV analysis:</b>		<b>624,236 £ per ha (gross)</b>	<b>252,625 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,653,774) £ per ha (net)</b>	<b>(669,273) £ per acre (net)</b>		<b>(1,240,331)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(566,405)	(602,601)	(638,834)	(675,267)	(711,887)	(748,811)	(786,185)
	10.00	(582,709)	(618,124)	(653,582)	(689,196)	(725,049)	(761,228)	(797,880)
	20.00	(599,049)	(633,646)	(668,329)	(703,167)	(738,244)	(773,645)	(809,633)
	30.00	(615,388)	(649,169)	(683,077)	(717,140)	(751,440)	(786,062)	(821,385)
	40.00	(631,728)	(664,691)	(697,825)	(731,112)	(764,635)	(798,519)	(833,262)
	50.00	(648,067)	(680,236)	(712,572)	(745,084)	(777,831)	(810,985)	(845,272)
	60.00	(664,407)	(695,803)	(727,324)	(759,056)	(791,066)	(823,452)	(857,288)
	70.00	(680,746)	(711,370)	(742,118)	(773,071)	(804,310)	(835,951)	(869,355)
	80.00	(697,085)	(726,937)	(756,912)	(787,091)	(817,555)	(848,543)	(881,422)
	90.00	(713,444)	(742,504)	(771,706)	(801,111)	(830,799)	(861,161)	(893,530)
	100.00	(729,831)	(758,071)	(786,500)	(815,131)	(844,097)	(873,970)	(905,657)
	110.00	(746,217)	(773,671)	(801,300)	(829,181)	(857,394)	(886,838)	(917,816)
	120.00	(762,603)	(789,287)	(816,145)	(843,253)	(870,692)	(899,706)	(930,007)
	130.00	(778,989)	(804,903)	(830,990)	(857,326)	(884,095)	(912,622)	(942,199)
	140.00	(795,376)	(820,519)	(845,834)	(871,398)	(897,593)	(925,551)	(954,390)
	150.00	(811,800)	(836,135)	(860,679)	(885,519)	(911,258)	(938,508)	(966,581)
	160.00	(828,237)	(851,796)	(875,574)	(899,648)	(924,972)	(951,502)	(978,773)
	170.00	(844,675)	(867,466)	(890,474)	(913,792)	(938,699)	(964,519)	(990,964)
	180.00	(861,113)	(883,135)	(905,375)	(928,073)	(952,441)	(977,581)	(1,003,155)
	190.00	(877,551)	(898,805)	(920,293)	(942,592)	(966,232)	(990,643)	(1,015,346)
200.00	(894,045)	(914,518)	(935,253)	(957,111)	(980,023)	(1,003,706)	(1,027,538)	
210.00	(910,539)	(930,245)	(950,216)	(971,686)	(993,882)	(1,016,768)	(1,039,729)	
220.00	(927,034)	(945,973)	(965,385)	(986,270)	(1,007,742)	(1,029,830)	(1,051,920)	
230.00	(943,528)	(961,715)	(980,758)	(1,000,880)	(1,021,672)	(1,042,892)	(1,064,111)	
240.00	(960,083)	(977,506)	(996,132)	(1,015,533)	(1,035,605)	(1,055,954)	(1,076,303)	
250.00	(976,639)	(993,358)	(1,011,536)	(1,030,199)	(1,049,538)	(1,069,016)	(1,088,494)	

**TABLE 2**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(566,434)	(600,944)	(635,489)	(670,223)	(705,130)	(740,298)	(775,922)
	1,000	(582,796)	(617,341)	(651,925)	(686,667)	(721,626)	(756,912)	(792,626)
	2,000	(599,193)	(633,738)	(668,369)	(703,154)	(738,178)	(773,526)	(809,458)
	3,000	(615,589)	(650,135)	(684,813)	(719,650)	(754,731)	(790,147)	(826,338)
	4,000	(631,986)	(666,531)	(701,257)	(736,146)	(771,283)	(806,827)	(843,498)
	5,000	(648,383)	(682,958)	(717,700)	(752,641)	(787,863)	(823,507)	(860,738)
	6,000	(664,780)	(699,402)	(734,169)	(769,166)	(804,477)	(840,263)	(878,037)
	7,000	(681,177)	(715,846)	(750,665)	(785,718)	(821,091)	(857,115)	(893,386)
	8,000	(697,574)	(732,290)	(767,161)	(802,270)	(837,732)	(874,208)	(912,777)
	9,000	(713,992)	(748,734)	(783,656)	(818,823)	(854,412)	(891,426)	(930,255)
	10,000	(730,435)	(765,184)	(800,153)	(835,428)	(871,092)	(908,673)	(947,732)
	11,000	(746,879)	(781,680)	(816,706)	(852,041)	(887,917)	(925,972)	(965,209)
	12,000	(763,323)	(798,176)	(833,258)	(868,655)	(904,957)	(943,324)	(982,686)
	13,000	(779,767)	(814,671)	(849,810)	(885,317)	(922,135)	(960,713)	(1,000,164)
	14,000	(796,211)	(831,167)	(866,379)	(901,997)	(939,353)	(978,190)	(1,017,641)

**TABLE 3**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(407,865)	(452,021)	(496,266)	(540,666)	(585,305)	(630,267)	(675,824)
	17.5%	(503,979)	(543,330)	(582,770)	(622,364)	(662,197)	(702,353)	(743,104)
	20.0%	(600,094)	(634,640)	(669,273)	(704,062)	(739,089)	(774,440)	(810,385)
	22.5%	(696,209)	(725,949)	(755,777)	(785,759)	(815,981)	(846,526)	(877,665)
	25.0%	(792,324)	(817,258)	(842,280)	(867,457)	(892,873)	(918,612)	(944,946)
	27.5%	(888,439)	(908,567)	(928,784)	(949,155)	(969,765)	(990,698)	(1,012,226)

**TABLE 4**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 252,625	100,000	(447,469)	(482,015)	(516,648)	(551,437)	(586,464)	(621,815)	(657,760)
	150,000	(497,469)	(532,015)	(566,648)	(601,437)	(636,464)	(671,815)	(707,760)
	200,000	(547,469)	(582,015)	(616,648)	(651,437)	(686,464)	(721,815)	(757,760)
	250,000	(597,469)	(632,015)	(666,648)	(701,437)	(736,464)	(771,815)	(807,760)
	300,000	(647,469)	(682,015)	(716,648)	(751,437)	(786,464)	(821,815)	(857,760)
	350,000	(697,469)	(732,015)	(766,648)	(801,437)	(836,464)	(871,815)	(907,760)
	400,000	(747,469)	(782,015)	(816,648)	(851,437)	(886,464)	(921,815)	(957,760)
	450,000	(797,469)	(832,015)	(866,648)	(901,437)	(936,464)	(971,815)	(1,007,760)
	500,000	(847,469)	(882,015)	(916,648)	(951,437)	(986,464)	(1,021,815)	(1,057,760)
	550,000	(897,469)	(932,015)	(966,648)	(1,001,437)	(1,036,464)	(1,071,815)	(1,107,760)
	600,000	(947,469)	(982,015)	(1,016,648)	(1,051,437)	(1,086,464)	(1,121,815)	(1,157,760)
	650,000	(997,469)	(1,032,015)	(1,066,648)	(1,101,437)	(1,136,464)	(1,171,815)	(1,207,760)
	700,000	(1,047,469)	(1,082,015)	(1,116,648)	(1,151,437)	(1,186,464)	(1,221,815)	(1,257,760)
	750,000	(1,097,469)	(1,132,015)	(1,166,648)	(1,201,437)	(1,236,464)	(1,271,815)	(1,307,760)
	800,000	(1,147,469)	(1,182,015)	(1,216,648)	(1,251,437)	(1,286,464)	(1,321,815)	(1,357,760)
	850,000	(1,197,469)	(1,232,015)	(1,266,648)	(1,301,437)	(1,336,464)	(1,371,815)	(1,407,760)

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(669,273)							
			197,270	167,458	137,635	107,773	77,912	48,050	18,188
			73,547	43,755	13,963	(15,829)	(45,621)	(75,453)	(105,319)
			(50,264)	(79,989)	(109,785)	(139,581)	(169,377)	(199,173)	(229,049)
			(174,261)	(203,988)	(233,714)	(271,767)	(306,246)	(340,725)	(375,331)
			(312,100)	(346,498)	(380,895)	(415,373)	(449,911)	(484,520)	(519,227)
			(455,900)	(490,357)	(524,815)	(559,417)	(594,075)	(628,905)	(663,994)
			(600,094)	(634,640)	(669,273)	(704,062)	(739,089)	(774,440)	(810,385)
			(744,798)	(779,545)	(814,512)	(849,784)	(885,587)	(923,522)	(962,659)
			(890,264)	(925,458)	(961,164)	(999,033)	(1,037,888)	(1,077,165)	(1,116,443)
			(1,037,222)	(1,074,916)	(1,113,464)	(1,152,654)	(1,191,845)	(1,231,036)	(1,270,226)
			(1,189,434)	(1,228,490)	(1,267,594)	(1,306,698)	(1,345,802)	(1,384,906)	(1,424,010)
			(1,343,690)	(1,382,708)	(1,421,725)	(1,460,742)	(1,499,759)	(1,538,777)	(1,577,794)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(669,273)							
			(518,587)	(552,963)	(587,495)	(622,070)	(656,812)	(691,787)	(727,099)
			1,000	(536,895)	(571,311)	(605,856)	(640,489)	(675,287)	(710,336)
			2,000	(555,204)	(589,673)	(624,218)	(658,908)	(693,768)	(728,885)
			3,000	(573,513)	(608,034)	(642,584)	(677,326)	(712,250)	(747,458)
			4,000	(591,850)	(626,395)	(661,003)	(695,764)	(730,760)	(766,079)
			5,000	(610,212)	(644,757)	(679,422)	(714,245)	(749,309)	(784,700)
			6,000	(628,573)	(663,118)	(697,841)	(732,726)	(767,858)	(803,385)
			7,000	(646,934)	(681,518)	(716,260)	(751,207)	(786,437)	(822,084)
			8,000	(665,296)	(699,937)	(734,721)	(769,733)	(805,058)	(840,873)
			9,000	(683,657)	(718,355)	(753,202)	(788,282)	(823,679)	(859,781)
			10,000	(702,032)	(736,774)	(771,683)	(806,830)	(842,363)	(879,014)
			11,000	(720,451)	(755,197)	(790,165)	(825,417)	(861,061)	(898,319)
			12,000	(738,870)	(773,678)	(808,706)	(844,038)	(879,842)	(917,708)
			13,000	(757,289)	(792,160)	(827,255)	(862,659)	(898,819)	(937,136)
			14,000	(775,707)	(810,641)	(845,803)	(881,340)	(918,074)	(956,632)
			15,000	(794,155)	(829,131)	(864,397)	(900,039)	(937,380)	(976,219)
		16,000	(812,636)	(847,679)	(883,018)	(918,811)	(956,739)	(995,818)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(669,273)							
			(1,213,311)	(1,220,704)	(1,228,098)	(1,235,492)	(1,242,886)	(1,250,280)	(1,257,673)
			82%	(1,149,196)	(1,159,796)	(1,170,395)	(1,180,995)	(1,191,594)	(1,202,194)
			84%	(1,085,082)	(1,098,888)	(1,112,693)	(1,126,498)	(1,140,303)	(1,154,108)
			86%	(1,021,271)	(1,037,979)	(1,054,990)	(1,072,001)	(1,089,012)	(1,106,023)
			88%	(958,415)	(977,602)	(997,301)	(1,017,504)	(1,037,721)	(1,057,937)
			90%	(897,391)	(918,075)	(940,311)	(963,064)	(986,430)	(1,009,852)
			92%	(837,434)	(860,782)	(884,398)	(909,308)	(935,196)	(961,766)
			94%	(777,796)	(803,876)	(830,182)	(856,788)	(884,592)	(913,694)
			96%	(718,404)	(747,263)	(776,300)	(805,592)	(835,218)	(866,164)
			98%	(659,188)	(690,873)	(722,685)	(754,704)	(787,011)	(819,699)
			100%	(600,094)	(634,640)	(669,273)	(704,062)	(739,089)	(774,440)
			102%	(541,138)	(578,500)	(616,000)	(653,604)	(691,393)	(729,454)
		104%	(482,234)	(522,501)	(562,816)	(603,270)	(643,865)	(684,678)	
		106%	(423,419)	(466,541)	(509,754)	(553,040)	(596,450)	(640,058)	
		108%	(364,679)	(410,664)	(456,740)	(502,897)	(549,174)	(595,577)	
		110%	(305,940)	(354,861)	(403,782)	(452,828)	(501,931)	(551,218)	
		112%	(242,345)	(299,059)	(350,917)	(402,775)	(454,807)	(506,897)	
		114%	(191,657)	(238,915)	(298,052)	(352,847)	(407,684)	(462,677)	
		116%	(140,970)	(190,762)	(240,555)	(302,918)	(360,650)	(418,499)	
		118%	(90,283)	(142,610)	(194,936)	(252,990)	(313,659)	(374,328)	
		120%	(39,653)	(94,457)	(149,318)	(204,179)	(266,668)	(330,274)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(669,273)							
			(600,094)	(634,640)	(669,273)	(704,062)	(739,089)	(774,440)	(810,385)
		10,000	(600,094)	(626,429)	(652,806)	(679,314)	(705,991)	(732,872)	(760,099)
		20,000	(600,094)	(618,219)	(636,344)	(654,612)	(672,952)	(691,435)	(710,131)
		30,000	(600,094)	(610,009)	(619,923)	(629,911)	(639,952)	(650,103)	(660,356)
		40,000	(600,094)	(601,798)	(603,503)	(605,210)	(607,016)	(608,823)	(610,734)
		50,000	(600,094)	(593,588)	(587,082)	(580,576)	(574,081)	(567,654)	(561,227)
		60,000	(600,094)	(585,378)	(570,662)	(555,945)	(541,229)	(526,512)	(511,824)
		70,000	(600,094)	(577,168)	(554,241)	(531,314)	(508,388)	(485,461)	(462,534)
		80,000	(600,094)	(568,957)	(537,820)	(506,684)	(475,547)	(444,410)	(413,273)
		90,000	(600,094)	(560,747)	(521,400)	(482,072)	(442,748)	(403,424)	(364,101)
	100,000	(600,094)	(552,537)	(505,018)	(457,505)	(409,992)	(362,480)	(314,967)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Appraisal Ref: **San13** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **45**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	45 Units
AH Policy requirement (% Target)	10%
Open Market Sale (OMS) housing	90%
AH tenure split %	
Affordable Rent:	75.0%
Social Rent:	0.0%
First Homes:	25.0%
Other Intermediate (LCHO/Sub-Market etc.):	0.0%
	100.0% 100.0%
	75.0% % Rented
	2.5% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) **20.64** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	14.2	12.4%	0.6	33%	14.7
3 bed House	40.0%	16.2	26.8%	1.2	39%	17.4
4 bed House	20.0%	8.1	20.0%	0.9	20%	9.0
5 bed House	5.0%	2.0	5.9%	0.3	5%	2.3
1 bed Flat	0.0%	0.0	22.5%	1.0	2%	1.0
2 bed Flat	0.0%	0.0	12.4%	0.6	1%	0.6
<b>Total number of units</b>	<b>100.0%</b>	<b>40.5</b>	<b>100.0%</b>	<b>4.5</b>	<b>100%</b>	<b>45.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,120	12,054	44	474	1,164	12,528
3 bed House	1,620	17,438	121	1,298	1,741	18,736
4 bed House	1,037	11,160	115	1,240	1,152	12,400
5 bed House	324	3,488	42	457	366	3,945
1 bed Flat	0	0	60	641	60	641
2 bed Flat	0	0	46	495	46	495
	<b>4,101</b>	<b>44,139</b>	<b>428</b>	<b>4,606</b>	<b>4,528</b>	<b>48,744</b>

AH % by floor area:

9.45% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	2,799,270
3 bed House	240,000	2,400	223	4,177,440
4 bed House	300,000	2,344	218	2,700,000
5 bed House	355,000	2,219	206	813,128
1 bed Flat	135,000	2,700	251	136,688
2 bed Flat	150,000	2,143	199	83,700
				<b>10,710,225</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	14.2	@	190,000	2,693,250
3 bed House	16.2	@	240,000	3,888,000
4 bed House	8.1	@	300,000	2,430,000
5 bed House	2.0	@	355,000	718,875
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	40.5			9,730,125
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.4	@	114,000	47,709
3 bed House	0.9	@	144,000	130,248
4 bed House	0.7	@	180,000	121,500
5 bed House	0.2	@	213,000	42,414
1 bed Flat	0.8	@	81,000	61,509
2 bed Flat	0.4	@	90,000	37,665
	3.4			441,045
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.1	@	133,000	18,554
3 bed House	0.3	@	168,000	50,652
4 bed House	0.2	@	210,000	47,250
5 bed House	0.1	@	248,500	16,494
1 bed Flat	0.3	@	94,500	23,920
2 bed Flat	0.1	@	105,000	14,648
	1.1			171,518
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>	<b>45</b>			<b>10,342,688</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>367,538</b>
			<b>81 £ psm (total GIA sqm)</b>	<b>8,168 £ per unit (total units)</b>
<b>Grant</b>	5	AH units @	0 per unit	-
<b>Total GDV</b>				<b>10,342,688</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL		4,101 sqm (Market only)		20.64 £ psm		(84,637)
	<b>CIL analysis:</b>	0.82% % of GDV		1,881 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		2,055 per unit		(92,475)
	Sub-total					(92,475)
	<b>S106 analysis:</b>	82,200 £ per ha	0.89% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum		4,528 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		1.13 ha @		123,000 £ per ha (if brownfield)		(138,375)
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		- sqm @		1,374 psm		-
2 bed House		1,164 sqm @		1,374 psm		(1,599,208)
3 bed House		1,741 sqm @		1,374 psm		(2,391,584)
4 bed House		1,152 sqm @		1,374 psm		(1,582,848)
5 bed House		366 sqm @		1,374 psm		(503,544)
1 bed Flat		60 sqm @		1,576 psm		(93,865)
2 bed Flat		46 sqm @		1,576 psm		(72,422)
Garages for 3 bed House (OMS only)	16 units @		50% @	11,754 £ per garage		(95,207)
Garages for 4 bed House (OMS only)	8 units @		75% @	11,754 £ per garage		(71,406)
Garages for 5 bed House (OMS only)	2 units @		120% @	11,754 £ per garage		(28,562)
External works		6,438,646 @		15.0%		(965,797)
	<b>Ext. Works analysis:</b>			21,462 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		45 units @		287 £ per unit		(12,915)
M4(2) Category 2 Housing	Aff units	5 units @	100% @	521 £ per unit		(2,345)
M4(2) Category 2 Housing	OMS units	41 units @	100% @	521 £ per unit		(21,101)
M4(3) Category 3 Housing	Aff units	5 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	41 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		45 units @		4,449 £ per unit		(200,205)
Renewable Energy		45 units @		0 £ per unit		-
EV Charging Points - Houses		43 units @		0 £ per unit		-
EV Charging Points - Flats		2 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		45 units @		0 £ per unit		-
	Sub-total					(236,565)
	<b>Policy Costs analysis: (design costs only)</b>			5,257 £ per unit (total units)		
Contingency (on construction)		7,779,383 @		5.0%		(388,969)

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	7,779,383 @		<b>6.5%</b>		(505,660)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	9,730,125 OMS @		<b>3.00%</b>	6,487 £ per unit	(291,904)
Residential Sales Agent Costs	9,730,125 OMS @		<b>1.00%</b>	2,162 £ per unit	(97,301)
Residential Sales Legal Costs	9,730,125 OMS @		<b>0.25%</b>	541 £ per unit	(24,325)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,412 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(116,818)
<b>Developers Profit -</b>					
Profit on OMS	9,730,125		<b>20.00%</b>		(1,946,025)
Margin on AH	612,563		<b>6.00%</b> on AH values		(36,754)
<b>Profit analysis:</b>	<b>10,342,688</b>			<b>19.17% blended GDV</b>	<b>(1,982,779)</b>
	<b>9,572,262</b>			<b>20.71% on costs</b>	<b>(1,982,779)</b>
<b>TOTAL COSTS</b>					<b>(11,555,041)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,212,353)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(1,212,353)</b>
<b>RLV analysis:</b>	<b>(26,941) £ per plot</b>	<b>(1,077,647) £ per ha (net)</b>	<b>(436,118) £ per acre (net)</b>		
		<b>(1,077,647) £ per ha (gross)</b>	<b>(436,118) £ per acre (gross)</b>		
			<b>-11.72% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		1.13 ha (net)		2.78 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		1.13 ha (gross)		2.78 acres (gross)	
<b>Density analysis:</b>		<b>4,025 sqm/ha (net)</b>		<b>17,535 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	15,606 £ per plot	624,236 £ per ha (net)	<b>252,625</b> £ per acre (net)		<b>702,266</b>
<b>BLV analysis:</b>		<b>624,236 £ per ha (gross)</b>	<b>252,625 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,701,884) £ per ha (net)</b>	<b>(688,743) £ per acre (net)</b>		<b>(1,914,619)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(574,147)	(611,213)	(648,279)	(685,534)	(722,906)	(760,277)	(797,649)
	10.00	(591,546)	(627,742)	(663,938)	(700,407)	(736,903)	(773,400)	(809,897)
	20.00	(608,945)	(644,271)	(679,658)	(715,279)	(750,901)	(786,523)	(822,145)
	30.00	(626,344)	(660,800)	(695,405)	(730,152)	(764,899)	(799,646)	(834,393)
	40.00	(643,743)	(677,329)	(711,153)	(745,025)	(778,897)	(812,769)	(846,641)
	50.00	(661,142)	(693,903)	(726,900)	(759,898)	(792,895)	(825,892)	(858,889)
	60.00	(678,541)	(710,525)	(742,648)	(774,770)	(806,893)	(839,015)	(871,137)
	70.00	(695,940)	(727,148)	(758,395)	(789,643)	(820,890)	(852,138)	(883,385)
	80.00	(713,339)	(743,770)	(774,143)	(804,516)	(834,888)	(865,261)	(895,634)
	90.00	(730,738)	(760,393)	(789,891)	(819,388)	(848,886)	(878,384)	(907,882)
	100.00	(748,137)	(777,015)	(805,638)	(834,261)	(862,884)	(891,507)	(920,130)
	110.00	(765,536)	(793,638)	(821,386)	(849,134)	(876,882)	(904,630)	(932,378)
	120.00	(782,935)	(810,260)	(837,133)	(864,006)	(890,880)	(917,753)	(944,626)
	130.00	(800,334)	(826,883)	(852,881)	(878,879)	(904,878)	(930,876)	(956,874)
	140.00	(817,733)	(843,505)	(868,628)	(893,752)	(918,875)	(943,999)	(969,122)
	150.00	(835,132)	(860,127)	(884,376)	(908,625)	(932,873)	(957,122)	(981,370)
	160.00	(852,531)	(876,750)	(900,124)	(923,497)	(946,871)	(970,245)	(993,618)
	170.00	(869,930)	(893,372)	(915,871)	(938,370)	(960,869)	(983,368)	(1,005,867)
	180.00	(887,329)	(909,995)	(931,619)	(953,243)	(974,867)	(996,491)	(1,018,115)
	190.00	(904,728)	(926,617)	(947,366)	(968,115)	(988,865)	(1,009,614)	(1,030,363)
200.00	(922,127)	(943,240)	(963,114)	(982,988)	(1,002,862)	(1,022,737)	(1,042,611)	
210.00	(939,526)	(959,862)	(978,862)	(997,861)	(1,016,860)	(1,035,860)	(1,054,859)	
220.00	(956,925)	(976,485)	(994,609)	(1,012,734)	(1,030,858)	(1,048,983)	(1,067,107)	
230.00	(974,324)	(993,107)	(1,010,357)	(1,027,606)	(1,044,856)	(1,062,106)	(1,079,355)	
240.00	(991,723)	(1,009,729)	(1,026,104)	(1,042,479)	(1,058,854)	(1,075,229)	(1,091,603)	
250.00	(1,009,122)	(1,026,352)	(1,041,852)	(1,057,352)	(1,072,852)	(1,088,352)	(1,103,852)	

**TABLE 2**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(574,745)	(610,016)	(645,286)	(680,718)	(716,284)	(751,850)	(787,416)
	1,000	(591,929)	(627,200)	(662,470)	(697,999)	(733,565)	(769,131)	(804,697)
	2,000	(609,113)	(644,384)	(679,715)	(715,281)	(750,847)	(786,412)	(821,978)
	3,000	(626,297)	(661,568)	(696,996)	(732,562)	(768,128)	(803,694)	(839,260)
	4,000	(643,482)	(678,752)	(714,278)	(749,843)	(785,409)	(820,975)	(856,541)
	5,000	(660,666)	(695,993)	(731,559)	(767,125)	(802,690)	(838,256)	(873,822)
	6,000	(677,850)	(713,274)	(748,840)	(784,406)	(819,972)	(855,538)	(891,103)
	7,000	(695,034)	(730,556)	(766,121)	(801,687)	(837,253)	(872,819)	(908,385)
	8,000	(712,217)	(747,837)	(783,403)	(818,969)	(854,534)	(890,100)	(925,666)
	9,000	(729,401)	(765,118)	(800,684)	(836,250)	(871,816)	(907,381)	(942,947)
	10,000	(746,585)	(782,399)	(817,965)	(853,531)	(889,097)	(924,663)	(960,229)
	11,000	(763,769)	(799,681)	(835,247)	(870,812)	(906,378)	(941,944)	(977,510)
	12,000	(780,953)	(816,962)	(852,528)	(888,094)	(923,660)	(959,225)	(994,791)
	13,000	(798,137)	(834,243)	(869,809)	(905,375)	(940,941)	(976,507)	(1,012,072)
	14,000	(815,321)	(851,525)	(887,090)	(922,656)	(958,222)	(993,788)	(1,029,354)

**TABLE 3**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(415,603)	(460,596)	(505,655)	(550,944)	(596,233)	(641,521)	(686,810)
	17.5%	(512,831)	(552,963)	(593,160)	(633,588)	(674,015)	(714,442)	(754,869)
	20.0%	(610,059)	(645,329)	(680,665)	(716,231)	(751,797)	(787,363)	(822,929)
	22.5%	(707,286)	(737,695)	(768,170)	(798,875)	(829,579)	(860,284)	(890,988)
	25.0%	(804,514)	(830,062)	(855,676)	(881,519)	(907,362)	(933,205)	(959,048)
	27.5%	(901,742)	(922,428)	(943,181)	(964,162)	(985,144)	(1,006,126)	(1,027,107)

**TABLE 4**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 252,625	100,000	(457,434)	(492,704)	(528,040)	(563,606)	(599,172)	(634,738)	(670,304)
	150,000	(507,434)	(542,704)	(578,040)	(613,606)	(649,172)	(684,738)	(720,304)
	200,000	(557,434)	(592,704)	(628,040)	(663,606)	(699,172)	(734,738)	(770,304)
	250,000	(607,434)	(642,704)	(678,040)	(713,606)	(749,172)	(784,738)	(820,304)
	300,000	(657,434)	(692,704)	(728,040)	(763,606)	(799,172)	(834,738)	(870,304)
	350,000	(707,434)	(742,704)	(778,040)	(813,606)	(849,172)	(884,738)	(920,304)
	400,000	(757,434)	(792,704)	(828,040)	(863,606)	(899,172)	(934,738)	(970,304)
	450,000	(807,434)	(842,704)	(878,040)	(913,606)	(949,172)	(984,738)	(1,020,304)
	500,000	(857,434)	(892,704)	(928,040)	(963,606)	(999,172)	(1,034,738)	(1,070,304)
	550,000	(907,434)	(942,704)	(978,040)	(1,013,606)	(1,049,172)	(1,084,738)	(1,120,304)
	600,000	(957,434)	(992,704)	(1,028,040)	(1,063,606)	(1,099,172)	(1,134,738)	(1,170,304)
	650,000	(1,007,434)	(1,042,704)	(1,078,040)	(1,113,606)	(1,149,172)	(1,184,738)	(1,220,304)
	700,000	(1,057,434)	(1,092,704)	(1,128,040)	(1,163,606)	(1,199,172)	(1,234,738)	(1,270,304)
	750,000	(1,107,434)	(1,142,704)	(1,178,040)	(1,213,606)	(1,249,172)	(1,284,738)	(1,320,304)
	800,000	(1,157,434)	(1,192,704)	(1,228,040)	(1,263,606)	(1,299,172)	(1,334,738)	(1,370,304)
	850,000	(1,207,434)	(1,242,704)	(1,278,040)	(1,313,606)	(1,349,172)	(1,384,738)	(1,420,304)

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(688,743)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		213,143	183,496	153,850	124,203	94,556	64,909	35,223
	75%		86,758	57,225	27,692	(1,842)	(31,401)	(61,005)	(90,610)
	80%		(40,032)	(69,466)	(98,922)	(128,441)	(157,961)	(187,580)	(217,234)
	85%		(167,356)	(196,804)	(226,288)	(260,722)	(295,038)	(329,504)	(364,204)
	90%		(306,674)	(340,882)	(375,260)	(409,860)	(444,788)	(480,177)	(515,862)
	95%		(456,774)	(491,595)	(526,862)	(562,339)	(597,816)	(633,380)	(669,155)
	100%		(610,059)	(645,329)	(680,665)	(716,231)	(751,797)	(787,363)	(822,929)
	105%		(764,557)	(799,915)	(835,272)	(870,630)	(905,988)	(941,345)	(976,703)
	110%		(919,581)	(954,730)	(989,880)	(1,025,029)	(1,060,178)	(1,095,328)	(1,130,477)
	115%		(1,074,604)	(1,109,546)	(1,144,487)	(1,179,428)	(1,214,369)	(1,249,310)	(1,284,251)
	120%		(1,229,628)	(1,264,361)	(1,299,094)	(1,333,827)	(1,368,560)	(1,403,293)	(1,438,026)
	125%		(1,384,651)	(1,419,176)	(1,453,701)	(1,488,226)	(1,522,750)	(1,557,275)	(1,591,800)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(688,743)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(524,393)	(559,593)	(594,864)	(630,134)	(665,577)	(701,142)	(736,708)
	1,000		(543,594)	(578,864)	(614,134)	(649,405)	(684,956)	(720,522)	(756,088)
	2,000		(562,864)	(598,135)	(633,405)	(668,770)	(704,336)	(739,902)	(775,468)
	3,000		(582,135)	(617,406)	(652,676)	(688,150)	(723,716)	(759,282)	(794,847)
	4,000		(601,406)	(636,676)	(671,964)	(707,530)	(743,096)	(778,661)	(814,227)
	5,000		(620,677)	(655,947)	(691,344)	(726,909)	(762,475)	(798,041)	(833,607)
	6,000		(639,948)	(675,218)	(710,723)	(746,289)	(781,855)	(817,421)	(852,987)
	7,000		(659,218)	(694,537)	(730,103)	(765,669)	(801,235)	(836,801)	(872,366)
	8,000		(678,489)	(713,917)	(749,483)	(785,049)	(820,615)	(856,180)	(891,746)
	9,000		(697,760)	(733,297)	(768,863)	(804,428)	(839,994)	(875,560)	(911,126)
	10,000		(717,111)	(752,677)	(788,242)	(823,808)	(859,374)	(894,940)	(930,506)
	11,000		(736,490)	(772,056)	(807,622)	(843,188)	(878,754)	(914,320)	(949,885)
	12,000		(755,870)	(791,436)	(827,002)	(862,568)	(898,134)	(933,699)	(969,265)
	13,000		(775,250)	(810,816)	(846,382)	(881,947)	(917,513)	(953,079)	(988,645)
	14,000		(794,630)	(830,195)	(865,761)	(901,327)	(936,893)	(972,459)	(1,008,025)
	15,000		(814,009)	(849,575)	(885,141)	(920,707)	(956,273)	(991,839)	(1,027,404)
	16,000		(833,389)	(868,955)	(904,521)	(940,087)	(975,652)	(1,011,218)	(1,046,784)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(688,743)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,240,510)	(1,244,527)	(1,248,544)	(1,252,561)	(1,256,578)	(1,260,595)	(1,264,612)
	82%		(1,177,412)	(1,184,584)	(1,191,756)	(1,198,928)	(1,206,100)	(1,213,272)	(1,220,444)
	84%		(1,114,315)	(1,124,641)	(1,134,968)	(1,145,295)	(1,155,622)	(1,165,949)	(1,176,275)
	86%		(1,051,217)	(1,064,699)	(1,078,180)	(1,091,662)	(1,105,144)	(1,118,625)	(1,132,107)
	88%		(988,119)	(1,004,756)	(1,021,393)	(1,038,029)	(1,054,666)	(1,071,302)	(1,087,939)
	90%		(925,022)	(944,813)	(964,605)	(984,396)	(1,004,188)	(1,023,979)	(1,043,770)
	92%		(861,924)	(884,871)	(907,817)	(930,763)	(953,709)	(976,656)	(999,602)
	94%		(798,827)	(824,928)	(851,029)	(877,130)	(903,231)	(929,333)	(955,434)
	96%		(735,729)	(764,985)	(794,241)	(823,497)	(852,753)	(882,009)	(911,265)
	98%		(672,752)	(705,042)	(737,453)	(769,864)	(802,275)	(834,686)	(867,097)
	100%		(610,059)	(645,329)	(680,665)	(716,231)	(751,797)	(787,363)	(822,929)
	102%		(547,366)	(585,771)	(624,176)	(662,598)	(701,319)	(740,040)	(778,760)
	104%		(485,238)	(526,255)	(567,272)	(609,292)	(650,841)	(692,116)	(734,592)
	106%		(423,808)	(467,374)	(511,403)	(556,003)	(600,677)	(645,393)	(690,424)
	108%		(362,899)	(409,090)	(455,672)	(502,783)	(550,523)	(598,332)	(646,255)
	110%		(302,331)	(351,263)	(400,479)	(450,129)	(500,393)	(551,312)	(602,256)
	112%		(239,687)	(293,745)	(345,699)	(397,967)	(450,748)	(504,292)	(558,371)
	114%		(187,715)	(234,880)	(291,204)	(346,205)	(401,592)	(457,587)	(514,486)
	116%		(135,860)	(185,511)	(235,280)	(294,708)	(352,782)	(411,360)	(470,690)
	118%		(84,134)	(136,245)	(188,496)	(240,890)	(304,257)	(365,499)	(427,342)
	120%		(32,497)	(87,106)	(141,803)	(196,671)	(255,931)	(319,898)	(384,355)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(688,743)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(610,059)	(645,329)	(680,665)	(716,231)	(751,797)	(787,363)	(822,929)
	10,000		(610,059)	(636,736)	(663,413)	(690,306)	(717,231)	(744,155)	(771,079)
	20,000		(610,059)	(628,143)	(646,227)	(664,382)	(682,664)	(700,947)	(719,229)
	30,000		(610,059)	(619,550)	(629,041)	(638,533)	(648,098)	(657,739)	(667,380)
	40,000		(610,059)	(610,957)	(611,855)	(612,754)	(613,652)	(614,550)	(615,530)
	50,000		(610,059)	(602,364)	(594,669)	(586,974)	(579,280)	(571,585)	(563,890)
	60,000		(610,059)	(593,771)	(577,483)	(561,195)	(544,908)	(528,620)	(512,332)
	70,000		(610,059)	(585,178)	(560,297)	(535,416)	(510,536)	(485,655)	(460,774)
	80,000		(610,059)	(576,585)	(543,111)	(509,637)	(476,164)	(442,757)	(409,414)
	90,000		(610,059)	(567,992)	(525,925)	(483,872)	(441,968)	(400,204)	(358,573)
	100,000		(610,059)	(559,399)	(508,739)	(458,245)	(408,008)	(357,979)	(308,143)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Appraisal Ref: **San14** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **80** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				80 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		
						<b>AH # units</b>		
						<b>Overall mix%</b>		
						<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	14.4	12.4%	1.0	19%	15.4		
3 bed House	40.0%	28.8	26.8%	2.1	39%	30.9		
4 bed House	20.0%	14.4	20.0%	1.6	20%	16.0		
5 bed House	5.0%	3.6	5.9%	0.5	5%	4.1		
1 bed Flat	10.0%	7.2	22.5%	1.8	11%	9.0		
2 bed Flat	5.0%	3.6	12.4%	1.0	6%	4.6		
Total number of units	100.0%	72.0	100.0%	8.0	100%	80.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		<b>(sqm)</b>		<b>(sqft)</b>		<b>(sqm)</b>		
				<b>%</b>		<b>(sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		<b>(sqm)</b>		<b>(sqft)</b>		<b>(sqm)</b>		
				<b>%</b>		<b>(sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>		
		<b>(sqm)</b>		<b>(sqm)</b>		<b>(sqm)</b>		
		<b>(sqft)</b>		<b>(sqft)</b>		<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	1,138	12,245	78	844	1,216	13,089		
3 bed House	2,880	31,000	214	2,308	3,094	33,308		
4 bed House	1,843	19,840	205	2,204	2,048	22,044		
5 bed House	576	6,200	76	813	652	7,013		
1 bed Flat	424	4,559	106	1,140	529	5,699		
2 bed Flat	296	3,191	82	879	378	4,071		
	7,157	77,035	761	8,188	7,917	85,223		
<b>AH % by floor area:</b>				<b>9.61% AH % by floor area (difference due to mix)</b>				
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>		
						<b>total MV £ (no AH)</b>		
1 bed House	150,000	2,419	225			0		
2 bed House	190,000	2,405	223			2,924,480		
3 bed House	240,000	2,400	223			7,426,560		
4 bed House	300,000	2,344	218			4,800,000		
5 bed House	355,000	2,219	206			1,445,560		
1 bed Flat	135,000	2,700	251			1,215,000		
2 bed Flat	150,000	2,143	199			688,800		
						18,500,400		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>		
				<b>% of MV</b>		<b>First Homes £*</b>		
				<b>% of MV</b>		<b>Other Int. £</b>		
				<b>% of MV</b>		<b>% of MV</b>		
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
* capped @£250K								

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	14.4	@	190,000	2,736,000
3 bed House	28.8	@	240,000	6,912,000
4 bed House	14.4	@	300,000	4,320,000
5 bed House	3.6	@	355,000	1,278,000
1 bed Flat	7.2	@	135,000	972,000
2 bed Flat	3.6	@	150,000	540,000
	72.0			16,758,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.7	@	114,000	84,816
3 bed House	1.6	@	144,000	231,552
4 bed House	1.2	@	180,000	216,000
5 bed House	0.4	@	213,000	75,402
1 bed Flat	1.4	@	81,000	109,350
2 bed Flat	0.7	@	90,000	66,960
	6.0			784,080
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.2	@	133,000	32,984
3 bed House	0.5	@	168,000	90,048
4 bed House	0.4	@	210,000	84,000
5 bed House	0.1	@	248,500	29,323
1 bed Flat	0.5	@	94,500	42,525
2 bed Flat	0.2	@	105,000	26,040
	2.0			304,920
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	8.0		-
<b>Sub-total GDV Residential</b>	<b>80</b>			<b>17,847,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>653,400</b>
			<b>83 £ psm (total GIA sqm)</b>	<b>8,168 £ per unit (total units)</b>
<b>Grant</b>	<b>8</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				<b>17,847,000</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(26,999)
Planning Application Professional Fees, Surveys and reports					(80,000)
CIL					(147,716)
		7,157 sqm (Market only)	20.64 £ psm		
		0.83% % of GDV	1,846 £ per unit (total units)		
<b>CIL analysis:</b>					
Site Specific S106 Contributions					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	9,633 per unit		(770,640)
	Sub-total				(770,640)
		385,320 £ per ha	4.32% % of GDV	9,633 £ per unit (total units)	
<b>S106 analysis:</b>					
AH Commuted Sum					
		7,917 sqm (total)	0 £ psm		-
<b>Comm. Sum analysis:</b>					
0.00% % of GDV					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					
		2.00 ha @	123,000 £ per ha (if brownfield)		(246,000)
Site Infrastructure costs -					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	0 per unit		-
	Sub-total				-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
<b>Infra. Costs analysis:</b>					
1 bed House					
		- sqm @	1,211 psm		-
2 bed House					
		1,216 sqm @	1,211 psm		(1,472,537)
3 bed House					
		3,094 sqm @	1,211 psm		(3,747,318)
4 bed House					
		2,048 sqm @	1,211 psm		(2,480,128)
5 bed House					
		652 sqm @	1,211 psm		(788,991)
1 bed Flat					
		529 sqm @	1,410 psm		(746,471)
2 bed Flat					
		378 sqm @	1,410 psm		(533,212)
	7,917				
Garages for 3 bed House (OMS only)					
		29 units @	50% @	11,754 £ per garage	(169,258)
Garages for 4 bed House (OMS only)					
		14 units @	75% @	11,754 £ per garage	(126,943)
Garages for 5 bed House (OMS only)					
		4 units @	120% @	11,754 £ per garage	(50,777)
External works					
		10,115,635 @	15.0%		(1,517,345)
			18,967 £ per unit (total units)		
<b>Ext. Works analysis:</b>					
Policy Costs on design -					
Net Biodiversity costs					
		80 units @		287 £ per unit	(22,960)
M4(2) Category 2 Housing					
	Aff units	8 units @	100% @	521 £ per unit	(4,168)
	OMS units	72 units @	100% @	521 £ per unit	(37,512)
M4(3) Category 3 Housing					
	Aff units	8 units @	0% @	10,111 £ per unit	-
	OMS units	72 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS					
		80 units @		4,449 £ per unit	(355,920)
Renewable Energy					
		80 units @		0 £ per unit	-
EV Charging Points - Houses					
		66 units @		0 £ per unit	-
EV Charging Points - Flats					
		14 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency					
		80 units @		0 £ per unit	-
	Sub-total				(420,560)
			5,257 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>					
Contingency (on construction)					
		12,299,541 @	5.0%		(614,977)

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	12,299,541 @		<b>6.5%</b>		(799,470)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	16,758,000 OMS @		<b>3.00%</b>	6,284 £ per unit	(502,740)
Residential Sales Agent Costs	16,758,000 OMS @		<b>1.00%</b>	2,095 £ per unit	(167,580)
Residential Sales Legal Costs	16,758,000 OMS @		<b>0.25%</b>	524 £ per unit	(41,895)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,028 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(145,881)
<b>Developers Profit -</b>					
Profit on OMS	16,758,000		<b>20.00%</b>		(3,351,600)
Margin on AH	1,089,000		<b>6.00%</b> on AH values		(65,340)
<b>Profit analysis:</b>		<b>17,847,000</b>		<b>19.15% blended GDV</b>	<b>(3,416,940)</b>
		<b>15,707,439</b>		<b>21.75% on costs</b>	<b>(3,416,940)</b>
<b>TOTAL COSTS</b>					<b>(19,124,379)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,277,379)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(1,277,379)</b>
<b>RLV analysis:</b>	<b>(15,967) £ per plot</b>	<b>(638,689) £ per ha (net)</b>	<b>(258,474) £ per acre (net)</b>		
		<b>(638,689) £ per ha (gross)</b>	<b>(258,474) £ per acre (gross)</b>	<b>-7.16% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		2.00 ha (net)		4.94 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		2.00 ha (gross)		4.94 acres (gross)	
<b>Density analysis:</b>		<b>3,959</b> sqm/ha (net)		<b>17,245</b> sqft/ac (net)	
		<b>40</b> dph (gross)			
Benchmark Land Value (net)	15,606 £ per plot	624,236 £ per ha (net)	<b>252,625</b> £ per acre (net)		<b>1,248,473</b>
<b>BLV analysis:</b>		<b>624,236</b> £ per ha (gross)	<b>252,625</b> £ per acre (gross)		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,262,926)</b> £ per ha (net)	<b>(511,099)</b> £ per acre (net)		<b>(2,525,852)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
CIL £ psm 20.64	511,099	0.00	(406,021)	(438,617)	(471,497)	(504,824)	(538,310)	(571,797)	(605,378)
		10.00	(422,748)	(454,585)	(486,773)	(519,343)	(551,975)	(584,608)	(617,403)
		20.00	(439,480)	(470,616)	(502,083)	(533,862)	(565,640)	(597,418)	(629,427)
		30.00	(456,288)	(486,669)	(517,456)	(548,380)	(579,305)	(610,260)	(641,451)
		40.00	(473,113)	(502,805)	(532,829)	(562,899)	(592,970)	(623,143)	(653,476)
		50.00	(490,007)	(518,986)	(548,202)	(577,418)	(606,634)	(636,027)	(665,500)
		60.00	(506,947)	(535,213)	(563,575)	(591,937)	(620,299)	(648,910)	(677,524)
		70.00	(523,932)	(551,440)	(578,948)	(606,456)	(634,037)	(661,793)	(689,549)
		80.00	(541,013)	(567,667)	(594,321)	(620,975)	(647,779)	(674,676)	(701,573)
		90.00	(558,094)	(583,894)	(609,694)	(635,494)	(661,521)	(687,559)	(713,597)
		100.00	(575,175)	(600,121)	(625,067)	(650,084)	(675,263)	(700,443)	(725,622)
		110.00	(592,256)	(616,348)	(640,439)	(664,685)	(689,006)	(713,326)	(737,646)
		120.00	(609,337)	(632,575)	(655,825)	(679,286)	(702,748)	(726,209)	(749,670)
		130.00	(626,418)	(648,801)	(671,285)	(693,887)	(716,490)	(739,092)	(761,695)
		140.00	(643,499)	(665,028)	(686,745)	(708,488)	(730,232)	(751,975)	(773,719)
		150.00	(660,580)	(681,320)	(702,204)	(723,089)	(743,974)	(764,859)	(785,743)
		160.00	(677,661)	(697,638)	(717,664)	(737,690)	(757,716)	(777,742)	(797,768)
		170.00	(694,790)	(713,957)	(733,124)	(752,291)	(771,458)	(790,625)	(809,792)
		180.00	(711,968)	(730,276)	(748,584)	(766,892)	(785,200)	(803,508)	(821,816)
		190.00	(729,145)	(746,595)	(764,044)	(781,493)	(798,942)	(816,391)	(833,841)
	200.00	(746,323)	(762,913)	(779,504)	(796,094)	(812,684)	(829,275)	(845,865)	
	210.00	(763,501)	(779,232)	(794,964)	(810,695)	(826,426)	(842,158)	(857,889)	
	220.00	(780,678)	(795,551)	(810,423)	(825,296)	(840,168)	(855,041)	(869,914)	
	230.00	(797,856)	(811,870)	(825,883)	(839,897)	(853,911)	(867,924)	(881,938)	
	240.00	(815,033)	(828,188)	(841,343)	(854,498)	(867,653)	(880,807)	(893,962)	
	250.00	(832,211)	(844,507)	(856,803)	(869,099)	(881,395)	(893,691)	(905,987)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Site Specific S106 9,633	511,099	-	(279,517)	(309,829)	(340,292)	(370,902)	(401,741)	(432,867)	(464,427)
		1,000	(296,130)	(326,508)	(357,022)	(387,719)	(418,650)	(449,936)	(481,611)
		2,000	(312,744)	(343,189)	(373,773)	(404,548)	(435,622)	(467,072)	(498,796)
		3,000	(329,405)	(359,893)	(390,559)	(421,451)	(452,640)	(484,256)	(515,980)
		4,000	(346,085)	(376,645)	(407,387)	(438,378)	(469,727)	(501,440)	(533,164)
		5,000	(362,765)	(393,398)	(424,251)	(455,374)	(486,900)	(518,624)	(550,348)
		6,000	(379,516)	(410,226)	(441,161)	(472,430)	(504,085)	(535,808)	(567,532)
		7,000	(396,268)	(427,054)	(458,129)	(489,545)	(521,269)	(552,992)	(584,716)
		8,000	(413,065)	(443,961)	(475,134)	(506,729)	(538,453)	(570,177)	(601,976)
		9,000	(429,893)	(460,884)	(492,221)	(523,913)	(555,637)	(587,361)	(619,258)
		10,000	(446,762)	(477,880)	(509,374)	(541,097)	(572,821)	(604,545)	(636,539)
		11,000	(463,671)	(494,924)	(526,558)	(558,281)	(590,005)	(621,825)	(653,820)
		12,000	(480,635)	(512,018)	(543,742)	(575,466)	(607,189)	(639,106)	(671,102)
		13,000	(497,631)	(529,202)	(560,926)	(592,650)	(624,392)	(656,388)	(688,383)
		14,000	(514,715)	(546,386)	(578,110)	(609,834)	(641,674)	(673,669)	(705,664)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Profit 20.0%	511,099	15.0%	(250,108)	(292,677)	(333,520)	(374,663)	(415,806)	(456,949)	(498,327)
		17.5%	(346,363)	(382,160)	(418,294)	(454,727)	(491,160)	(527,594)	(564,262)
		20.0%	(440,556)	(471,643)	(503,067)	(534,791)	(566,515)	(598,238)	(630,197)
		22.5%	(534,749)	(561,126)	(587,840)	(614,855)	(641,869)	(668,883)	(696,132)
		25.0%	(628,941)	(650,609)	(672,614)	(694,918)	(717,223)	(739,527)	(762,066)
		27.5%	(723,134)	(740,092)	(757,387)	(774,982)	(792,577)	(810,172)	(828,001)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
BLV (£ per acre) 252,625	511,099	100,000	(287,931)	(319,018)	(350,442)	(382,166)	(413,890)	(445,613)	(477,572)
		150,000	(337,931)	(369,018)	(400,442)	(432,166)	(463,890)	(495,613)	(527,572)
		200,000	(387,931)	(419,018)	(450,442)	(482,166)	(513,890)	(545,613)	(577,572)
		250,000	(437,931)	(469,018)	(500,442)	(532,166)	(563,890)	(595,613)	(627,572)
		300,000	(487,931)	(519,018)	(550,442)	(582,166)	(613,890)	(645,613)	(677,572)
		350,000	(537,931)	(569,018)	(600,442)	(632,166)	(663,890)	(695,613)	(727,572)
		400,000	(587,931)	(619,018)	(650,442)	(682,166)	(713,890)	(745,613)	(777,572)
		450,000	(637,931)	(669,018)	(700,442)	(732,166)	(763,890)	(795,613)	(827,572)
		500,000	(687,931)	(719,018)	(750,442)	(782,166)	(813,890)	(845,613)	(877,572)
		550,000	(737,931)	(769,018)	(800,442)	(832,166)	(863,890)	(895,613)	(927,572)
		600,000	(787,931)	(819,018)	(850,442)	(882,166)	(913,890)	(945,613)	(977,572)
		650,000	(837,931)	(869,018)	(900,442)	(932,166)	(963,890)	(995,613)	(1,027,572)
		700,000	(887,931)	(919,018)	(950,442)	(982,166)	(1,013,890)	(1,045,613)	(1,077,572)
		750,000	(937,931)	(969,018)	(1,000,442)	(1,032,166)	(1,063,890)	(1,095,613)	(1,127,572)
		800,000	(987,931)	(1,019,018)	(1,050,442)	(1,082,166)	(1,113,890)	(1,145,613)	(1,177,572)
		850,000	(1,037,931)	(1,069,018)	(1,100,442)	(1,132,166)	(1,163,890)	(1,195,613)	(1,227,572)



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(511,099)							
			259,932	233,545	207,158	180,771	154,385	127,978	101,555
			148,950	122,643	96,337	70,031	43,714	17,359	(8,997)
			37,707	11,468	(14,772)	(41,042)	(67,344)	(93,646)	(119,988)
			(73,885)	(100,077)	(126,339)	(152,600)	(178,920)	(205,272)	(231,712)
			(185,991)	(212,225)	(238,540)	(269,283)	(299,878)	(330,632)	(361,594)
			(308,542)	(339,086)	(369,774)	(400,654)	(431,813)	(463,358)	(495,223)
			(440,556)	(471,643)	(503,067)	(534,791)	(566,515)	(598,238)	(630,197)
			(575,207)	(606,789)	(638,371)	(670,138)	(701,991)	(733,844)	(765,697)
			(710,933)	(742,644)	(774,355)	(806,066)	(837,777)	(869,487)	(901,198)
			(847,287)	(878,856)	(910,424)	(941,993)	(973,562)	(1,005,130)	(1,036,699)
			(983,641)	(1,015,067)	(1,046,494)	(1,077,920)	(1,109,347)	(1,140,773)	(1,172,200)
			(1,119,995)	(1,151,279)	(1,182,563)	(1,213,848)	(1,245,132)	(1,276,416)	(1,307,701)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(511,099)							
			(356,856)	(387,450)	(418,234)	(449,321)	(480,779)	(512,503)	(544,226)
			(375,599)	(406,285)	(437,195)	(468,418)	(500,050)	(531,773)	(563,497)
			(394,380)	(425,153)	(456,203)	(487,597)	(519,320)	(551,044)	(582,768)
			(413,205)	(444,100)	(475,271)	(506,867)	(538,591)	(570,315)	(602,115)
			(432,073)	(463,085)	(494,434)	(526,138)	(557,862)	(589,586)	(621,495)
			(451,004)	(482,144)	(513,685)	(545,409)	(577,133)	(608,880)	(640,875)
			(469,967)	(501,287)	(532,956)	(564,680)	(596,404)	(628,259)	(660,255)
			(489,026)	(520,503)	(552,227)	(583,951)	(615,674)	(647,639)	(679,634)
			(508,140)	(539,774)	(571,498)	(603,221)	(635,024)	(666,919)	(698,914)
			(527,321)	(559,045)	(590,768)	(622,492)	(654,404)	(686,399)	(718,394)
			(546,592)	(578,315)	(610,039)	(641,788)	(673,783)	(705,778)	(737,774)
			(565,862)	(597,586)	(629,310)	(661,168)	(693,163)	(725,158)	(757,153)
			(585,133)	(616,857)	(648,581)	(680,548)	(712,543)	(744,538)	(776,533)
			(604,404)	(636,128)	(667,932)	(699,927)	(731,922)	(763,917)	(795,913)
			(623,675)	(655,399)	(687,312)	(719,307)	(751,302)	(783,297)	(815,293)
			(642,946)	(674,696)	(706,692)	(738,687)	(770,682)	(802,677)	(834,672)
		(662,216)	(694,076)	(726,071)	(758,067)	(790,062)	(822,057)	(854,052)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(511,099)							
			(1,049,504)	(1,050,936)	(1,052,367)	(1,053,798)	(1,055,229)	(1,056,661)	(1,058,092)
			(988,376)	(992,864)	(997,352)	(1,001,839)	(1,006,327)	(1,010,815)	(1,015,302)
			(927,249)	(934,793)	(942,337)	(949,881)	(957,425)	(964,969)	(972,513)
			(866,121)	(876,721)	(887,322)	(897,922)	(908,522)	(919,123)	(929,723)
			(804,993)	(818,650)	(832,306)	(845,963)	(859,620)	(873,277)	(886,934)
			(743,865)	(760,578)	(777,291)	(794,005)	(810,718)	(827,431)	(844,144)
			(682,737)	(702,507)	(722,276)	(742,046)	(761,815)	(781,585)	(801,355)
			(621,609)	(644,440)	(667,271)	(690,102)	(712,933)	(735,764)	(758,595)
			(561,091)	(586,741)	(612,392)	(638,042)	(664,011)	(689,893)	(715,776)
			(500,459)	(529,042)	(557,729)	(586,416)	(615,109)	(644,047)	(672,986)
			(440,556)	(471,643)	(503,067)	(534,791)	(566,515)	(598,238)	(630,197)
			(381,292)	(414,958)	(448,878)	(483,200)	(517,926)	(552,686)	(587,447)
		(322,431)	(358,764)	(395,308)	(432,150)	(469,398)	(507,134)	(544,932)	
		(263,913)	(302,964)	(342,177)	(381,610)	(421,391)	(461,633)	(502,417)	
		(209,841)	(246,001)	(289,354)	(331,472)	(373,838)	(416,599)	(459,904)	
		(159,564)	(198,133)	(236,783)	(281,600)	(326,648)	(371,982)	(417,779)	
		(109,441)	(150,385)	(191,454)	(232,611)	(279,702)	(327,706)	(376,081)	
		(59,387)	(102,780)	(146,230)	(189,801)	(233,485)	(283,661)	(334,661)	
		(9,424)	(55,245)	(101,129)	(147,085)	(193,177)	(239,404)	(293,476)	
		40,478	(7,780)	(56,099)	(104,490)	(152,956)	(201,580)	(250,377)	
		90,310	39,620	(11,132)	(61,950)	(112,862)	(163,873)	(215,049)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(511,099)							
			(440,556)	(471,643)	(503,067)	(534,791)	(566,515)	(598,238)	(630,197)
		10,000	(440,556)	(463,140)	(485,944)	(509,012)	(532,142)	(555,273)	(578,404)
		20,000	(440,556)	(454,652)	(468,868)	(483,233)	(497,770)	(512,308)	(526,846)
		30,000	(440,556)	(446,191)	(451,862)	(457,590)	(463,420)	(469,343)	(475,288)
		40,000	(440,556)	(437,730)	(434,903)	(432,082)	(429,307)	(426,532)	(423,802)
		50,000	(440,556)	(429,268)	(417,981)	(406,693)	(395,405)	(384,117)	(372,829)
		60,000	(440,556)	(420,831)	(401,116)	(381,401)	(361,687)	(341,973)	(322,310)
		70,000	(440,556)	(412,409)	(384,272)	(356,188)	(328,125)	(300,107)	(272,120)
		80,000	(440,556)	(403,987)	(367,480)	(331,033)	(294,694)	(258,408)	(224,164)
		90,000	(440,556)	(395,565)	(350,710)	(305,981)	(261,367)	(219,561)	(181,146)
	100,000	(440,556)	(387,157)	(333,969)	(280,961)	(229,302)	(183,719)	(138,274)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Appraisal Ref: **San15** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **150**  
 Notes: Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				150 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64		£ psm	
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	27.0	12.4%	1.9	19%	28.9
3 bed House		40.0%	54.0	26.8%	4.0	39%	58.0
4 bed House		20.0%	27.0	20.0%	3.0	20%	30.0
5 bed House		5.0%	6.8	5.9%	0.9	5%	7.6
1 bed Flat		10.0%	13.5	22.5%	3.4	11%	16.9
2 bed Flat		5.0%	6.8	12.4%	1.9	6%	8.6
Total number of units		100.0%	135.0	100.0%	15.0	100%	150.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>		<b>AH units GIA (sqft)</b>		<b>Total GIA (all units) (sqft)</b>	
1 bed House		0	0	0	0	0	0
2 bed House		2,133	22,959	147	1,582	2,280	24,541
3 bed House		5,400	58,125	402	4,327	5,802	62,452
4 bed House		3,456	37,200	384	4,133	3,840	41,333
5 bed House		1,080	11,625	142	1,524	1,222	13,149
1 bed Flat		794	8,548	199	2,137	993	10,685
2 bed Flat		556	5,983	153	1,649	709	7,632
		13,419	144,441	1,426	15,352	14,845	159,793
AH % by floor area:				9.61% AH % by floor area (difference due to mix)			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House		150,000	2,419	225		0	
2 bed House		190,000	2,405	223		5,483,400	
3 bed House		240,000	2,400	223		13,924,800	
4 bed House		300,000	2,344	218		9,000,000	
5 bed House		355,000	2,219	206		2,710,425	
1 bed Flat		135,000	2,700	251		2,278,125	
2 bed Flat		150,000	2,143	199		1,291,500	
						34,688,250	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House		90,000	60%	75,000	50%	105,000	70%
2 bed House		114,000	60%	95,000	50%	133,000	70%
3 bed House		144,000	60%	120,000	50%	168,000	70%
4 bed House		180,000	60%	150,000	50%	210,000	70%
5 bed House		213,000	60%	177,500	50%	248,500	70%
1 bed Flat		81,000	60%	67,500	50%	94,500	70%
2 bed Flat		90,000	60%	75,000	50%	105,000	70%
* capped @£250K							

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	27.0	@	190,000	5,130,000
3 bed House	54.0	@	240,000	12,960,000
4 bed House	27.0	@	300,000	8,100,000
5 bed House	6.8	@	355,000	2,396,250
1 bed Flat	13.5	@	135,000	1,822,500
2 bed Flat	6.8	@	150,000	1,012,500
	135.0			31,421,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	1.4	@	114,000	159,030
3 bed House	3.0	@	144,000	434,160
4 bed House	2.3	@	180,000	405,000
5 bed House	0.7	@	213,000	141,379
1 bed Flat	2.5	@	81,000	205,031
2 bed Flat	1.4	@	90,000	125,550
	11.3			1,470,150
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.5	@	133,000	61,845
3 bed House	1.0	@	168,000	168,840
4 bed House	0.8	@	210,000	157,500
5 bed House	0.2	@	248,500	54,981
1 bed Flat	0.8	@	94,500	79,734
2 bed Flat	0.5	@	105,000	48,825
	3.8			571,725
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	15.0		-
<b>Sub-total GDV Residential</b>				<b>33,463,125</b>
<b>AH on-site cost analysis:</b>				
			<b>83 £ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH) 1,225,125</b>
				<b>8,168 £ per unit (total units)</b>
<b>Grant</b>				
		15	AH units @ <b>0</b> per unit	-
<b>Total GDV</b>				<b>33,463,125</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(36,659)
Planning Application Professional Fees, Surveys and reports						(110,000)
CIL		13,419 sqm (Market only)		20.64 £ psm		(276,968)
	<b>CIL analysis:</b>	<b>0.83% % of GDV</b>		<b>1,846 £ per unit (total units)</b>		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	150 units @		9,633 per unit		(1,444,950)
	Sub-total				(1,444,950)	
	<b>S106 analysis:</b>	<b>385,320 £ per ha</b>	<b>4.32% % of GDV</b>	<b>9,633 £ per unit (total units)</b>		
AH Commuted Sum		14,845 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		3.75 ha @		123,000 £ per ha (if brownfield)		(461,250)
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	150 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>		
1 bed House		- sqm @		1,211 psm		-
2 bed House		2,280 sqm @		1,211 psm		(2,761,007)
3 bed House		5,802 sqm @		1,211 psm		(7,026,222)
4 bed House		3,840 sqm @		1,211 psm		(4,650,240)
5 bed House		1,222 sqm @		1,211 psm		(1,479,358)
1 bed Flat		993 sqm @		1,410 psm		(1,399,632)
2 bed Flat		709 sqm @		1,410 psm		(999,773)
Garages for 3 bed House (OMS only)	54 units @		50% @	11,754 £ per garage		(317,358)
Garages for 4 bed House (OMS only)	27 units @		75% @	11,754 £ per garage		(238,019)
Garages for 5 bed House (OMS only)	7 units @		120% @	11,754 £ per garage		(95,207)
External works		18,966,816 @		15.0%		(2,845,022)
	<b>Ext. Works analysis:</b>			<b>18,967 £ per unit (total units)</b>		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		150 units @		287 £ per unit		(43,050)
M4(2) Category 2 Housing	Aff units	15 units @	100% @	521 £ per unit		(7,815)
M4(2) Category 2 Housing	OMS units	135 units @	100% @	521 £ per unit		(70,335)
M4(3) Category 3 Housing	Aff units	15 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	135 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		150 units @		4,449 £ per unit		(667,350)
Renewable Energy		150 units @		0 £ per unit		-
EV Charging Points - Houses		125 units @		0 £ per unit		-
EV Charging Points - Flats		25 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		150 units @		0 £ per unit		-
	Sub-total				(788,550)	
	<b>Policy Costs analysis: (design costs only)</b>			<b>5,257 £ per unit (total units)</b>		
Contingency (on construction)		23,061,639 @		5.0%		(1,153,082)

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	23,061,639	@	<b>6.5%</b>		(1,499,007)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	31,421,250	OMS @	<b>3.00%</b>	6,284 £ per unit	(942,638)
Residential Sales Agent Costs	31,421,250	OMS @	<b>1.00%</b>	2,095 £ per unit	(314,213)
Residential Sales Legal Costs	31,421,250	OMS @	<b>0.25%</b>	524 £ per unit	(78,553)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,969 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b>	APR	0.565% pcm	(201,948)
<b>Developers Profit -</b>					
Profit on OMS	31,421,250		<b>20.00%</b>		(6,284,250)
Margin on AH	2,041,875		<b>6.00%</b>	on AH values	(122,513)
<b>Profit analysis:</b>	<b>33,463,125</b>			<b>19.15% blended GDV</b>	<b>(6,406,763)</b>
	<b>29,229,655</b>			<b>21.92% on costs</b>	<b>(6,406,763)</b>
<b>TOTAL COSTS</b>					<b>(35,636,418)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(2,173,293)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	<b>1.0%</b>		-
Acquisition Legal fees	-	@	<b>0.5%</b>		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(2,173,293)</b>
<b>RLV analysis:</b>	<b>(14,489) £ per plot</b>			<b>(579,545) £ per ha (net)</b>	<b>(234,539) £ per acre (net)</b>
				<b>(579,545) £ per ha (gross)</b>	<b>(234,539) £ per acre (gross)</b>
					<b>-6.49% % RLV / GDV</b>

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b>	dph (net)		
Site Area (net)		3.75	ha (net)	9.27	acres (net)
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		3.75	ha (gross)	9.27	acres (gross)
<b>Density analysis:</b>		<b>3,959</b>	sqm/ha (net)	<b>17,245</b>	sqft/ac (net)
		<b>40</b>	dph (gross)		
Benchmark Land Value (net)	15,606 £ per plot	624,236	£ per ha (net)	<b>252,625</b>	£ per acre (net)
<b>BLV analysis:</b>		<b>624,236</b>	£ per ha (gross)	<b>252,625</b>	£ per acre (gross)

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,203,781)</b>	£ per ha (net)	<b>(487,164)</b>	£ per acre (net)
					<b>(4,514,179)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	(487,164)							
	0.00	(383,481)	(415,767)	(448,277)	(481,077)	(514,305)	(548,226)	(583,237)
	10.00	(399,991)	(431,532)	(463,279)	(495,361)	(527,913)	(561,202)	(595,579)
	20.00	(416,544)	(447,310)	(478,336)	(509,695)	(541,572)	(574,253)	(607,922)
	30.00	(433,098)	(463,135)	(493,418)	(524,076)	(555,289)	(587,385)	(620,264)
	40.00	(449,707)	(478,976)	(508,533)	(538,505)	(569,073)	(600,606)	(632,607)
	50.00	(466,326)	(494,869)	(523,709)	(552,989)	(582,931)	(613,830)	(644,949)
	60.00	(482,993)	(510,797)	(538,928)	(567,536)	(596,874)	(627,055)	(657,292)
	70.00	(499,691)	(526,762)	(554,200)	(582,155)	(610,923)	(640,279)	(669,662)
	80.00	(516,421)	(542,782)	(569,532)	(596,855)	(625,029)	(653,503)	(682,074)
	90.00	(533,214)	(558,861)	(584,934)	(611,642)	(639,134)	(666,727)	(694,486)
	100.00	(550,050)	(574,998)	(600,414)	(626,529)	(653,240)	(679,951)	(706,899)
	110.00	(566,939)	(591,203)	(615,981)	(641,516)	(667,346)	(693,216)	(719,311)
	120.00	(583,889)	(607,484)	(631,644)	(656,504)	(681,451)	(706,515)	(731,723)
	130.00	(600,911)	(623,850)	(647,425)	(671,491)	(695,557)	(719,813)	(744,136)
	140.00	(618,013)	(640,312)	(663,294)	(686,478)	(709,677)	(733,112)	(756,606)
	150.00	(635,207)	(656,901)	(679,163)	(701,465)	(723,862)	(746,411)	(769,089)
	160.00	(652,501)	(673,610)	(695,031)	(716,453)	(738,048)	(759,710)	(781,571)
	170.00	(669,905)	(690,361)	(710,900)	(731,457)	(752,233)	(773,015)	(794,053)
	180.00	(687,453)	(707,111)	(726,769)	(746,529)	(766,419)	(786,389)	(806,536)
190.00	(705,085)	(723,862)	(742,638)	(761,601)	(780,604)	(799,763)	(819,018)	
200.00	(722,717)	(740,612)	(758,557)	(776,673)	(794,789)	(813,137)	(831,744)	
210.00	(740,349)	(757,363)	(774,516)	(791,745)	(809,039)	(826,511)	(844,511)	
220.00	(757,981)	(774,132)	(790,475)	(806,817)	(823,304)	(839,885)	(857,278)	
230.00	(775,614)	(790,977)	(806,433)	(821,889)	(837,570)	(853,289)	(870,045)	
240.00	(793,253)	(807,822)	(822,392)	(837,038)	(851,835)	(866,967)	(882,812)	
250.00	(810,984)	(824,667)	(838,351)	(852,195)	(866,101)	(880,647)	(895,580)	

**TABLE 2**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	(487,164)							
	-	(258,080)	(288,323)	(318,648)	(349,085)	(379,669)	(410,483)	(441,597)
	1,000	(274,577)	(304,835)	(335,200)	(365,700)	(396,372)	(427,739)	(458,542)
	2,000	(291,083)	(321,387)	(351,800)	(382,354)	(413,095)	(444,118)	(475,553)
	3,000	(307,588)	(337,939)	(368,401)	(399,023)	(429,864)	(461,014)	(492,640)
	4,000	(324,126)	(354,514)	(385,039)	(415,732)	(446,678)	(477,974)	(509,814)
	5,000	(340,678)	(371,115)	(401,692)	(432,476)	(463,534)	(494,999)	(527,099)
	6,000	(357,229)	(387,724)	(418,383)	(449,246)	(480,441)	(512,100)	(544,502)
	7,000	(373,829)	(404,377)	(435,092)	(466,077)	(497,409)	(529,290)	(562,045)
	8,000	(390,430)	(421,034)	(451,856)	(482,950)	(514,446)	(546,589)	(579,745)
	9,000	(407,062)	(437,743)	(468,646)	(499,873)	(531,564)	(563,998)	(597,483)
	10,000	(423,715)	(454,468)	(485,476)	(516,855)	(548,772)	(581,551)	(615,222)
	11,000	(440,394)	(471,236)	(502,367)	(533,906)	(566,078)	(599,253)	(632,960)
	12,000	(457,103)	(488,045)	(519,306)	(551,035)	(583,495)	(616,992)	(650,699)
	13,000	(473,848)	(504,887)	(536,302)	(568,253)	(601,057)	(634,730)	(668,458)
14,000	(490,616)	(521,783)	(553,366)	(585,568)	(618,761)	(652,469)	(686,297)	

**TABLE 3**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	(487,164)							
	15.0%	(231,245)	(269,354)	(309,753)	(350,485)	(391,739)	(433,801)	(476,842)
	17.5%	(323,411)	(358,837)	(394,526)	(430,548)	(467,093)	(504,446)	(542,777)
	20.0%	(417,604)	(448,320)	(479,299)	(510,612)	(542,447)	(575,090)	(608,712)
	22.5%	(511,796)	(537,803)	(564,073)	(590,676)	(617,801)	(645,735)	(674,647)
	25.0%	(605,989)	(627,286)	(648,846)	(670,740)	(693,155)	(716,379)	(740,582)
27.5%	(700,181)	(716,769)	(733,619)	(750,803)	(768,509)	(787,024)	(806,516)	

**TABLE 4**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 252,625	(487,164)							
	100,000	(264,979)	(295,695)	(326,674)	(357,987)	(389,822)	(422,465)	(456,087)
	150,000	(314,979)	(345,695)	(376,674)	(407,987)	(439,822)	(472,465)	(506,087)
	200,000	(364,979)	(395,695)	(426,674)	(457,987)	(489,822)	(522,465)	(556,087)
	250,000	(414,979)	(445,695)	(476,674)	(507,987)	(539,822)	(572,465)	(606,087)
	300,000	(464,979)	(495,695)	(526,674)	(557,987)	(589,822)	(622,465)	(656,087)
	350,000	(514,979)	(545,695)	(576,674)	(607,987)	(639,822)	(672,465)	(706,087)
	400,000	(564,979)	(595,695)	(626,674)	(657,987)	(689,822)	(722,465)	(756,087)
	450,000	(614,979)	(645,695)	(676,674)	(707,987)	(739,822)	(772,465)	(806,087)
	500,000	(664,979)	(695,695)	(726,674)	(757,987)	(789,822)	(822,465)	(856,087)
	550,000	(714,979)	(745,695)	(776,674)	(807,987)	(839,822)	(872,465)	(906,087)
	600,000	(764,979)	(795,695)	(826,674)	(857,987)	(889,822)	(922,465)	(956,087)
	650,000	(814,979)	(845,695)	(876,674)	(907,987)	(939,822)	(972,465)	(1,006,087)
	700,000	(864,979)	(895,695)	(926,674)	(957,987)	(989,822)	(1,022,465)	(1,056,087)
	750,000	(914,979)	(945,695)	(976,674)	(1,007,987)	(1,039,822)	(1,072,465)	(1,106,087)
	800,000	(964,979)	(995,695)	(1,026,674)	(1,057,987)	(1,089,822)	(1,122,465)	(1,156,087)
	850,000	(1,014,979)	(1,045,695)	(1,076,674)	(1,107,987)	(1,139,822)	(1,172,465)	(1,206,087)

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Scheme Typology: **Medium Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(487,164)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		274,975	248,551	222,108	195,665	169,221	142,778	116,334
	75%		164,286	137,958	111,604	85,243	58,882	32,522	6,142
	80%		53,423	27,157	870	(25,417)	(51,713)	(78,051)	(104,389)
	85%		(57,709)	(83,931)	(110,154)	(136,436)	(162,721)	(189,073)	(215,466)
	90%		(169,191)	(195,424)	(221,677)	(247,991)	(279,085)	(309,691)	(340,435)
	95%		(287,031)	(317,436)	(347,951)	(378,609)	(409,442)	(440,547)	(472,045)
	100%		(417,604)	(448,320)	(479,299)	(510,612)	(542,447)	(575,090)	(608,712)
	105%		(550,036)	(581,625)	(613,885)	(647,122)	(680,683)	(714,405)	(748,287)
	110%		(686,407)	(719,823)	(753,259)	(786,983)	(820,838)	(854,965)	(890,512)
	115%		(826,571)	(860,149)	(893,978)	(928,203)	(963,600)	(998,996)	(1,034,392)
	120%		(967,709)	(1,002,046)	(1,037,291)	(1,072,536)	(1,107,782)	(1,143,027)	(1,178,272)
	125%		(1,111,586)	(1,146,680)	(1,181,775)	(1,216,869)	(1,251,963)	(1,287,058)	(1,322,152)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(487,164)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(334,890)	(365,296)	(395,841)	(426,560)	(457,560)	(488,952)	(520,935)
	1,000		(353,427)	(383,891)	(414,513)	(445,351)	(476,492)	(508,093)	(540,403)
	2,000		(371,999)	(402,534)	(433,236)	(464,195)	(495,499)	(527,341)	(560,042)
	3,000		(390,595)	(421,191)	(452,010)	(483,099)	(514,590)	(546,729)	(579,886)
	4,000		(409,226)	(439,914)	(470,829)	(502,073)	(533,791)	(566,257)	(599,780)
	5,000		(427,884)	(458,668)	(489,705)	(521,127)	(553,105)	(585,977)	(619,673)
	6,000		(446,591)	(477,464)	(508,647)	(540,273)	(572,543)	(605,860)	(639,567)
	7,000		(465,326)	(496,328)	(527,665)	(559,519)	(592,152)	(625,753)	(659,461)
	8,000		(484,118)	(515,251)	(546,768)	(578,887)	(611,940)	(645,647)	(679,437)
	9,000		(502,962)	(534,239)	(565,969)	(598,398)	(631,833)	(665,541)	(699,443)
	10,000		(521,858)	(553,303)	(585,276)	(618,065)	(651,727)	(685,434)	(719,449)
	11,000		(540,814)	(572,452)	(604,700)	(637,913)	(671,621)	(705,437)	(739,455)
	12,000		(559,840)	(591,696)	(624,269)	(657,807)	(691,514)	(725,444)	(759,536)
	13,000		(578,948)	(611,047)	(644,000)	(677,701)	(711,432)	(745,450)	(779,656)
	14,000		(598,146)	(630,538)	(663,887)	(697,594)	(731,438)	(765,456)	(799,775)
	15,000		(617,447)	(650,164)	(683,781)	(717,488)	(751,444)	(785,538)	(819,894)
	16,000		(636,858)	(669,967)	(703,674)	(737,433)	(771,450)	(805,658)	(840,451)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(487,164)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,045,873)	(1,048,812)	(1,051,750)	(1,054,688)	(1,057,627)	(1,060,565)	(1,063,503)
	82%		(980,051)	(986,281)	(992,510)	(998,740)	(1,004,969)	(1,011,199)	(1,017,428)
	84%		(914,230)	(923,750)	(933,271)	(942,792)	(952,312)	(961,833)	(971,353)
	86%		(849,602)	(861,551)	(874,032)	(886,843)	(899,655)	(912,466)	(925,278)
	88%		(785,795)	(800,738)	(815,886)	(831,036)	(846,997)	(863,100)	(879,203)
	90%		(722,301)	(740,332)	(758,454)	(776,622)	(794,973)	(813,734)	(833,128)
	92%		(659,134)	(680,208)	(701,282)	(722,529)	(743,830)	(765,312)	(787,053)
	94%		(596,945)	(620,355)	(644,432)	(668,665)	(692,962)	(717,442)	(742,052)
	96%		(536,330)	(561,981)	(588,115)	(614,973)	(642,364)	(669,754)	(697,413)
	98%		(476,659)	(504,787)	(533,246)	(562,189)	(591,677)	(621,799)	(652,928)
	100%		(417,604)	(448,320)	(479,299)	(510,612)	(542,447)	(575,090)	(608,712)
	102%		(358,946)	(392,351)	(425,955)	(459,802)	(494,032)	(528,830)	(564,554)
	104%		(300,598)	(336,736)	(373,018)	(409,494)	(446,257)	(483,458)	(521,309)
	106%		(242,697)	(281,349)	(320,367)	(359,549)	(398,936)	(438,663)	(478,889)
	108%		(192,550)	(228,593)	(267,924)	(309,840)	(351,941)	(394,282)	(437,021)
	110%		(142,515)	(180,979)	(219,512)	(260,323)	(305,155)	(350,193)	(395,532)
	112%		(92,559)	(133,465)	(174,418)	(215,454)	(258,545)	(306,311)	(354,309)
	114%		(42,693)	(86,020)	(129,413)	(172,866)	(216,420)	(262,591)	(313,309)
	116%		7,119	(38,647)	(84,467)	(130,358)	(176,325)	(222,408)	(272,460)
	118%		56,886	8,667	(39,588)	(87,901)	(136,301)	(184,793)	(233,419)
	120%		106,609	55,946	5,239	(45,515)	(96,322)	(147,241)	(198,270)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(487,164)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(417,604)	(448,320)	(479,299)	(510,612)	(542,447)	(575,090)	(608,712)
	10,000		(417,604)	(439,954)	(462,447)	(485,165)	(508,154)	(531,551)	(555,563)
	20,000		(417,604)	(431,587)	(445,655)	(459,832)	(474,142)	(488,649)	(503,405)
	30,000		(417,604)	(423,220)	(428,888)	(434,601)	(440,365)	(446,201)	(452,128)
	40,000		(417,604)	(414,870)	(412,155)	(409,457)	(406,758)	(404,096)	(401,437)
	50,000		(417,604)	(406,531)	(395,459)	(384,387)	(373,315)	(362,243)	(351,171)
	60,000		(417,604)	(398,193)	(378,782)	(359,375)	(339,987)	(320,599)	(301,211)
	70,000		(417,604)	(389,854)	(362,138)	(334,437)	(306,756)	(279,104)	(250,484)
	80,000		(417,604)	(381,526)	(345,513)	(309,543)	(273,604)	(238,614)	(207,612)
	90,000		(417,604)	(373,214)	(328,907)	(284,679)	(241,042)	(202,923)	(164,854)
	100,000		(417,604)	(364,901)	(312,331)	(259,881)	(212,494)	(167,304)	(122,188)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **San16** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **225** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				225 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64		£ psm	
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	40.5	12.4%	2.8	19%	43.3
3 bed House		40.0%	81.0	26.8%	6.0	39%	87.0
4 bed House		20.0%	40.5	20.0%	4.5	20%	45.0
5 bed House		5.0%	10.1	5.9%	1.3	5%	11.5
1 bed Flat		10.0%	20.3	22.5%	5.1	11%	25.3
2 bed Flat		5.0%	10.1	12.4%	2.8	6%	12.9
Total number of units		100.0%	202.5	100.0%	22.5	100%	225.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		0	0	0	0	0	0
2 bed House		3,200	34,439	220	2,372	3,420	36,812
3 bed House		8,100	87,188	603	6,491	8,703	93,678
4 bed House		5,184	55,800	576	6,200	5,760	62,000
5 bed House		1,620	17,438	212	2,286	1,832	19,724
1 bed Flat		1,191	12,822	298	3,205	1,489	16,027
2 bed Flat		834	8,975	230	2,473	1,064	11,448
		20,129	216,661	2,139	23,028	22,268	239,689
<b>AH % by floor area:</b>				<b>9.61% AH % by floor area (difference due to mix)</b>			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House		150,000	2,419	225		0	
2 bed House		190,000	2,405	223		8,225,100	
3 bed House		240,000	2,400	223		20,887,200	
4 bed House		300,000	2,344	218		13,500,000	
5 bed House		355,000	2,219	206		4,065,638	
1 bed Flat		135,000	2,700	251		3,417,188	
2 bed Flat		150,000	2,143	199		1,937,250	
						52,032,375	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House		90,000	60%	75,000	50%	105,000	70%
2 bed House		114,000	60%	95,000	50%	133,000	70%
3 bed House		144,000	60%	120,000	50%	168,000	70%
4 bed House		180,000	60%	150,000	50%	210,000	70%
5 bed House		213,000	60%	177,500	50%	248,500	70%
1 bed Flat		81,000	60%	67,500	50%	94,500	70%
2 bed Flat		90,000	60%	75,000	50%	105,000	70%
						* capped @£250K	

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	40.5	@	190,000	7,695,000
3 bed House	81.0	@	240,000	19,440,000
4 bed House	40.5	@	300,000	12,150,000
5 bed House	10.1	@	355,000	3,594,375
1 bed Flat	20.3	@	135,000	2,733,750
2 bed Flat	10.1	@	150,000	1,518,750
	202.5			47,131,875
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	2.1	@	114,000	238,545
3 bed House	4.5	@	144,000	651,240
4 bed House	3.4	@	180,000	607,500
5 bed House	1.0	@	213,000	212,068
1 bed Flat	3.8	@	81,000	307,547
2 bed Flat	2.1	@	90,000	188,325
	16.9			2,205,225
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.7	@	133,000	92,768
3 bed House	1.5	@	168,000	253,260
4 bed House	1.1	@	210,000	236,250
5 bed House	0.3	@	248,500	82,471
1 bed Flat	1.3	@	94,500	119,602
2 bed Flat	0.7	@	105,000	73,238
	5.6			857,588
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	22.5		-
<b>Sub-total GDV Residential</b>				
	225			50,194,688
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,837,688</b>
		83 £ psm (total GIA sqm)	8,168 £ per unit (total units)	
<b>Grant</b>	23	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>50,194,688</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(47,009)
Planning Application Professional Fees, Surveys and reports						(140,000)
CIL						(415,452)
		20,129 sqm (Market only)		20.64 £ psm		
		0.83% % of GDV		1,846 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	225 units @		9,633 per unit		(2,167,425)
	Sub-total					(2,167,425)
		385,320 £ per ha	4.32% % of GDV	9,633 £ per unit (total units)		
<b>S106 analysis:</b>						
AH Commuted Sum						-
		22,268 sqm (total)		0 £ psm		
<b>Comm. Sum analysis:</b>						
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(691,875)
		5.63 ha @		123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	225 units @		0 per unit		-
	Sub-total					-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
1 bed House		- sqm @		1,211 psm		-
2 bed House		3,420 sqm @		1,211 psm		(4,141,511)
3 bed House		8,703 sqm @		1,211 psm		(10,539,333)
4 bed House		5,760 sqm @		1,211 psm		(6,975,360)
5 bed House		1,832 sqm @		1,211 psm		(2,219,036)
1 bed Flat		1,489 sqm @		1,410 psm		(2,099,449)
2 bed Flat		1,064 sqm @		1,410 psm		(1,499,659)
Garages for 3 bed House	(OMS only)	81 units @	50% @	11,754 £ per garage		(476,037)
Garages for 4 bed House	(OMS only)	41 units @	75% @	11,754 £ per garage		(357,028)
Garages for 5 bed House	(OMS only)	10 units @	120% @	11,754 £ per garage		(142,811)
External works						(4,267,534)
		28,450,224 @		15.0%		
				18,967 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(64,575)
		225 units @		287 £ per unit		
M4(2) Category 2 Housing	Aff units	23 units @	100% @	521 £ per unit		(11,723)
M4(2) Category 2 Housing	OMS units	203 units @	100% @	521 £ per unit		(105,503)
M4(3) Category 3 Housing	Aff units	23 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	203 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		225 units @		4,449 £ per unit		(1,001,025)
Renewable Energy		225 units @		0 £ per unit		-
EV Charging Points - Houses		187 units @		0 £ per unit		-
EV Charging Points - Flats		38 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		225 units @		0 £ per unit		-
	Sub-total					(1,182,825)
				5,257 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						(1,729,623)
		34,592,458 @		5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	34,592,458 @		<b>6.5%</b>		(2,248,510)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	47,131,875 OMS @		<b>3.00%</b>	6,284 £ per unit	(1,413,956)
Residential Sales Agent Costs	47,131,875 OMS @		<b>1.00%</b>	2,095 £ per unit	(471,319)
Residential Sales Legal Costs	47,131,875 OMS @		<b>0.25%</b>	524 £ per unit	(117,830)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,947 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(295,894)
<b>Developers Profit -</b>					
Profit on OMS	47,131,875		<b>20.00%</b>		(9,426,375)
Margin on AH	3,062,813		<b>6.00%</b> on AH values		(183,769)
<b>Profit analysis:</b>		<b>50,194,688</b>		<b>19.15% blended GDV</b>	<b>(9,610,144)</b>
		<b>43,749,475</b>		<b>21.97% on costs</b>	<b>(9,610,144)</b>
<b>TOTAL COSTS</b>					<b>(53,359,619)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(3,164,931)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(3,164,931)</b>
<b>RLV analysis:</b>	<b>(14,066) £ per plot</b>	<b>(562,654) £ per ha (net)</b>	<b>(227,703) £ per acre (net)</b>		
		<b>(562,654) £ per ha (gross)</b>	<b>(227,703) £ per acre (gross)</b>		
			<b>-6.31% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		5.63 ha (gross)		13.90 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,245 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	15,606 £ per plot	624,236 £ per ha (net)	<b>252,625</b> £ per acre (net)		<b>3,511,330</b>
<b>BLV analysis:</b>		<b>624,236 £ per ha (gross)</b>	<b>252,625 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,186,891) £ per ha (net)</b>	<b>(480,328) £ per acre (net)</b>		<b>(6,676,261)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(480,328)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(384,474)	(416,768)	(449,296)	(482,115)	(515,372)	(549,324)	(584,377)
	10.00		(400,991)	(432,542)	(464,308)	(496,409)	(528,981)	(562,311)	(596,720)
	20.00		(417,545)	(448,320)	(479,365)	(510,743)	(542,650)	(575,372)	(609,062)
	30.00		(434,108)	(464,154)	(494,456)	(525,134)	(556,377)	(588,523)	(621,405)
	40.00		(450,717)	(480,005)	(509,580)	(539,573)	(570,171)	(601,747)	(633,747)
	50.00		(467,345)	(495,898)	(524,757)	(554,067)	(584,040)	(614,971)	(646,090)
	60.00		(484,013)	(511,835)	(539,986)	(568,624)	(598,004)	(628,195)	(658,432)
	70.00		(500,720)	(527,810)	(555,288)	(583,254)	(612,063)	(641,419)	(670,812)
	80.00		(517,458)	(543,830)	(570,610)	(597,963)	(626,169)	(654,643)	(683,224)
	90.00		(534,253)	(559,919)	(586,022)	(612,761)	(640,275)	(667,867)	(695,636)
	100.00		(551,098)	(576,066)	(601,513)	(627,669)	(654,380)	(681,091)	(708,049)
	110.00		(567,997)	(592,281)	(617,090)	(642,657)	(668,486)	(694,366)	(720,461)
	120.00		(584,957)	(608,572)	(632,763)	(657,644)	(682,592)	(707,664)	(732,873)
	130.00		(601,989)	(624,949)	(648,565)	(672,631)	(696,697)	(720,963)	(745,285)
	140.00		(619,101)	(641,431)	(664,434)	(687,618)	(710,827)	(734,262)	(757,764)
	150.00		(636,305)	(658,031)	(680,303)	(702,606)	(725,012)	(747,561)	(770,247)
	160.00		(653,609)	(674,750)	(696,172)	(717,593)	(739,197)	(760,860)	(782,729)
	170.00		(671,027)	(691,501)	(712,041)	(732,607)	(753,383)	(774,173)	(795,212)
	180.00		(688,593)	(708,251)	(727,910)	(747,679)	(767,568)	(787,547)	(807,694)
	190.00		(706,225)	(725,002)	(743,778)	(762,751)	(781,754)	(800,921)	(820,179)
200.00		(723,858)	(741,752)	(759,707)	(777,823)	(795,939)	(814,295)	(832,931)	
210.00		(741,490)	(758,503)	(775,666)	(792,895)	(810,197)	(827,669)	(845,698)	
220.00		(759,122)	(775,282)	(791,624)	(807,967)	(824,462)	(841,043)	(858,465)	
230.00		(776,754)	(792,127)	(807,583)	(823,039)	(838,728)	(854,475)	(871,232)	
240.00		(794,402)	(808,972)	(823,542)	(838,196)	(852,994)	(868,155)	(883,999)	
250.00		(812,134)	(825,817)	(839,500)	(853,353)	(867,259)	(881,834)	(896,767)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(480,328)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(259,057)	(289,305)	(319,634)	(350,078)	(380,673)	(411,503)	(442,636)
	1,000		(275,558)	(305,822)	(336,192)	(366,701)	(397,382)	(428,308)	(459,590)
	2,000		(292,064)	(322,373)	(352,793)	(383,355)	(414,115)	(445,156)	(476,611)
	3,000		(308,569)	(338,925)	(369,394)	(400,033)	(430,883)	(462,057)	(493,708)
	4,000		(325,112)	(355,507)	(386,039)	(416,742)	(447,707)	(479,022)	(510,897)
	5,000		(341,664)	(372,108)	(402,693)	(433,495)	(464,572)	(496,057)	(528,197)
	6,000		(358,221)	(388,724)	(419,393)	(450,275)	(481,489)	(513,171)	(545,610)
	7,000		(374,822)	(405,378)	(436,107)	(467,106)	(498,466)	(530,378)	(563,174)
	8,000		(391,423)	(422,044)	(452,875)	(483,989)	(515,514)	(547,687)	(580,885)
	9,000		(408,063)	(438,753)	(469,674)	(500,921)	(532,642)	(565,107)	(598,624)
	10,000		(424,716)	(455,487)	(486,509)	(517,913)	(549,859)	(582,680)	(616,362)
	11,000		(441,404)	(472,256)	(503,405)	(534,974)	(567,177)	(600,393)	(634,101)
	12,000		(458,113)	(489,073)	(520,354)	(552,113)	(584,607)	(618,132)	(651,839)
	13,000		(474,868)	(505,925)	(537,360)	(569,341)	(602,186)	(635,870)	(669,608)
	14,000		(491,642)	(522,822)	(554,434)	(586,666)	(619,902)	(653,609)	(687,447)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(480,328)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(232,488)	(270,367)	(310,781)	(351,533)	(392,816)	(434,920)	(477,982)
	17.5%		(324,412)	(359,850)	(395,555)	(431,597)	(468,171)	(505,565)	(543,917)
	20.0%		(418,604)	(449,333)	(480,328)	(511,660)	(543,525)	(576,209)	(609,852)
	22.5%		(512,797)	(538,816)	(565,102)	(591,724)	(618,879)	(646,854)	(675,787)
	25.0%		(606,990)	(628,299)	(649,875)	(671,788)	(694,233)	(717,498)	(741,722)
	27.5%		(701,182)	(717,782)	(734,648)	(751,852)	(769,587)	(788,143)	(807,657)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(480,328)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 252,625	100,000		(265,979)	(296,708)	(327,703)	(359,035)	(390,900)	(423,584)	(457,227)
	150,000		(315,979)	(346,708)	(377,703)	(409,035)	(440,900)	(473,584)	(507,227)
	200,000		(365,979)	(396,708)	(427,703)	(459,035)	(490,900)	(523,584)	(557,227)
	250,000		(415,979)	(446,708)	(477,703)	(509,035)	(540,900)	(573,584)	(607,227)
	300,000		(465,979)	(496,708)	(527,703)	(559,035)	(590,900)	(623,584)	(657,227)
	350,000		(515,979)	(546,708)	(577,703)	(609,035)	(640,900)	(673,584)	(707,227)
	400,000		(565,979)	(596,708)	(627,703)	(659,035)	(690,900)	(723,584)	(757,227)
	450,000		(615,979)	(646,708)	(677,703)	(709,035)	(740,900)	(773,584)	(807,227)
	500,000		(665,979)	(696,708)	(727,703)	(759,035)	(790,900)	(823,584)	(857,227)
	550,000		(715,979)	(746,708)	(777,703)	(809,035)	(840,900)	(873,584)	(907,227)
	600,000		(765,979)	(796,708)	(827,703)	(859,035)	(890,900)	(923,584)	(957,227)
	650,000		(815,979)	(846,708)	(877,703)	(909,035)	(940,900)	(973,584)	(1,007,227)
	700,000		(865,979)	(896,708)	(927,703)	(959,035)	(990,900)	(1,023,584)	(1,057,227)
	750,000		(915,979)	(946,708)	(977,703)	(1,009,035)	(1,040,900)	(1,073,584)	(1,107,227)
	800,000		(965,979)	(996,708)	(1,027,703)	(1,059,035)	(1,090,900)	(1,123,584)	(1,157,227)
	850,000		(1,015,979)	(1,046,708)	(1,077,703)	(1,109,035)	(1,140,900)	(1,173,584)	(1,207,227)

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		(480,328)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(480,328)	273,745	247,325	220,882	194,439	167,995	141,552	115,108
			163,060	136,732	110,381	84,020	57,660	31,299	4,922
			52,200	25,936	(351)	(26,637)	(52,932)	(79,270)	(105,608)
			(58,928)	(85,150)	(111,373)	(137,656)	(163,942)	(190,294)	(216,689)
			(170,411)	(196,644)	(222,900)	(249,214)	(280,066)	(310,678)	(341,436)
			(288,012)	(318,423)	(348,944)	(379,609)	(410,452)	(441,576)	(473,103)
			(418,604)	(449,333)	(480,328)	(511,660)	(543,525)	(576,209)	(609,852)
			(551,084)	(582,703)	(614,993)	(648,262)	(681,823)	(715,554)	(749,445)
			(687,548)	(720,963)	(754,409)	(788,133)	(821,996)	(856,152)	(891,699)
			(827,721)	(861,299)	(895,136)	(929,390)	(964,787)	(1,000,183)	(1,035,579)
			(968,868)	(1,003,233)	(1,038,478)	(1,073,723)	(1,108,969)	(1,144,214)	(1,179,459)
			(1,112,773)	(1,147,868)	(1,182,962)	(1,218,056)	(1,253,151)	(1,288,245)	(1,323,339)

**TABLE 7**

		Affordable Housing - % on site 10%								
		(480,328)	0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(480,328)	0	(335,876)	(366,288)	(396,842)	(427,579)	(458,591)	(490,010)	(522,023)
			1,000	(354,413)	(384,884)	(415,523)	(446,371)	(477,531)	(509,161)	(541,511)
			2,000	(372,992)	(403,534)	(434,246)	(465,224)	(496,547)	(528,222)	(561,172)
			3,000	(391,588)	(422,201)	(453,029)	(484,137)	(515,657)	(547,827)	(581,026)
			4,000	(410,227)	(440,924)	(471,858)	(503,121)	(534,869)	(567,376)	(600,920)
			5,000	(428,885)	(459,687)	(490,744)	(522,185)	(554,193)	(587,107)	(620,814)
			6,000	(447,601)	(478,493)	(509,695)	(541,340)	(573,651)	(607,000)	(640,707)
			7,000	(466,346)	(497,357)	(528,722)	(560,597)	(593,271)	(626,894)	(660,601)
			8,000	(485,137)	(516,290)	(547,836)	(579,985)	(613,080)	(646,787)	(680,587)
			9,000	(503,991)	(535,288)	(567,047)	(599,506)	(632,974)	(666,681)	(700,593)
			10,000	(522,896)	(554,361)	(586,364)	(619,195)	(652,867)	(686,581)	(720,599)
			11,000	(541,862)	(573,520)	(605,798)	(639,054)	(672,761)	(706,587)	(740,605)
			12,000	(560,898)	(592,774)	(625,388)	(658,947)	(692,655)	(726,593)	(760,695)
			13,000	(580,016)	(612,143)	(645,134)	(678,841)	(712,582)	(746,600)	(780,814)
			14,000	(599,224)	(631,646)	(665,027)	(698,735)	(732,588)	(766,606)	(800,933)
			15,000	(618,534)	(651,283)	(684,921)	(718,628)	(752,594)	(786,697)	(821,065)
			16,000	(637,957)	(671,107)	(704,815)	(738,582)	(772,600)	(806,816)	(841,638)

**TABLE 8**

		Affordable Housing - % on site 10%								
		(480,328)	0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(480,328)	80%	(1,047,060)	(1,049,999)	(1,052,937)	(1,055,875)	(1,058,814)	(1,061,752)	(1,064,691)
			82%	(981,239)	(987,468)	(993,698)	(999,927)	(1,006,156)	(1,012,386)	(1,018,615)
			84%	(915,417)	(924,937)	(934,458)	(943,979)	(953,499)	(963,020)	(972,540)
			86%	(850,760)	(862,710)	(875,219)	(888,030)	(900,842)	(913,653)	(926,465)
			88%	(786,945)	(801,893)	(817,044)	(832,194)	(848,185)	(864,287)	(880,390)
			90%	(723,441)	(741,482)	(759,604)	(777,780)	(796,131)	(814,921)	(834,315)
			92%	(660,274)	(681,348)	(702,422)	(723,679)	(744,980)	(766,470)	(788,240)
			94%	(598,033)	(621,474)	(645,573)	(669,805)	(694,112)	(718,592)	(743,210)
			96%	(537,379)	(563,048)	(589,213)	(616,113)	(643,504)	(670,904)	(698,563)
			98%	(477,679)	(505,826)	(534,303)	(563,277)	(593,007)	(623,520)	(654,069)
			100%	(418,604)	(449,333)	(480,328)	(511,660)	(543,525)	(576,209)	(609,852)
			102%	(359,932)	(393,351)	(426,965)	(460,831)	(495,080)	(529,908)	(565,683)
			104%	(301,579)	(337,722)	(374,011)	(410,504)	(447,286)	(484,506)	(522,393)
		106%	(243,919)	(282,330)	(321,354)	(360,542)	(399,947)	(439,692)	(479,937)	
		108%	(193,771)	(229,816)	(268,905)	(310,827)	(352,934)	(395,293)	(438,050)	
		110%	(143,735)	(182,200)	(220,735)	(261,304)	(306,141)	(351,186)	(396,542)	
		112%	(93,778)	(134,685)	(175,638)	(216,677)	(259,526)	(307,298)	(355,310)	
		114%	(43,912)	(87,239)	(130,632)	(174,087)	(217,643)	(263,572)	(314,295)	
		116%	5,899	(39,867)	(85,687)	(131,577)	(177,545)	(223,631)	(273,441)	
		118%	55,666	7,447	(40,807)	(89,121)	(137,520)	(186,013)	(234,642)	
		120%	105,386	54,726	4,019	(46,735)	(97,541)	(148,461)	(199,491)	

**TABLE 8**

		Affordable Housing - % on site 10%								
		(480,328)	0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(480,328)	-	(418,604)	(449,333)	(480,328)	(511,660)	(543,525)	(576,209)	(609,852)
			10,000	(418,604)	(440,964)	(463,475)	(486,203)	(509,212)	(532,639)	(556,684)
			20,000	(418,604)	(432,597)	(446,675)	(460,861)	(475,180)	(489,707)	(504,483)
			30,000	(418,604)	(424,231)	(429,898)	(435,620)	(441,394)	(447,239)	(453,176)
			40,000	(418,604)	(415,871)	(413,165)	(410,467)	(407,774)	(405,115)	(402,459)
			50,000	(418,604)	(407,532)	(396,460)	(385,388)	(374,316)	(363,244)	(352,172)
			60,000	(418,604)	(399,193)	(379,783)	(360,372)	(340,980)	(321,592)	(302,203)
			70,000	(418,604)	(390,855)	(363,131)	(335,430)	(307,742)	(280,090)	(251,710)
			80,000	(418,604)	(382,519)	(346,506)	(310,530)	(274,590)	(239,840)	(208,835)
			90,000	(418,604)	(374,207)	(329,893)	(285,666)	(242,269)	(204,145)	(166,075)
			100,000	(418,604)	(365,894)	(313,317)	(260,862)	(213,717)	(168,524)	(123,407)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Appraisal Ref: **San17** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **350**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				350 Units					
AH Policy requirement (% Target)				10%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%					
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				20.64		£ psm			
<b>Unit mix -</b>									
	OMS Unit mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
2 bed House	20.0%	63.0		12.4%	4.3	19%	67.3		
3 bed House	40.0%	126.0		26.8%	9.4	39%	135.4		
4 bed House	20.0%	63.0		20.0%	7.0	20%	70.0		
5 bed House	5.0%	15.8		5.9%	2.1	5%	17.8		
1 bed Flat	10.0%	31.5		22.5%	7.9	11%	39.4		
2 bed Flat	5.0%	15.8		12.4%	4.3	6%	20.1		
Total number of units	100.0%	315.0		100.0%	35.0	100%	350.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667				62.0	667		
2 bed House	79.0	850				79.0	850		
3 bed House	100.0	1,076				100.0	1,076		
4 bed House	128.0	1,378				128.0	1,378		
5 bed House	160.0	1,722				160.0	1,722		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	70.0	753		85.0%		82.4	886		
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667				62.0	667		
2 bed House	79.0	850				79.0	850		
3 bed House	100.0	1,076				100.0	1,076		
4 bed House	128.0	1,378				128.0	1,378		
5 bed House	160.0	1,722				160.0	1,722		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	70.0	753		85.0%		82.4	886		
<b>Total Gross Floor areas -</b>									
	OMS Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0		0	0	0	0		
2 bed House	4,977	53,572		343	3,691	5,320	57,262		
3 bed House	12,600	135,625		938	10,097	13,538	145,722		
4 bed House	8,064	86,800		896	9,644	8,960	96,445		
5 bed House	2,520	27,125		330	3,556	2,850	30,681		
1 bed Flat	1,853	19,945		463	4,986	2,316	24,931		
2 bed Flat	1,297	13,961		357	3,847	1,654	17,809		
	31,311	337,029		3,328	35,821	34,639	372,850		
AH % by floor area:				9.61% AH % by floor area (difference due to mix)					
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	£ psm	£ psf			total MV £ (no AH)			
1 bed House	150,000	2,419	225			0			
2 bed House	190,000	2,405	223			12,794,600			
3 bed House	240,000	2,400	223			32,491,200			
4 bed House	300,000	2,344	218			21,000,000			
5 bed House	355,000	2,219	206			6,324,325			
1 bed Flat	135,000	2,700	251			5,315,625			
2 bed Flat	150,000	2,143	199			3,013,500			
						80,939,250			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%	
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%	
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%	
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%	
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%	
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%	
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%	
* capped @£250K									

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	63.0	@	190,000	11,970,000
3 bed House	126.0	@	240,000	30,240,000
4 bed House	63.0	@	300,000	18,900,000
5 bed House	15.8	@	355,000	5,591,250
1 bed Flat	31.5	@	135,000	4,252,500
2 bed Flat	15.8	@	150,000	2,362,500
	315.0			73,316,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	3.3	@	114,000	371,070
3 bed House	7.0	@	144,000	1,013,040
4 bed House	5.3	@	180,000	945,000
5 bed House	1.5	@	213,000	329,884
1 bed Flat	5.9	@	81,000	478,406
2 bed Flat	3.3	@	90,000	292,950
	26.3			3,430,350
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	1.1	@	133,000	144,305
3 bed House	2.3	@	168,000	393,960
4 bed House	1.8	@	210,000	367,500
5 bed House	0.5	@	248,500	128,288
1 bed Flat	2.0	@	94,500	186,047
2 bed Flat	1.1	@	105,000	113,925
	8.8			1,334,025
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	35.0		-
<b>Sub-total GDV Residential</b>				<b>78,080,625</b>
<b>AH on-site cost analysis:</b>				
			<b>83 £ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH) 2,858,625</b>
				<b>8,168 £ per unit (total units)</b>
<b>Grant</b>				
		35	AH units @ <span style="background-color: #92d050;">0</span> per unit	-
<b>Total GDV</b>				<b>78,080,625</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(64,259)
Planning Application Professional Fees, Surveys and reports						(190,000)
CIL		31,311 sqm (Market only)		20.64 £ psm		(646,259)
	<b>CIL analysis:</b>	<b>0.83% % of GDV</b>		<b>1,846 £ per unit (total units)</b>		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	350 units @		9,633 per unit		(3,371,550)
	Sub-total					(3,371,550)
	<b>S106 analysis:</b>	<b>866,970 £ per ha</b>	<b>4.32% % of GDV</b>	<b>9,633 £ per unit (total units)</b>		
AH Commuted Sum		34,639 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		3.89 ha @		123,000 £ per ha (if brownfield)		(478,333)
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	350 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>		
1 bed House		- sqm @		1,211 psm		-
2 bed House		5,320 sqm @		1,211 psm		(6,442,350)
3 bed House		13,538 sqm @		1,211 psm		(16,394,518)
4 bed House		8,960 sqm @		1,211 psm		(10,850,560)
5 bed House		2,850 sqm @		1,211 psm		(3,451,834)
1 bed Flat		2,316 sqm @		1,410 psm		(3,265,809)
2 bed Flat		34,639 sqm @		1,410 psm		(2,332,804)
Garages for 3 bed House	(OMS only)	126 units @	50% @	11,754 £ per garage		(740,502)
Garages for 4 bed House	(OMS only)	63 units @	75% @	11,754 £ per garage		(555,377)
Garages for 5 bed House	(OMS only)	16 units @	120% @	11,754 £ per garage		(222,151)
External works		44,255,904 @		15.0%		(6,638,386)
	<b>Ext. Works analysis:</b>			<b>18,967 £ per unit (total units)</b>		
Policy Costs on design -						
Net Biodiversity costs		350 units @		287 £ per unit		(100,450)
M4(2) Category 2 Housing	Aff units	35 units @	100% @	521 £ per unit		(18,235)
M4(2) Category 2 Housing	OMS units	315 units @	100% @	521 £ per unit		(164,115)
M4(3) Category 3 Housing	Aff units	35 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	315 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		350 units @		4,449 £ per unit		(1,557,150)
Renewable Energy		350 units @		0 £ per unit		-
EV Charging Points - Houses		291 units @		0 £ per unit		-
EV Charging Points - Flats		59 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		350 units @		0 £ per unit		-
	Sub-total					(1,839,950)
	<b>Policy Costs analysis: (design costs only)</b>			<b>5,257 £ per unit (total units)</b>		
Contingency (on construction)		53,212,573 @		5.0%		(2,660,629)

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	53,212,573 @		<b>6.5%</b>		(3,458,817)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	73,316,250 OMS @		<b>3.00%</b>	6,284 £ per unit	(2,199,488)
Residential Sales Agent Costs	73,316,250 OMS @		<b>1.00%</b>	2,095 £ per unit	(733,163)
Residential Sales Legal Costs	73,316,250 OMS @		<b>0.25%</b>	524 £ per unit	(183,291)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,931 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(372,276)
<b>Developers Profit -</b>					
Profit on OMS	73,316,250		<b>20.00%</b>		(14,663,250)
Margin on AH	4,764,375		<b>6.00%</b> on AH values		(285,863)
<b>Profit analysis:</b>	<b>78,080,625</b>		<b>19.15% blended GDV</b>	<b>(14,949,113)</b>	
	<b>67,202,304</b>		<b>22.24% on costs</b>	<b>(14,949,113)</b>	
<b>TOTAL COSTS</b>					<b>(82,151,417)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(4,070,792)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(4,070,792)</b>
<b>RLV analysis:</b>	<b>(11,631) £ per plot</b>	<b>(1,046,775) £ per ha (net)</b>	<b>(423,624) £ per acre (net)</b>		
		<b>(1,046,775) £ per ha (gross)</b>	<b>(423,624) £ per acre (gross)</b>	<b>-5.21% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>90.0</b> dph (net)			
Site Area (net)		3.89 ha (net)		9.61 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		3.89 ha (gross)		9.61 acres (gross)	
<b>Density analysis:</b>		<b>8,907 sqm/ha (net)</b>		<b>38,800 sqft/ac (net)</b>	
		<b>90 dph (gross)</b>			
Benchmark Land Value (net)	6,936 £ per plot	624,236 £ per ha (net)	<b>252,625</b> £ per acre (net)		<b>2,427,586</b>
<b>BLV analysis:</b>		<b>624,236 £ per ha (gross)</b>	<b>252,625 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,671,011) £ per ha (net)</b>	<b>(676,249) £ per acre (net)</b>		<b>(6,498,377)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(676,249)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(462,238)	(534,415)	(606,948)	(679,942)	(753,674)	(828,490)	(905,110)
	10.00		(499,256)	(569,686)	(640,469)	(711,819)	(783,913)	(857,219)	(932,503)
	20.00		(536,274)	(604,971)	(674,097)	(743,766)	(814,267)	(886,076)	(960,074)
	30.00		(573,370)	(640,354)	(707,748)	(775,772)	(844,721)	(915,079)	(987,838)
	40.00		(610,498)	(675,753)	(741,500)	(807,892)	(875,286)	(944,243)	(1,015,609)
	50.00		(647,689)	(711,255)	(775,319)	(840,107)	(905,977)	(973,585)	(1,043,380)
	60.00		(684,934)	(746,804)	(809,207)	(872,423)	(936,812)	(1,003,122)	(1,071,150)
	70.00		(722,254)	(782,431)	(843,216)	(904,859)	(967,810)	(1,032,870)	(1,098,921)
	80.00		(759,624)	(818,165)	(877,330)	(937,433)	(998,986)	(1,062,625)	(1,126,691)
	90.00		(797,111)	(853,978)	(911,556)	(970,163)	(1,030,390)	(1,092,379)	(1,154,462)
	100.00		(834,662)	(889,890)	(945,914)	(1,003,068)	(1,062,033)	(1,122,133)	(1,182,258)
	110.00		(872,304)	(925,935)	(980,423)	(1,036,168)	(1,093,771)	(1,151,887)	(1,210,185)
	120.00		(910,086)	(962,120)	(1,015,104)	(1,069,492)	(1,125,509)	(1,181,641)	(1,238,113)
	130.00		(947,981)	(998,451)	(1,049,975)	(1,103,098)	(1,157,247)	(1,211,395)	(1,266,040)
	140.00		(986,011)	(1,034,949)	(1,085,060)	(1,136,819)	(1,188,984)	(1,241,238)	(1,293,968)
	150.00		(1,024,196)	(1,071,645)	(1,120,430)	(1,170,541)	(1,220,722)	(1,271,160)	(1,321,895)
	160.00		(1,062,560)	(1,108,580)	(1,156,064)	(1,204,262)	(1,252,460)	(1,301,083)	(1,349,823)
	170.00		(1,101,122)	(1,145,758)	(1,191,769)	(1,237,984)	(1,284,260)	(1,331,005)	(1,377,840)
	180.00		(1,139,907)	(1,183,244)	(1,227,474)	(1,271,705)	(1,316,177)	(1,360,928)	(1,405,925)
	190.00		(1,178,993)	(1,220,932)	(1,263,179)	(1,305,426)	(1,348,094)	(1,390,850)	(1,434,011)
200.00		(1,218,360)	(1,258,621)	(1,298,884)	(1,339,250)	(1,380,011)	(1,420,777)	(1,462,096)	
210.00		(1,258,030)	(1,296,309)	(1,334,589)	(1,373,163)	(1,411,929)	(1,450,869)	(1,490,182)	
220.00		(1,297,702)	(1,333,998)	(1,370,303)	(1,407,075)	(1,443,846)	(1,480,961)	(1,518,267)	
230.00		(1,337,374)	(1,371,687)	(1,406,210)	(1,440,987)	(1,475,763)	(1,511,052)	(1,638,984)	
240.00		(1,377,046)	(1,409,375)	(1,442,117)	(1,474,899)	(1,507,849)	(1,541,144)	(1,817,484)	
250.00		(1,416,719)	(1,447,237)	(1,478,024)	(1,508,811)	(1,539,947)	(1,571,235)	(1,995,984)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(676,249)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(189,773)	(248,350)	(316,798)	(384,865)	(453,194)	(521,883)	(591,037)
	1,000		(221,736)	(285,987)	(353,936)	(422,098)	(490,546)	(559,366)	(628,768)
	2,000		(255,189)	(323,028)	(391,073)	(459,339)	(527,924)	(596,962)	(666,637)
	3,000		(292,230)	(360,144)	(428,261)	(496,653)	(565,394)	(634,643)	(704,632)
	4,000		(329,271)	(397,282)	(465,502)	(534,005)	(602,927)	(672,416)	(742,773)
	5,000		(366,353)	(434,424)	(502,760)	(571,435)	(640,522)	(710,303)	(781,082)
	6,000		(403,490)	(471,665)	(540,112)	(608,905)	(678,248)	(748,324)	(819,606)
	7,000		(440,627)	(508,906)	(577,476)	(646,487)	(716,064)	(786,503)	(858,363)
	8,000		(477,828)	(546,219)	(614,946)	(684,125)	(753,989)	(824,859)	(897,380)
	9,000		(515,069)	(583,571)	(652,451)	(721,854)	(792,047)	(863,416)	(936,740)
	10,000		(552,327)	(620,987)	(690,047)	(759,712)	(830,258)	(902,195)	(976,493)
	11,000		(589,679)	(658,458)	(727,731)	(797,676)	(868,643)	(941,248)	(1,016,405)
	12,000		(627,031)	(696,011)	(765,491)	(835,770)	(907,226)	(980,619)	(1,056,316)
	13,000		(664,499)	(733,608)	(803,360)	(874,013)	(946,028)	(1,020,386)	(1,096,228)
	14,000		(701,975)	(771,337)	(841,363)	(912,428)	(985,115)	(1,060,298)	(1,136,140)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(676,249)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(132,293)	(209,958)	(294,769)	(385,527)	(477,116)	(570,031)	(665,138)
	17.5%		(326,709)	(405,899)	(485,509)	(565,670)	(646,663)	(728,981)	(813,492)
	20.0%		(538,643)	(607,236)	(676,249)	(745,814)	(816,210)	(887,931)	(961,845)
	22.5%		(750,576)	(808,573)	(866,989)	(925,957)	(985,756)	(1,046,881)	(1,110,199)
	25.0%		(962,510)	(1,009,909)	(1,057,729)	(1,106,101)	(1,155,303)	(1,205,831)	(1,258,552)
	27.5%		(1,174,443)	(1,211,246)	(1,248,469)	(1,286,244)	(1,324,850)	(1,364,781)	(1,406,905)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(676,249)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 252,625	100,000		(386,018)	(454,611)	(523,624)	(593,189)	(663,585)	(735,306)	(809,220)
	150,000		(436,018)	(504,611)	(573,624)	(643,189)	(713,585)	(785,306)	(859,220)
	200,000		(486,018)	(554,611)	(623,624)	(693,189)	(763,585)	(835,306)	(909,220)
	250,000		(536,018)	(604,611)	(673,624)	(743,189)	(813,585)	(885,306)	(959,220)
	300,000		(586,018)	(654,611)	(723,624)	(793,189)	(863,585)	(935,306)	(1,009,220)
	350,000		(636,018)	(704,611)	(773,624)	(843,189)	(913,585)	(985,306)	(1,059,220)
	400,000		(686,018)	(754,611)	(823,624)	(893,189)	(963,585)	(1,035,306)	(1,109,220)
	450,000		(736,018)	(804,611)	(873,624)	(943,189)	(1,013,585)	(1,085,306)	(1,159,220)
	500,000		(786,018)	(854,611)	(923,624)	(993,189)	(1,063,585)	(1,135,306)	(1,209,220)
	550,000		(836,018)	(904,611)	(973,624)	(1,043,189)	(1,113,585)	(1,185,306)	(1,259,220)
	600,000		(886,018)	(954,611)	(1,023,624)	(1,093,189)	(1,163,585)	(1,235,306)	(1,309,220)
	650,000		(936,018)	(1,004,611)	(1,073,624)	(1,143,189)	(1,213,585)	(1,285,306)	(1,359,220)
	700,000		(986,018)	(1,054,611)	(1,123,624)	(1,193,189)	(1,263,585)	(1,335,306)	(1,409,220)
	750,000		(1,036,018)	(1,104,611)	(1,173,624)	(1,243,189)	(1,313,585)	(1,385,306)	(1,459,220)
	800,000		(1,086,018)	(1,154,611)	(1,223,624)	(1,293,189)	(1,363,585)	(1,435,306)	(1,509,220)
	850,000		(1,136,018)	(1,204,611)	(1,273,624)	(1,343,189)	(1,413,585)	(1,485,306)	(1,559,220)

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Scheme Typology: **Medium Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(676,249)							
			1,002,948	943,504	884,059	824,615	765,170	705,726	646,282
			754,242	695,022	635,784	576,546	517,308	458,070	398,832
			505,164	446,130	387,079	328,027	268,976	209,864	150,718
			255,582	196,697	137,813	78,865	19,865	(39,179)	(98,314)
			5,329	(53,481)	(112,354)	(171,324)	(230,382)	(296,622)	(365,317)
			(245,955)	(314,297)	(382,568)	(451,062)	(519,852)	(589,082)	(658,932)
			(538,643)	(607,236)	(676,249)	(745,814)	(816,210)	(887,931)	(961,845)
			(834,564)	(904,598)	(975,735)	(1,048,601)	(1,123,781)	(1,199,294)	(1,275,355)
			(1,137,572)	(1,211,845)	(1,287,030)	(1,362,448)	(1,438,327)	(1,514,740)	(1,925,136)
			(1,451,592)	(1,527,071)	(1,602,671)	(1,678,975)	(2,218,095)	(3,077,423)	(3,936,751)
			(1,768,566)	(1,844,538)	(2,519,496)	(3,376,714)	(4,233,932)	(5,091,149)	(5,948,367)
			(2,829,341)	(3,684,448)	(4,539,555)	(5,394,662)	(6,249,768)	(7,104,875)	(7,959,982)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(676,249)							
			(353,429)	(421,466)	(489,720)	(558,269)	(627,285)	(696,901)	(767,475)
			1,000	(394,985)	(463,109)	(531,506)	(600,249)	(669,490)	(739,459)
			2,000	(436,569)	(504,818)	(573,346)	(642,310)	(711,829)	(782,204)
			3,000	(478,207)	(546,589)	(615,307)	(684,472)	(754,323)	(825,180)
			4,000	(519,916)	(588,429)	(657,334)	(726,757)	(796,996)	(868,427)
			5,000	(561,672)	(630,366)	(699,460)	(769,200)	(839,870)	(911,958)
			6,000	(603,512)	(672,359)	(741,733)	(811,802)	(882,968)	(955,868)
			7,000	(645,425)	(714,485)	(784,128)	(854,579)	(926,345)	(1,000,210)
			8,000	(687,404)	(756,715)	(826,666)	(897,584)	(970,038)	(1,044,949)
			9,000	(729,510)	(799,056)	(869,371)	(940,826)	(1,014,112)	(1,089,710)
			10,000	(771,696)	(841,531)	(912,265)	(984,330)	(1,058,629)	(1,134,471)
			11,000	(813,984)	(884,163)	(955,372)	(1,028,184)	(1,103,390)	(1,179,231)
			12,000	(856,427)	(926,974)	(998,729)	(1,072,409)	(1,148,151)	(1,223,992)
			13,000	(899,009)	(969,987)	(1,042,394)	(1,117,070)	(1,192,911)	(1,268,997)
			14,000	(941,746)	(1,013,226)	(1,086,375)	(1,161,831)	(1,237,672)	(1,314,011)
			15,000	(984,660)	(1,056,714)	(1,130,762)	(1,206,591)	(1,282,485)	(1,359,025)
		16,000	(1,027,775)	(1,100,499)	(1,175,511)	(1,251,352)	(1,327,499)	(1,404,039)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(676,249)							
			(3,678,583)	(3,995,711)	(4,312,840)	(4,629,969)	(4,947,097)	(5,264,226)	(5,581,355)
			82%	(2,581,519)	(2,953,500)	(3,325,482)	(3,697,464)	(4,069,446)	(4,441,428)
			84%	(1,646,862)	(1,911,289)	(2,338,124)	(2,764,960)	(3,191,795)	(3,618,630)
			86%	(1,502,839)	(1,529,710)	(1,556,597)	(1,832,455)	(2,314,143)	(2,795,832)
			88%	(1,359,774)	(1,393,395)	(1,427,015)	(1,461,051)	(1,495,140)	(1,973,033)
			90%	(1,217,420)	(1,257,730)	(1,298,257)	(1,339,031)	(1,379,909)	(1,421,200)
			92%	(1,075,983)	(1,122,712)	(1,170,128)	(1,217,545)	(1,265,352)	(1,313,280)
			94%	(938,513)	(989,898)	(1,042,518)	(1,096,739)	(1,151,262)	(1,205,981)
			96%	(803,767)	(860,564)	(918,166)	(976,933)	(1,037,562)	(1,099,191)
			98%	(670,672)	(733,265)	(796,397)	(860,347)	(925,490)	(992,597)
			100%	(538,643)	(607,236)	(676,249)	(745,814)	(816,210)	(887,931)
			102%	(407,380)	(482,098)	(557,129)	(632,570)	(708,641)	(785,661)
			104%	(276,612)	(357,519)	(438,698)	(520,230)	(602,197)	(684,861)
			106%	(159,518)	(234,930)	(320,830)	(408,482)	(496,517)	(585,079)
		108%	(47,032)	(127,871)	(208,896)	(297,209)	(391,379)	(485,992)	
		110%	65,252	(21,048)	(107,508)	(194,133)	(286,655)	(387,379)	
		112%	177,409	85,575	(6,308)	(98,391)	(190,642)	(289,165)	
		114%	289,385	192,091	94,678	(2,812)	(100,517)	(198,423)	
		116%	401,292	298,468	195,575	92,562	(10,561)	(113,889)	
		118%	513,071	404,759	296,353	187,861	79,225	(29,555)	
		120%	624,850	510,949	397,049	283,041	168,950	54,669	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(676,249)							
			(538,643)	(607,236)	(676,249)	(745,814)	(816,210)	(887,931)	(961,845)
			10,000	(538,643)	(588,512)	(638,611)	(689,064)	(739,939)	(791,491)
			20,000	(538,643)	(569,809)	(601,086)	(632,528)	(664,192)	(696,131)
			30,000	(538,643)	(551,105)	(563,592)	(576,174)	(588,807)	(601,560)
			40,000	(538,643)	(532,402)	(526,185)	(519,969)	(513,752)	(507,587)
			50,000	(538,643)	(513,723)	(488,803)	(463,883)	(438,962)	(414,042)
			60,000	(538,643)	(495,075)	(451,507)	(407,939)	(364,378)	(320,870)
			70,000	(538,643)	(476,427)	(414,211)	(352,099)	(289,995)	(230,204)
			80,000	(538,643)	(457,779)	(377,011)	(296,312)	(219,654)	(150,036)
			90,000	(538,643)	(439,131)	(339,820)	(241,189)	(155,547)	(70,016)
		100,000	(538,643)	(420,519)	(302,659)	(193,067)	(91,531)	9,822	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Appraisal Ref: **San18** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **45**  
 Notes: Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				45 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100.0%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0	12.4%	0.6	1%	0.6		
3 bed House	0.0%	0.0	26.8%	1.2	3%	1.2		
4 bed House	0.0%	0.0	20.0%	0.9	2%	0.9		
5 bed House	0.0%	0.0	5.9%	0.3	1%	0.3		
1 bed Flat	55.0%	22.3	22.5%	1.0	52%	23.3		
2 bed Flat	45.0%	18.2	12.4%	0.6	42%	18.8		
Total number of units	100.0%	40.5	100.0%	4.5	100%	45.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
1 bed House	62.0	667		62.0	(sqm)		(sqft)	
2 bed House	79.0	850		79.0	667		850	
3 bed House	100.0	1,076		100.0	850		1,076	
4 bed House	128.0	1,378		128.0	1,076		1,378	
5 bed House	160.0	1,722		160.0	1,378		1,722	
1 bed Flat	50.0	538	85.0%	58.8	633		538	
2 bed Flat	70.0	753	85.0%	82.4	886		753	
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
1 bed House	62.0	667		62.0	667		667	
2 bed House	79.0	850		79.0	850		850	
3 bed House	100.0	1,076		100.0	1,076		1,076	
4 bed House	128.0	1,378		128.0	1,378		1,378	
5 bed House	160.0	1,722		160.0	1,722		1,722	
1 bed Flat	50.0	538	85.0%	58.8	633		538	
2 bed Flat	70.0	753	85.0%	82.4	886		753	
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House	0	0	0	0	0		0	
2 bed House	0	0	44	474	44		474	
3 bed House	0	0	121	1,298	121		1,298	
4 bed House	0	0	115	1,240	115		1,240	
5 bed House	0	0	42	457	42		457	
1 bed Flat	1,310	14,104	60	641	1,370		14,745	
2 bed Flat	1,501	16,155	46	495	1,547		16,650	
	2,811	30,259	428	4,606	3,239		34,865	
<b>AH % by floor area:</b>		<b>13.21% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	150,000	2,419	225	0				
2 bed House	190,000	2,405	223	106,020				
3 bed House	240,000	2,400	223	289,440				
4 bed House	300,000	2,344	218	270,000				
5 bed House	355,000	2,219	206	94,253				
1 bed Flat	135,000	2,700	251	3,143,813				
2 bed Flat	150,000	2,143	199	2,817,450				
				6,720,975				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
				* capped @£250K				

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	0.0	@	190,000	-
3 bed House	0.0	@	240,000	-
4 bed House	0.0	@	300,000	-
5 bed House	0.0	@	355,000	-
1 bed Flat	22.3	@	135,000	3,007,125
2 bed Flat	18.2	@	150,000	2,733,750
	40.5			5,740,875
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.4	@	114,000	47,709
3 bed House	0.9	@	144,000	130,248
4 bed House	0.7	@	180,000	121,500
5 bed House	0.2	@	213,000	42,414
1 bed Flat	0.8	@	81,000	61,509
2 bed Flat	0.4	@	90,000	37,665
	3.4			441,045
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.1	@	133,000	18,554
3 bed House	0.3	@	168,000	50,652
4 bed House	0.2	@	210,000	47,250
5 bed House	0.1	@	248,500	16,494
1 bed Flat	0.3	@	94,500	23,920
2 bed Flat	0.1	@	105,000	14,648
	1.1			171,518
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>				
	<b>45</b>			<b>6,353,438</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>367,538</b>
		<b>113 £ psm (total GIA sqm)</b>	<b>8,168 £ per unit (total units)</b>	
<b>Grant</b>	5	AH units @	0 per unit	-
<b>Total GDV</b>				<b>6,353,438</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL		2,811 sqm (Market only)		20.64 £ psm		(58,023)
	<b>CIL analysis:</b>	<b>0.91% % of GDV</b>		<b>1,289 £ per unit (total units)</b>		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		2,055 per unit		(92,475)
	Sub-total					(92,475)
	<b>S106 analysis:</b>	<b>184,950 £ per ha</b>	<b>1.46% % of GDV</b>	<b>2,055 £ per unit (total units)</b>		
AH Commuted Sum		3,239 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		0.50 ha @		123,000 £ per ha (if brownfield)		(61,500)
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>		
1 bed House		- sqm @		1,374 psm		-
2 bed House		44 sqm @		1,374 psm		(60,569)
3 bed House		121 sqm @		1,374 psm		(165,704)
4 bed House		115 sqm @		1,374 psm		(158,285)
5 bed House		42 sqm @		1,374 psm		(58,368)
1 bed Flat		1,370 sqm @		1,576 psm		(2,158,888)
2 bed Flat		1,547 sqm @		1,576 psm		(2,437,812)
Garages for 3 bed House	(OMS only)	- units @	50% @	11,754 £ per garage		-
Garages for 4 bed House	(OMS only)	- units @	75% @	11,754 £ per garage		-
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage		-
External works		5,039,626 @		15.0%		(755,944)
	<b>Ext. Works analysis:</b>			<b>16,799 £ per unit (total units)</b>		
Policy Costs on design -						
Net Biodiversity costs		45 units @		287 £ per unit		(12,915)
M4(2) Category 2 Housing	Aff units	5 units @	100% @	521 £ per unit		(2,345)
M4(2) Category 2 Housing	OMS units	41 units @	100% @	521 £ per unit		(21,101)
M4(3) Category 3 Housing	Aff units	5 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	41 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		45 units @		4,449 £ per unit		(200,205)
Renewable Energy		45 units @		0 £ per unit		-
EV Charging Points - Houses		3 units @		0 £ per unit		-
EV Charging Points - Flats		42 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		45 units @		0 £ per unit		-
	Sub-total					(236,565)
	<b>Policy Costs analysis: (design costs only)</b>			<b>5,257 £ per unit (total units)</b>		
Contingency (on construction)		6,093,635 @		5.0%		(304,682)

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	6,093,635 @	6.5%		(396,086)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	5,740,875 OMS @	3.00%	3,827 £ per unit	(172,226)
Residential Sales Agent Costs	5,740,875 OMS @	1.00%	1,276 £ per unit	(57,409)
Residential Sales Legal Costs	5,740,875 OMS @	0.25%	319 £ per unit	(14,352)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>5,644 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(214,436)
<b>Developers Profit -</b>				
Profit on OMS	5,740,875	20.00%		(1,148,175)
Margin on AH	612,563	6.00% on AH values		(36,754)
<b>Profit analysis:</b>	<b>6,353,438</b>	<b>18.65% blended GDV</b>	<b>(1,184,929)</b>	
	<b>7,594,113</b>	<b>15.60% on costs</b>	<b>(1,184,929)</b>	
<b>TOTAL COSTS</b>				<b>(8,779,042)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(2,425,605)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(2,425,605)</b>
<b>RLV analysis:</b>	<b>(53,902) £ per plot</b>	<b>(4,851,209) £ per ha (net)</b>	<b>(1,963,258) £ per acre (net)</b>	
		<b>(4,851,209) £ per ha (gross)</b>	<b>(1,963,258) £ per acre (gross)</b>	
			<b>-38.18% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	90.0 dph (net)			
Site Area (net)	0.50 ha (net)		1.24 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	0.50 ha (gross)		1.24 acres (gross)	
<b>Density analysis:</b>	<b>6,478 sqm/ha (net)</b>	<b>28,219 sqft/ac (net)</b>		
	<b>90 dph (gross)</b>			
Benchmark Land Value (net)	6,936 £ per plot	624,236 £ per ha (net)	252,625 £ per acre (net)	312,118
<b>BLV analysis:</b>		<b>624,236 £ per ha (gross)</b>	<b>252,625 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(5,475,446) £ per ha (net)</b>	<b>(2,215,883) £ per acre (net)</b>	<b>(2,737,723)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,215,883)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(2,111,538)	(2,138,071)	(2,164,604)	(2,191,137)	(2,217,670)	(2,244,202)	(2,270,735)	
	10.00	(2,139,143)	(2,164,295)	(2,189,448)	(2,214,601)	(2,239,753)	(2,264,906)	(2,290,059)	
	20.00	(2,166,748)	(2,190,520)	(2,214,292)	(2,238,065)	(2,261,837)	(2,285,610)	(2,309,382)	
	30.00	(2,194,353)	(2,216,745)	(2,239,137)	(2,261,529)	(2,283,921)	(2,306,313)	(2,328,706)	
	40.00	(2,221,957)	(2,242,969)	(2,263,981)	(2,284,993)	(2,306,005)	(2,327,017)	(2,348,029)	
	50.00	(2,249,562)	(2,269,194)	(2,288,826)	(2,308,457)	(2,328,089)	(2,347,721)	(2,367,353)	
	60.00	(2,277,167)	(2,295,419)	(2,313,670)	(2,331,922)	(2,350,173)	(2,368,425)	(2,386,676)	
	70.00	(2,304,772)	(2,321,643)	(2,338,515)	(2,355,386)	(2,372,257)	(2,389,128)	(2,405,999)	
	80.00	(2,332,377)	(2,347,868)	(2,363,359)	(2,378,850)	(2,394,341)	(2,409,832)	(2,425,323)	
	90.00	(2,359,982)	(2,374,093)	(2,388,203)	(2,402,314)	(2,416,425)	(2,430,536)	(2,444,646)	
	100.00	(2,387,587)	(2,400,317)	(2,413,048)	(2,425,778)	(2,438,509)	(2,451,239)	(2,463,970)	
	110.00	(2,415,192)	(2,426,542)	(2,437,892)	(2,449,243)	(2,460,593)	(2,471,943)	(2,483,293)	
	120.00	(2,442,797)	(2,452,767)	(2,462,737)	(2,472,707)	(2,482,677)	(2,492,647)	(2,502,617)	
	130.00	(2,470,402)	(2,478,991)	(2,487,581)	(2,496,171)	(2,504,761)	(2,513,350)	(2,521,940)	
	140.00	(2,498,007)	(2,505,216)	(2,512,426)	(2,519,635)	(2,526,845)	(2,534,054)	(2,541,264)	
	150.00	(2,525,611)	(2,531,441)	(2,537,270)	(2,543,099)	(2,548,928)	(2,554,758)	(2,560,587)	
	160.00	(2,553,216)	(2,557,665)	(2,562,114)	(2,566,563)	(2,571,012)	(2,575,461)	(2,579,910)	
170.00	(2,580,821)	(2,583,890)	(2,586,959)	(2,590,028)	(2,593,096)	(2,596,165)	(2,599,234)		
180.00	(2,608,426)	(2,610,115)	(2,611,803)	(2,613,492)	(2,615,180)	(2,616,869)	(2,618,557)		
190.00	(2,636,031)	(2,636,339)	(2,636,648)	(2,636,956)	(2,637,264)	(2,637,572)	(2,637,881)		
200.00	(2,663,636)	(2,662,564)	(2,661,492)	(2,660,420)	(2,659,348)	(2,658,276)	(2,657,204)		
210.00	(2,691,241)	(2,688,789)	(2,686,337)	(2,683,884)	(2,681,432)	(2,678,980)	(2,676,528)		
220.00	(2,718,846)	(2,715,013)	(2,711,181)	(2,707,348)	(2,703,516)	(2,699,684)	(2,695,851)		
230.00	(2,746,451)	(2,741,238)	(2,736,025)	(2,730,813)	(2,725,600)	(2,720,387)	(2,715,174)		
240.00	(2,774,056)	(2,767,463)	(2,760,870)	(2,754,277)	(2,747,684)	(2,741,091)	(2,734,498)		
250.00	(2,801,661)	(2,793,687)	(2,785,714)	(2,777,741)	(2,769,768)	(2,761,795)	(2,753,821)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,215,883)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2,055	-	(2,086,787)	(2,110,471)	(2,134,156)	(2,157,840)	(2,181,524)	(2,205,208)	(2,228,892)	
	1,000	(2,126,557)	(2,150,241)	(2,173,925)	(2,197,610)	(2,221,294)	(2,244,978)	(2,268,662)	
	2,000	(2,166,327)	(2,190,011)	(2,213,695)	(2,237,379)	(2,261,063)	(2,284,748)	(2,308,432)	
	3,000	(2,206,097)	(2,229,781)	(2,253,465)	(2,277,149)	(2,300,833)	(2,324,517)	(2,348,201)	
	4,000	(2,245,867)	(2,269,551)	(2,293,235)	(2,316,919)	(2,340,603)	(2,364,287)	(2,387,971)	
	5,000	(2,285,637)	(2,309,320)	(2,333,005)	(2,356,689)	(2,380,373)	(2,404,057)	(2,427,741)	
	6,000	(2,325,406)	(2,349,090)	(2,372,774)	(2,396,458)	(2,420,143)	(2,443,827)	(2,467,511)	
	7,000	(2,365,176)	(2,388,860)	(2,412,544)	(2,436,228)	(2,459,912)	(2,483,596)	(2,507,281)	
	8,000	(2,404,946)	(2,428,630)	(2,452,314)	(2,475,998)	(2,499,682)	(2,523,366)	(2,547,050)	
	9,000	(2,444,716)	(2,468,400)	(2,492,084)	(2,515,768)	(2,539,452)	(2,563,136)	(2,586,820)	
	10,000	(2,484,485)	(2,508,169)	(2,531,854)	(2,555,538)	(2,579,222)	(2,602,906)	(2,626,590)	
	11,000	(2,524,255)	(2,547,939)	(2,571,623)	(2,595,307)	(2,618,992)	(2,642,676)	(2,666,360)	
	12,000	(2,564,025)	(2,587,709)	(2,611,393)	(2,635,077)	(2,658,761)	(2,682,445)	(2,706,130)	
	13,000	(2,603,795)	(2,627,479)	(2,651,163)	(2,674,847)	(2,698,531)	(2,722,215)	(2,745,899)	
14,000	(2,643,564)	(2,667,249)	(2,690,933)	(2,714,617)	(2,738,301)	(2,761,985)	(2,785,669)		

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,215,883)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(1,910,370)	(1,946,961)	(1,983,552)	(2,020,144)	(2,056,735)	(2,093,326)	(2,129,918)	
	17.5%	(2,039,442)	(2,069,580)	(2,099,718)	(2,129,855)	(2,159,993)	(2,190,131)	(2,220,268)	
	20.0%	(2,168,514)	(2,192,198)	(2,215,883)	(2,239,567)	(2,263,251)	(2,286,935)	(2,310,619)	
	22.5%	(2,297,587)	(2,314,817)	(2,332,048)	(2,349,278)	(2,366,509)	(2,383,739)	(2,400,970)	
	25.0%	(2,426,659)	(2,437,436)	(2,448,213)	(2,458,989)	(2,469,766)	(2,480,543)	(2,491,320)	
	27.5%	(2,555,731)	(2,560,054)	(2,564,378)	(2,568,701)	(2,573,024)	(2,577,347)	(2,581,671)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,215,883)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 252,625	100,000	(2,015,889)	(2,039,573)	(2,063,258)	(2,086,942)	(2,110,626)	(2,134,310)	(2,157,994)	
	150,000	(2,065,889)	(2,089,573)	(2,113,258)	(2,136,942)	(2,160,626)	(2,184,310)	(2,207,994)	
	200,000	(2,115,889)	(2,139,573)	(2,163,258)	(2,186,942)	(2,210,626)	(2,234,310)	(2,257,994)	
	250,000	(2,165,889)	(2,189,573)	(2,213,258)	(2,236,942)	(2,260,626)	(2,284,310)	(2,307,994)	
	300,000	(2,215,889)	(2,239,573)	(2,263,258)	(2,286,942)	(2,310,626)	(2,334,310)	(2,357,994)	
	350,000	(2,265,889)	(2,289,573)	(2,313,258)	(2,336,942)	(2,360,626)	(2,384,310)	(2,407,994)	
	400,000	(2,315,889)	(2,339,573)	(2,363,258)	(2,386,942)	(2,410,626)	(2,434,310)	(2,457,994)	
	450,000	(2,365,889)	(2,389,573)	(2,413,258)	(2,436,942)	(2,460,626)	(2,484,310)	(2,507,994)	
	500,000	(2,415,889)	(2,439,573)	(2,463,258)	(2,486,942)	(2,510,626)	(2,534,310)	(2,557,994)	
	550,000	(2,465,889)	(2,489,573)	(2,513,258)	(2,536,942)	(2,560,626)	(2,584,310)	(2,607,994)	
	600,000	(2,515,889)	(2,539,573)	(2,563,258)	(2,586,942)	(2,610,626)	(2,634,310)	(2,657,994)	
	650,000	(2,565,889)	(2,589,573)	(2,613,258)	(2,636,942)	(2,660,626)	(2,684,310)	(2,707,994)	
	700,000	(2,615,889)	(2,639,573)	(2,663,258)	(2,686,942)	(2,710,626)	(2,734,310)	(2,757,994)	
	750,000	(2,665,889)	(2,689,573)	(2,713,258)	(2,736,942)	(2,760,626)	(2,784,310)	(2,807,994)	
	800,000	(2,715,889)	(2,739,573)	(2,763,258)	(2,786,942)	(2,810,626)	(2,834,310)	(2,857,994)	
	850,000	(2,765,889)	(2,789,573)	(2,813,258)	(2,836,942)	(2,860,626)	(2,884,310)	(2,907,994)	



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Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,215,883)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%	(505,731)	(508,066)	(510,467)	(512,885)	(515,361)	(517,873)	(520,475)	
	75%	(776,747)	(782,719)	(788,691)	(794,663)	(800,721)	(806,827)	(812,933)	
	80%	(1,050,572)	(1,060,004)	(1,069,567)	(1,079,130)	(1,088,693)	(1,098,256)	(1,108,519)	
	85%	(1,326,919)	(1,340,606)	(1,354,294)	(1,367,981)	(1,381,669)	(1,395,357)	(1,409,044)	
	90%	(1,607,450)	(1,624,470)	(1,641,490)	(1,658,510)	(1,675,530)	(1,692,549)	(1,709,569)	
	95%	(1,887,982)	(1,908,334)	(1,928,686)	(1,949,038)	(1,969,390)	(1,989,742)	(2,010,094)	
	100%	(2,168,514)	(2,192,198)	(2,215,883)	(2,239,567)	(2,263,251)	(2,286,935)	(2,310,619)	
	105%	(2,449,046)	(2,476,063)	(2,503,079)	(2,530,095)	(2,557,111)	(2,584,128)	(2,611,144)	
	110%	(2,729,578)	(2,759,927)	(2,790,275)	(2,820,623)	(2,850,972)	(2,881,320)	(2,911,669)	
	115%	(3,010,110)	(3,043,791)	(3,077,471)	(3,111,152)	(3,144,833)	(3,178,513)	(3,212,194)	
	120%	(3,290,642)	(3,327,655)	(3,364,668)	(3,401,680)	(3,438,693)	(3,475,706)	(3,512,719)	
	125%	(3,571,174)	(3,611,519)	(3,651,864)	(3,692,209)	(3,732,554)	(3,772,899)	(3,813,244)	

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,215,883)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0	(1,970,093)	(1,993,777)	(2,017,462)	(2,041,146)	(2,064,830)	(2,088,514)	(2,112,198)	
	1,000	(2,014,692)	(2,038,376)	(2,062,061)	(2,085,745)	(2,109,429)	(2,133,113)	(2,156,797)	
	2,000	(2,059,291)	(2,082,975)	(2,106,660)	(2,130,344)	(2,154,028)	(2,177,712)	(2,201,396)	
	3,000	(2,103,890)	(2,127,574)	(2,151,259)	(2,174,943)	(2,198,627)	(2,222,311)	(2,245,995)	
	4,000	(2,148,489)	(2,172,173)	(2,195,858)	(2,219,542)	(2,243,226)	(2,266,910)	(2,290,594)	
	5,000	(2,193,088)	(2,216,772)	(2,240,457)	(2,264,141)	(2,287,825)	(2,311,509)	(2,335,193)	
	6,000	(2,237,687)	(2,261,371)	(2,285,056)	(2,308,740)	(2,332,424)	(2,356,108)	(2,379,792)	
	7,000	(2,282,286)	(2,305,970)	(2,329,655)	(2,353,339)	(2,377,023)	(2,400,707)	(2,424,391)	
	8,000	(2,326,885)	(2,350,569)	(2,374,254)	(2,397,938)	(2,421,622)	(2,445,306)	(2,468,990)	
	9,000	(2,371,484)	(2,395,168)	(2,418,853)	(2,442,537)	(2,466,221)	(2,489,905)	(2,513,589)	
	10,000	(2,416,083)	(2,439,767)	(2,463,452)	(2,487,136)	(2,510,820)	(2,534,504)	(2,558,188)	
	11,000	(2,460,682)	(2,484,366)	(2,508,051)	(2,531,735)	(2,555,419)	(2,579,103)	(2,602,787)	
	12,000	(2,505,281)	(2,528,965)	(2,552,650)	(2,576,334)	(2,600,018)	(2,623,702)	(2,647,386)	
	13,000	(2,549,880)	(2,573,564)	(2,597,249)	(2,620,933)	(2,644,617)	(2,668,301)	(2,691,985)	
	14,000	(2,594,479)	(2,618,163)	(2,641,848)	(2,665,532)	(2,689,216)	(2,712,900)	(2,736,584)	
	15,000	(2,639,078)	(2,662,762)	(2,686,447)	(2,710,131)	(2,733,815)	(2,757,499)	(2,781,183)	
	16,000	(2,683,677)	(2,707,361)	(2,731,046)	(2,754,730)	(2,778,414)	(2,802,098)	(2,825,782)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,215,883)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%	(3,029,725)	(3,010,348)	(2,990,972)	(2,971,595)	(2,952,219)	(2,932,843)	(2,913,466)	
	82%	(2,943,604)	(2,928,533)	(2,913,463)	(2,898,392)	(2,883,322)	(2,868,252)	(2,853,181)	
	84%	(2,857,482)	(2,846,718)	(2,835,954)	(2,825,190)	(2,814,425)	(2,803,661)	(2,792,897)	
	86%	(2,771,361)	(2,764,903)	(2,758,445)	(2,751,987)	(2,745,528)	(2,739,070)	(2,732,612)	
	88%	(2,685,240)	(2,683,088)	(2,680,936)	(2,678,784)	(2,676,632)	(2,674,479)	(2,672,327)	
	90%	(2,599,119)	(2,601,273)	(2,603,427)	(2,605,581)	(2,607,735)	(2,609,889)	(2,612,043)	
	92%	(2,512,998)	(2,519,458)	(2,525,918)	(2,532,378)	(2,538,838)	(2,545,298)	(2,551,758)	
	94%	(2,426,877)	(2,437,643)	(2,448,409)	(2,459,175)	(2,469,941)	(2,480,707)	(2,491,473)	
	96%	(2,340,756)	(2,355,828)	(2,370,900)	(2,385,972)	(2,401,044)	(2,416,116)	(2,431,188)	
	98%	(2,254,635)	(2,274,013)	(2,293,391)	(2,312,769)	(2,332,148)	(2,351,526)	(2,370,904)	
	100%	(2,168,514)	(2,192,198)	(2,215,883)	(2,239,567)	(2,263,251)	(2,286,935)	(2,310,619)	
	102%	(2,082,393)	(2,110,383)	(2,138,374)	(2,166,364)	(2,194,354)	(2,222,344)	(2,250,334)	
	104%	(1,996,272)	(2,028,568)	(2,060,865)	(2,093,161)	(2,125,457)	(2,157,753)	(2,190,049)	
	106%	(1,910,151)	(1,946,753)	(1,983,356)	(2,019,958)	(2,056,560)	(2,093,163)	(2,129,765)	
	108%	(1,824,030)	(1,864,939)	(1,905,847)	(1,946,755)	(1,987,663)	(2,028,572)	(2,069,480)	
110%	(1,737,909)	(1,783,124)	(1,828,338)	(1,873,552)	(1,918,767)	(1,963,981)	(2,009,195)		
112%	(1,651,788)	(1,701,309)	(1,750,829)	(1,800,349)	(1,849,870)	(1,899,390)	(1,948,911)		
114%	(1,565,667)	(1,619,494)	(1,673,320)	(1,727,147)	(1,780,973)	(1,834,799)	(1,888,626)		
116%	(1,479,546)	(1,537,679)	(1,595,811)	(1,653,944)	(1,712,076)	(1,770,209)	(1,828,341)		
118%	(1,394,425)	(1,455,864)	(1,517,302)	(1,578,741)	(1,640,179)	(1,701,618)	(1,763,057)		
120%	(1,310,304)	(1,375,289)	(1,440,273)	(1,505,258)	(1,570,243)	(1,635,228)	(1,700,213)		

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,215,883)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-	(2,168,514)	(2,192,198)	(2,215,883)	(2,239,567)	(2,263,251)	(2,286,935)	(2,310,619)	
	10,000	(2,168,514)	(2,172,311)	(2,176,108)	(2,179,905)	(2,183,702)	(2,187,499)	(2,191,296)	
	20,000	(2,168,514)	(2,152,424)	(2,136,334)	(2,120,244)	(2,104,154)	(2,088,064)	(2,071,974)	
	30,000	(2,168,514)	(2,132,537)	(2,096,560)	(2,060,583)	(2,024,605)	(1,988,628)	(1,952,651)	
	40,000	(2,168,514)	(2,112,650)	(2,056,786)	(2,000,921)	(1,945,057)	(1,889,193)	(1,833,328)	
	50,000	(2,168,514)	(2,092,763)	(2,017,011)	(1,941,260)	(1,865,509)	(1,789,757)	(1,714,006)	
	60,000	(2,168,514)	(2,072,876)	(1,977,237)	(1,881,599)	(1,785,960)	(1,690,322)	(1,594,683)	
	70,000	(2,168,514)	(2,052,989)	(1,937,463)	(1,821,937)	(1,706,412)	(1,590,886)	(1,475,360)	
	80,000	(2,168,514)	(2,033,102)	(1,897,689)	(1,762,276)	(1,626,863)	(1,491,451)	(1,356,038)	
	90,000	(2,168,514)	(2,013,214)	(1,857,915)	(1,702,615)	(1,547,315)	(1,392,015)	(1,236,715)	
	100,000	(2,168,514)	(1,993,327)	(1,818,140)	(1,642,953)	(1,467,766)	(1,292,579)	(1,117,392)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.2 - Summary Table

Appraisal Ref:	San10	San11	San12	San13	San14	San15	San16	San17	San18
Scheme Typology:	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	1,900,000	3,410,438	6,820,875	10,342,688	17,847,000	33,463,125	50,194,688	78,080,625	6,353,438
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846	1,289
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633	2,055
Sub-total CIL+S106 (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479	3,344
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479	3,344
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	19.16%	19.16%	19.17%	19.15%	19.15%	19.15%	19.15%	18.65%
Developers Profit (% on costs)	24.64%	20.27%	20.79%	20.71%	21.75%	21.92%	21.97%	22.24%	15.60%
Developers Profit Total (£)	380,000	653,501	1,307,003	1,982,779	3,416,940	6,406,763	9,610,144	14,949,113	1,184,929
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-	-
RLV (£/acre (net))	(44,955)	(504,798)	(416,648)	(436,118)	(258,474)	(234,539)	(227,703)	(423,624)	(1,963,258)
RLV (£/ha (net))	(111,083)	(1,247,357)	(1,029,538)	(1,077,647)	(638,689)	(579,545)	(562,654)	(1,046,775)	(4,851,209)
RLV (% of GDV)	-1.17%	-13.72%	-11.32%	-11.72%	-7.16%	-6.49%	-6.31%	-5.21%	-38.18%
RLV Total (£)	(22,217)	(467,759)	(772,154)	(1,212,353)	(1,277,379)	(2,173,293)	(3,164,931)	(4,070,792)	(2,425,605)
BLV (£/acre (net))	252,625	252,625	252,625	252,625	252,625	252,625	252,625	252,625	252,625
BLV (£/ha (net))	624,236	624,236	624,236	624,236	624,236	624,236	624,236	624,236	624,236
BLV Total (£)	124,847	234,089	468,177	702,266	1,248,473	2,340,886	3,511,330	2,427,586	312,118
Surplus/Deficit (£/acre) [RLV-BLV]	(297,580)	(757,423)	(669,273)	(688,743)	(511,099)	(487,164)	(480,328)	(676,249)	(2,215,883)
Surplus/Deficit (£/ha)	(735,320)	(1,871,593)	(1,653,774)	(1,701,884)	(1,262,926)	(1,203,781)	(1,186,891)	(1,671,011)	(5,475,446)
Surplus/Deficit Total (£)	(147,064)	(701,847)	(1,240,331)	(1,914,619)	(2,525,852)	(4,514,179)	(6,676,261)	(6,498,377)	(2,737,723)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Appraisal Ref: **San19** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **8**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				8 Units					
AH Policy requirement (% Target)				0%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		100%					
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		0.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				20.64 £ psm					
<b>Unit mix -</b>		OMS Unit mix%		MV # units		AH mix%			
						AH # units			
						Overall mix%			
						Total # units			
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	0.0		
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8	2.8		
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2	3.2		
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0	2.0		
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0	0.0		
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0	0.0		
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0	0.0		
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0	8.0		
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)			
		(sqft)		%		(sqft)			
1 bed House	53.0	570			53.0	570			
2 bed House	72.0	775			72.0	775			
3 bed House	85.0	915			85.0	915			
4 bed House	105.0	1,130			105.0	1,130			
5 bed House	160.0	1,722			160.0	1,722			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)			
		(sqft)		%		(sqft)			
1 bed House	53.0	570			53.0	570			
2 bed House	72.0	775			72.0	775			
3 bed House	85.0	915			85.0	915			
4 bed House	105.0	1,130			105.0	1,130			
5 bed House	160.0	1,722			160.0	1,722			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
<b>Total Gross Floor areas -</b>		OMS Units GIA (sqm)		AH units GIA (sqm)		Total GIA (all units) (sqm)			
		(sqft)		(sqft)		(sqft)			
1 bed House	0	0	0	0	0	0			
2 bed House	202	2,170	0	0	202	2,170			
3 bed House	272	2,928	0	0	272	2,928			
4 bed House	210	2,260	0	0	210	2,260			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	0	0	0	0			
2 bed Flat	0	0	0	0	0	0			
	684	7,358	0	0	684	7,358			
AH % by floor area:		0.00% AH % by floor area (difference due to mix)							
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		£ psm		£ psf		total MV (£ (no AH))	
1 bed House	165,000	3,113	289					0	
2 bed House	210,000	2,917	271					588,000	
3 bed House	280,000	3,294	306					896,000	
4 bed House	325,000	3,095	288					650,000	
5 bed House	395,000	2,469	229					0	
1 bed Flat	150,000	3,000	279					0	
2 bed Flat	185,000	2,643	246					0	
								2,134,000	
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		% of MV	
						First Homes £*		% of MV	
						Other Int. £		% of MV	
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%	
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%	
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%	
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%	
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%	
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%	
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%	
* capped @£250K									

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology:

Higher Value Brownfield

No Units: 8

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Brownfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	2.8	@	210,000	588,000
3 bed House	3.2	@	280,000	896,000
4 bed House	2.0	@	325,000	650,000
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	8.0			2,134,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.0	@	147,000	-
3 bed House	0.0	@	196,000	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	276,500	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	129,500	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.0	@	147,000	-
3 bed House	0.0	@	196,000	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	129,500	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>2,134,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>
<b>Grant</b>	0	AH units @	0 per unit	-
<b>Total GDV</b>				<b>2,134,000</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (3,696)									
Planning Application Professional Fees, Surveys and reports (10,000)									
CIL 684 sqm (Market only) 20.64 £ psm (14,110)									
CIL analysis: 0.66% % of GDV 1,764 £ per unit (total units)									
Site Specific S106 Contributions									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		8 units @		0 per unit					
Sub-total									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 684 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.20 ha @ 123,000 £ per ha (if brownfield) (24,600)									
Site Infrastructure costs -									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		8 units @		0 per unit					
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,374 psm									
2 bed House 202 sqm @ 1,374 psm (276,998)									
3 bed House 272 sqm @ 1,374 psm (373,728)									
4 bed House 210 sqm @ 1,374 psm (288,540)									
5 bed House - sqm @ 1,374 psm									
1 bed Flat - sqm @ 1,576 psm									
2 bed Flat 684 - sqm @ 1,576 psm									
Garages for 3 bed House (OMS only) 3 units @ 50% @ 11,754 £ per garage (18,806)									
Garages for 4 bed House (OMS only) 2 units @ 75% @ 11,754 £ per garage (17,631)									
Garages for 5 bed House (OMS only) - units @ 120% @ 11,754 £ per garage									
External works 975,704 @ 15.0% (146,356)									
Ext. Works analysis: 18,294 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 8 units @ 287 £ per unit (2,296)									
M4(2) Category 2 Housing		Aff units - units @		100% @		0 £ per unit			
M4(2) Category 2 Housing		OMS units 8 units @		100% @		0 £ per unit			
M4(3) Category 3 Housing		Aff units - units @		15% @		0 £ per unit			
M4(3) Category 3 Housing		OMS units 8 units @		15% @		0 £ per unit			
Part L 2025/FHS		8 units @				4,449 £ per unit		(35,592)	
Renewable Energy		8 units @				0 £ per unit			
EV Charging Points - Houses		8 units @				0 £ per unit			
EV Charging Points - Flats		- units @		4 flats per charger		0 £ per 4 units			
Water Efficiency		8 units @				0 £ per unit			
Sub-total								(37,888)	
Policy Costs analysis: (design costs only) 4,736 £ per unit (total units)									
Contingency (on construction) 1,184,547 @ 5.0% (59,227)									

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	1,184,547 @		<b>6.5%</b>		(76,996)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	2,134,000 OMS @		<b>3.00%</b>	8,003 £ per unit	(64,020)
Residential Sales Agent Costs	2,134,000 OMS @		<b>1.00%</b>	2,668 £ per unit	(21,340)
Residential Sales Legal Costs	2,134,000 OMS @		<b>0.25%</b>	667 £ per unit	(5,335)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>12,587 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(2,434)
<b>Developers Profit -</b>					
Profit on OMS	2,134,000		<b>20.00%</b>		(426,800)
Margin on AH	0		<b>6.00%</b> on AH values		-
<b>Profit analysis:</b>	<b>2,134,000</b>		<b>20.00% blended GDV</b>		<b>(426,800)</b>
	<b>1,551,705</b>		<b>27.51% on costs</b>		<b>(426,800)</b>
<b>TOTAL COSTS</b>					<b>(1,978,505)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					155,495
SDLT	155,495 @		HMRC formula		2,725
Acquisition Agent fees	155,495 @		<b>1.0%</b>		(1,555)
Acquisition Legal fees	155,495 @		<b>0.5%</b>		(777)
Interest on Land	155,495 @		7.00%		(10,885)
Residual Land Value					<b>145,003</b>
<b>RLV analysis:</b>	<b>18,125 £ per plot</b>	<b>725,017 £ per ha (net)</b>	<b>293,410 £ per acre (net)</b>		
		<b>725,017 £ per ha (gross)</b>	<b>293,410 £ per acre (gross)</b>		
			<b>6.79% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.20 ha (net)		0.49 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.20 ha (gross)		0.49 acres (gross)	
<b>Density analysis:</b>		<b>3,418 sqm/ha (net)</b>		<b>14,889 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	18,656 £ per plot	746,242 £ per ha (net)		<b>302,000 £ per acre (net)</b>	<b>149,248</b>
<b>BLV analysis:</b>		<b>746,242 £ per ha (gross)</b>		<b>302,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(21,225) £ per ha (net)</b>		<b>(8,590) £ per acre (net)</b>	<b>(4,245)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(8,590)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		16,124	(12,721)	(41,565)	(70,410)	(99,255)	(128,115)	(157,080)
	10.00		4,150	(24,096)	(52,342)	(80,588)	(108,833)	(137,108)	(165,474)
	20.00		(7,823)	(35,471)	(63,118)	(90,765)	(118,412)	(146,101)	(173,867)
	30.00		(19,797)	(46,845)	(73,894)	(100,943)	(127,991)	(155,094)	(182,260)
	40.00		(31,770)	(58,220)	(84,670)	(111,120)	(137,570)	(164,087)	(190,654)
	50.00		(43,744)	(69,595)	(95,446)	(121,298)	(147,149)	(173,080)	(199,047)
	60.00		(55,718)	(80,970)	(106,223)	(131,475)	(156,728)	(182,073)	(207,440)
	70.00		(67,691)	(92,345)	(116,999)	(141,653)	(166,306)	(191,066)	(215,834)
	80.00		(79,665)	(103,720)	(127,775)	(151,830)	(175,890)	(200,058)	(224,227)
	90.00		(91,638)	(115,095)	(138,551)	(162,008)	(185,482)	(209,051)	(232,620)
	100.00		(103,612)	(126,469)	(149,327)	(172,185)	(195,074)	(218,044)	(241,014)
	110.00		(115,585)	(137,844)	(160,103)	(182,363)	(204,667)	(227,037)	(249,407)
	120.00		(127,559)	(149,219)	(170,880)	(192,540)	(214,259)	(236,030)	(257,800)
	130.00		(139,532)	(160,594)	(181,656)	(202,718)	(223,852)	(245,023)	(266,194)
	140.00		(151,506)	(171,969)	(192,432)	(212,895)	(233,444)	(254,016)	(274,587)
	150.00		(163,479)	(183,344)	(203,208)	(223,073)	(243,036)	(263,008)	(304,574)
	160.00		(175,453)	(194,719)	(213,984)	(233,256)	(252,629)	(272,001)	(314,278)
	170.00		(187,426)	(206,093)	(224,760)	(243,448)	(262,221)	(302,278)	(323,981)
	180.00		(199,400)	(217,468)	(235,537)	(253,640)	(271,814)	(312,675)	(333,684)
	190.00		(211,373)	(228,843)	(246,313)	(263,832)	(302,754)	(323,071)	(343,388)
200.00		(223,347)	(240,218)	(257,089)	(274,024)	(313,844)	(333,467)	(353,091)	
210.00		(235,320)	(251,593)	(267,865)	(306,003)	(324,933)	(343,864)	(362,794)	
220.00		(247,294)	(262,968)	(278,641)	(317,785)	(336,023)	(354,260)	(372,498)	
230.00		(259,268)	(274,343)	(312,024)	(329,568)	(347,112)	(364,657)	(382,210)	
240.00		(271,241)	(307,739)	(324,499)	(341,351)	(358,202)	(375,053)	(391,934)	
250.00		(304,845)	(320,889)	(336,975)	(353,133)	(369,291)	(385,449)	(401,658)	

**TABLE 2**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(8,590)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106	-		(8,590)	(36,199)	(63,807)	(91,416)	(119,025)	(146,677)	(174,404)
	1,000		(22,602)	(50,211)	(77,820)	(105,429)	(133,038)	(160,709)	(188,436)
	2,000		(36,614)	(64,223)	(91,832)	(119,441)	(147,050)	(174,741)	(202,469)
	3,000		(50,627)	(78,236)	(105,844)	(133,453)	(161,062)	(188,773)	(216,501)
	4,000		(64,639)	(92,248)	(119,857)	(147,466)	(175,078)	(202,805)	(230,533)
	5,000		(78,651)	(106,260)	(133,869)	(161,478)	(189,110)	(216,838)	(244,565)
	6,000		(92,664)	(120,273)	(147,881)	(175,490)	(203,142)	(230,870)	(258,597)
	7,000		(106,676)	(134,285)	(161,894)	(189,503)	(217,174)	(244,902)	(272,629)
	8,000		(120,688)	(148,297)	(175,906)	(203,515)	(231,207)	(258,934)	(308,830)
	9,000		(134,701)	(162,310)	(189,918)	(217,527)	(245,239)	(272,966)	(325,052)
	10,000		(148,713)	(176,322)	(203,931)	(231,544)	(259,271)	(309,220)	(341,274)
	11,000		(162,725)	(190,334)	(217,943)	(245,576)	(273,303)	(325,442)	(357,497)
	12,000		(176,738)	(204,346)	(231,955)	(259,608)	(309,609)	(341,664)	(373,719)
	13,000		(190,750)	(218,359)	(245,968)	(273,640)	(325,831)	(357,886)	(389,967)
	14,000		(204,762)	(232,371)	(259,980)	(309,998)	(342,053)	(374,108)	(406,224)

**TABLE 3**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(8,590)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		178,168	141,221	104,274	67,327	30,381	(6,609)	(43,674)
	17.5%		84,789	52,511	20,233	(12,044)	(44,322)	(76,643)	(109,039)
	20.0%		(8,590)	(36,199)	(63,807)	(91,416)	(119,025)	(146,677)	(174,404)
	22.5%		(101,968)	(124,908)	(147,848)	(170,788)	(193,728)	(216,711)	(239,769)
	25.0%		(195,347)	(213,618)	(231,889)	(250,160)	(268,431)	(308,926)	(330,186)
	27.5%		(311,216)	(326,941)	(342,666)	(358,391)	(374,116)	(389,890)	(405,752)

**TABLE 4**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(8,590)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 302,000	100,000		193,410	165,801	138,193	110,584	82,975	55,323	27,596
	150,000		143,410	115,801	88,193	60,584	32,975	5,323	(22,404)
	200,000		93,410	65,801	38,193	10,584	(17,025)	(44,677)	(72,404)
	250,000		43,410	15,801	(11,807)	(39,416)	(67,025)	(94,677)	(122,404)
	300,000		(6,590)	(34,199)	(61,807)	(89,416)	(117,025)	(144,677)	(172,404)
	350,000		(56,590)	(84,199)	(111,807)	(139,416)	(167,025)	(194,677)	(222,404)
	400,000		(106,590)	(134,199)	(161,807)	(189,416)	(217,025)	(244,677)	(272,404)
	450,000		(156,590)	(184,199)	(211,807)	(239,416)	(267,025)	(294,677)	(322,404)
	500,000		(206,590)	(234,199)	(261,807)	(289,416)	(317,025)	(344,677)	(372,404)
	550,000		(256,590)	(284,199)	(311,807)	(339,416)	(367,025)	(394,677)	(422,404)
	600,000		(306,590)	(334,199)	(361,807)	(389,416)	(417,025)	(444,677)	(472,404)
	650,000		(356,590)	(384,199)	(411,807)	(439,416)	(467,025)	(494,677)	(522,404)
	700,000		(406,590)	(434,199)	(461,807)	(489,416)	(517,025)	(544,677)	(572,404)
	750,000		(456,590)	(484,199)	(511,807)	(539,416)	(567,025)	(594,677)	(622,404)
	800,000		(506,590)	(534,199)	(561,807)	(589,416)	(617,025)	(644,677)	(672,404)
850,000		(556,590)	(584,199)	(611,807)	(639,416)	(667,025)	(694,677)	(722,404)	

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(8,590)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		625,062	598,870	572,679	546,487	520,295	494,103	467,912
	75%		519,482	493,068	466,655	440,241	413,827	387,414	361,000
	80%		413,902	387,266	360,631	333,995	307,360	280,724	254,088
	85%		308,322	281,464	254,607	227,749	200,892	173,980	147,038
	90%		202,741	175,662	148,583	121,437	94,273	67,109	39,944
	95%		97,161	69,784	42,397	15,010	(12,376)	(39,763)	(67,149)
	100%		(8,590)	(36,199)	(63,807)	(91,416)	(119,025)	(146,677)	(174,404)
	105%		(114,350)	(142,181)	(170,012)	(197,891)	(225,841)	(253,791)	(303,142)
	110%		(220,110)	(248,213)	(276,386)	(329,521)	(362,091)	(394,767)	(427,514)
	115%		(354,355)	(387,182)	(420,010)	(452,941)	(485,946)	(519,088)	(552,505)
	120%		(476,899)	(510,081)	(543,345)	(576,734)	(610,382)	(644,560)	(679,305)
	125%		(599,710)	(633,343)	(667,230)	(701,601)	(736,578)	(771,587)	(806,595)

**TABLE 7**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(8,590)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		61,108	33,499	5,890	(21,719)	(49,328)	(76,937)	(104,548)
	1,000		45,442	17,833	(9,776)	(37,385)	(64,994)	(92,603)	(120,250)
	2,000		29,776	2,167	(25,442)	(53,051)	(80,660)	(108,268)	(135,951)
	3,000		14,110	(13,499)	(41,108)	(68,717)	(96,325)	(123,934)	(151,653)
	4,000		(1,556)	(29,165)	(56,774)	(84,382)	(111,991)	(139,627)	(167,354)
	5,000		(17,222)	(44,830)	(72,439)	(100,048)	(127,657)	(155,328)	(183,056)
	6,000		(32,887)	(60,496)	(88,105)	(115,714)	(143,323)	(171,030)	(198,757)
	7,000		(48,553)	(76,162)	(103,771)	(131,380)	(159,004)	(186,731)	(214,459)
	8,000		(64,219)	(91,828)	(119,437)	(147,046)	(174,705)	(202,433)	(230,160)
	9,000		(79,885)	(107,494)	(135,103)	(162,712)	(190,407)	(218,134)	(245,862)
	10,000		(95,551)	(123,160)	(150,769)	(178,381)	(206,108)	(233,836)	(261,563)
	11,000		(111,217)	(138,826)	(166,435)	(194,082)	(221,810)	(249,537)	(277,265)
	12,000		(126,883)	(154,492)	(182,100)	(209,784)	(237,511)	(265,239)	(316,119)
	13,000		(142,549)	(170,157)	(197,766)	(225,485)	(253,213)	(302,216)	(334,289)
	14,000		(158,214)	(185,823)	(213,459)	(241,187)	(268,914)	(320,368)	(352,493)
	15,000		(173,880)	(201,489)	(229,161)	(256,888)	(306,465)	(338,520)	(370,696)
	16,000		(189,546)	(217,155)	(244,862)	(272,590)	(324,617)	(356,672)	(388,900)

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(8,590)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(644,395)	(643,906)	(643,556)	(643,388)	(643,293)	(643,198)	(643,103)
	82%		(578,291)	(580,912)	(583,597)	(586,404)	(589,350)	(592,524)	(595,807)
	84%		(512,398)	(518,270)	(524,143)	(530,070)	(536,079)	(542,227)	(548,572)
	86%		(446,650)	(455,708)	(464,839)	(474,006)	(483,174)	(492,455)	(501,846)
	88%		(380,946)	(393,290)	(405,633)	(417,997)	(430,459)	(442,921)	(455,461)
	90%		(315,242)	(330,871)	(346,500)	(362,129)	(377,758)	(393,501)	(409,258)
	92%		(235,432)	(251,735)	(268,096)	(306,281)	(325,195)	(344,109)	(363,132)
	94%		(178,722)	(197,824)	(216,945)	(236,148)	(255,350)	(274,553)	(317,031)
	96%		(122,011)	(143,949)	(165,887)	(187,839)	(209,883)	(231,927)	(253,971)
	98%		(65,300)	(90,074)	(114,847)	(139,620)	(164,416)	(189,302)	(214,188)
	100%		(8,590)	(36,199)	(63,807)	(91,416)	(119,025)	(146,677)	(174,404)
	102%		48,121	17,677	(12,768)	(43,212)	(73,657)	(104,101)	(134,621)
104%		104,832	71,552	38,272	4,992	(28,288)	(61,568)	(94,848)	
106%		161,466	125,427	89,311	53,196	17,080	(19,035)	(55,151)	
108%		218,095	179,246	140,351	101,400	62,449	23,498	(15,453)	
110%		274,723	233,043	191,363	149,604	107,817	66,031	24,244	
112%		331,352	286,840	242,328	197,808	153,186	108,564	63,942	
114%		387,980	340,637	293,294	245,951	198,554	151,097	103,639	
116%		444,609	394,434	344,260	294,085	243,910	193,630	143,336	
118%		501,237	448,231	395,225	342,219	289,213	236,163	183,034	
120%		557,866	502,028	446,191	390,353	334,516	278,678	222,731	

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(8,590)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(8,590)	(36,199)	(63,807)	(91,416)	(119,025)	(146,677)	(174,404)
	10,000		(8,590)	(29,185)	(49,781)	(70,377)	(90,973)	(111,569)	(132,254)
	20,000		(8,590)	(22,172)	(35,755)	(49,338)	(62,920)	(76,503)	(90,104)
	30,000		(8,590)	(15,159)	(21,729)	(28,298)	(34,868)	(41,437)	(48,007)
	40,000		(8,590)	(8,146)	(7,703)	(7,259)	(6,815)	(6,372)	(5,928)
	50,000		(8,590)	(1,133)	6,324	13,780	21,237	28,694	36,150
	60,000		(8,590)	5,880	20,350	34,820	49,289	63,759	78,229
	70,000		(8,590)	12,893	34,376	55,859	77,342	98,825	120,308
	80,000		(8,590)	19,906	48,402	76,898	105,394	133,890	162,386
	90,000		(8,590)	26,919	62,429	97,938	133,447	168,956	204,465
	100,000		(8,590)	33,933	76,455	118,977	161,499	204,021	246,544

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Appraisal Ref: **San20** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **15**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				15 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		OMS Unit mix%		MV # units		AH mix%		
						AH # units		
						Overall mix%		
						Total # units		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	3.9	12.4%	0.5	29%	4.4		
3 bed House	40.0%	4.5	26.8%	1.0	37%	5.5		
4 bed House	25.0%	2.8	20.0%	0.8	24%	3.6		
5 bed House	0.0%	0.0	5.9%	0.2	1%	0.2		
1 bed Flat	0.0%	0.0	22.5%	0.8	6%	0.8		
2 bed Flat	0.0%	0.0	12.4%	0.5	3%	0.5		
Total number of units	100.0%	11.3	100.0%	3.8	100%	15.0		
<b>OMS Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		OMS Units GIA		AH units GIA		Total GIA (all units)		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	311	3,348	37	395	348	3,744		
3 bed House	450	4,844	101	1,082	551	5,926		
4 bed House	360	3,875	96	1,033	456	4,908		
5 bed House	0	0	35	381	35	381		
1 bed Flat	0	0	50	534	50	534		
2 bed Flat	0	0	38	412	38	412		
	1,121	12,067	357	3,838	1,478	15,905		
AH % by floor area:		24.13% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		£ psm		£ psf		
						total MV £ (no AH)		
1 bed House	165,000	2,661	247			0		
2 bed House	210,000	2,658	247			924,525		
3 bed House	280,000	2,800	260			1,541,400		
4 bed House	325,000	2,539	236			1,157,813		
5 bed House	395,000	2,469	229			87,394		
1 bed Flat	150,000	3,000	279			126,563		
2 bed Flat	185,000	2,643	246			86,025		
						3,923,719		
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		
						% of MV		
						First Homes £*		
						% of MV		
						Other Int. £		
						% of MV		
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%
		* capped @£250K						



## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology:

Higher Value Brownfield

No Units: 15

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Brownfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	3.9	@	210,000	826,875
3 bed House	4.5	@	280,000	1,260,000
4 bed House	2.8	@	325,000	914,063
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	11.3			3,000,938
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.3	@	147,000	51,266
3 bed House	0.8	@	196,000	147,735
4 bed House	0.6	@	227,500	127,969
5 bed House	0.2	@	276,500	45,882
1 bed Flat	0.6	@	105,000	66,445
2 bed Flat	0.3	@	129,500	45,163
	2.8			484,460
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.1	@	147,000	17,089
3 bed House	0.3	@	196,000	49,245
4 bed House	0.2	@	227,500	42,656
5 bed House	0.1	@	250,000	13,828
1 bed Flat	0.2	@	105,000	22,148
2 bed Flat	0.1	@	129,500	15,054
	0.9			160,021
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	3.8		-
<b>Sub-total GDV Residential</b>				
	15			3,645,419
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>278,300</b>
		188 £ psm (total GIA sqm)	18,553 £ per unit (total units)	
<b>Grant</b>	4	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>3,645,419</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(6,930)
Planning Application Professional Fees, Surveys and reports						(20,000)
CIL						(23,139)
<b>CIL analysis:</b>		1,121 sqm (Market only)	20.64 £ psm			
		0.63% % of GDV	1,543 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	15 units @		2,055 per unit		(30,825)
	Sub-total					(30,825)
<b>S106 analysis:</b>		82,200 £ per ha	0.85% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum						
<b>Comm. Sum analysis:</b>		1,478 sqm (total)	0.00% % of GDV	0 £ psm		
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(46,125)
		0.38 ha @		123,000 £ per ha (if brownfield)		
Site Infrastructure costs -						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	15 units @		0 per unit		
	Sub-total					
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
		- sqm @		1,374 psm		
2 bed House						(477,874)
		348 sqm @		1,374 psm		
3 bed House						(756,387)
		551 sqm @		1,374 psm		
4 bed House						(626,544)
		456 sqm @		1,374 psm		
5 bed House						(48,640)
		35 sqm @		1,374 psm		
1 bed Flat						(78,221)
		50 sqm @		1,576 psm		
2 bed Flat						(60,352)
		38 sqm @		1,576 psm		
Garages for 3 bed House (OMS only)						(26,447)
		5 units @	50% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(24,794)
		3 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						-
		- units @	120% @	11,754 £ per garage		
External works						(314,888)
		2,099,257 @		15.0%		
<b>Ext. Works analysis:</b>				20,993 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs						(4,305)
		15 units @		287 £ per unit		
M4(2) Category 2 Housing Aff units						(1,954)
		4 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						(5,861)
		11 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						-
		4 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						-
		11 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(66,735)
		15 units @		4,449 £ per unit		
Renewable Energy						-
		15 units @		0 £ per unit		
EV Charging Points - Houses						-
		14 units @		0 £ per unit		
EV Charging Points - Flats						-
		1 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		15 units @		0 £ per unit		
	Sub-total				(78,855)	
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)		
Contingency (on construction)						(126,956)
		2,539,125 @		5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	2,539,125 @	6.5%		(165,043)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	3,000,938 OMS @	3.00%	6,002 £ per unit	(90,028)
Residential Sales Agent Costs	3,000,938 OMS @	1.00%	2,001 £ per unit	(30,009)
Residential Sales Legal Costs	3,000,938 OMS @	0.25%	500 £ per unit	(7,502)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>9,169 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(32,350)
<b>Developers Profit -</b>				
Profit on OMS	3,000,938	20.00%		(600,188)
Margin on AH	644,481	6.00% on AH values		(38,669)
<b>Profit analysis:</b>	<b>3,645,419</b>	<b>17.52% blended GDV</b>	<b>(638,856)</b>	
	<b>3,181,908</b>	<b>20.08% on costs</b>	<b>(638,856)</b>	
<b>TOTAL COSTS</b>				<b>(3,820,764)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(175,346)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(175,346)</b>
<b>RLV analysis:</b>	<b>(11,690) £ per plot</b>	<b>(467,588) £ per ha (net)</b>	<b>(189,230) £ per acre (net)</b>	
		<b>(467,588) £ per ha (gross)</b>	<b>(189,230) £ per acre (gross)</b>	
			<b>-4.81% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	0.38 ha (gross)		0.93 acres (gross)	
<b>Density analysis:</b>	<b>3,940 sqm/ha (net)</b>	<b>17,164 sqft/ac (net)</b>		
	<b>40 dph (gross)</b>			
Benchmark Land Value (net)	18,656 £ per plot	746,242 £ per ha (net)	302,000 £ per acre (net)	<b>279,841</b>
<b>BLV analysis:</b>		<b>746,242 £ per ha (gross)</b>	<b>302,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(1,213,830) £ per ha (net)</b>	<b>(491,230) £ per acre (net)</b>	<b>(455,186)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(491,230)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(333,081)	(359,559)	(386,037)	(412,514)	(438,992)	(465,469)	(491,947)
	10.00		(349,723)	(375,368)	(401,014)	(426,659)	(452,305)	(477,950)	(503,621)
	20.00		(366,364)	(391,178)	(415,991)	(440,805)	(465,618)	(490,431)	(515,335)
	30.00		(383,005)	(406,987)	(430,968)	(454,950)	(478,931)	(502,913)	(527,050)
	40.00		(399,647)	(422,796)	(445,946)	(469,095)	(492,244)	(515,464)	(538,765)
	50.00		(416,288)	(438,605)	(460,923)	(483,240)	(505,557)	(528,015)	(550,480)
	60.00		(432,930)	(454,415)	(475,900)	(497,385)	(518,939)	(540,567)	(562,195)
	70.00		(449,571)	(470,224)	(490,877)	(511,537)	(532,328)	(553,119)	(573,910)
	80.00		(466,212)	(486,033)	(505,854)	(525,762)	(545,716)	(565,670)	(585,624)
	90.00		(482,854)	(501,843)	(520,870)	(539,987)	(559,105)	(578,222)	(597,339)
	100.00		(499,495)	(517,652)	(535,932)	(554,212)	(572,493)	(590,773)	(609,054)
	110.00		(516,136)	(533,550)	(550,994)	(568,438)	(585,881)	(603,325)	(620,769)
	120.00		(532,777)	(549,449)	(566,056)	(582,663)	(599,270)	(615,877)	(632,484)
	130.00		(549,418)	(565,347)	(581,118)	(596,888)	(612,658)	(628,428)	(644,199)
	140.00		(566,059)	(581,246)	(596,179)	(611,113)	(626,046)	(640,980)	(655,913)
	150.00		(582,700)	(597,145)	(611,241)	(625,338)	(639,435)	(653,531)	(667,628)
	160.00		(599,341)	(613,043)	(626,303)	(639,563)	(652,623)	(666,083)	(679,343)
170.00		(615,982)	(628,942)	(641,365)	(653,788)	(666,212)	(678,635)	(691,058)	
180.00		(632,623)	(644,841)	(656,427)	(668,014)	(679,600)	(691,186)	(702,773)	
190.00		(649,264)	(660,739)	(671,489)	(682,239)	(692,988)	(703,738)	(714,487)	
200.00		(665,905)	(676,638)	(686,551)	(696,464)	(706,377)	(716,289)	(726,202)	
210.00		(682,546)	(692,537)	(701,613)	(710,689)	(719,765)	(728,841)	(737,917)	
220.00		(699,187)	(708,436)	(716,675)	(724,914)	(733,153)	(741,393)	(749,688)	
230.00		(715,828)	(724,334)	(731,737)	(739,139)	(746,542)	(753,944)	(761,469)	
240.00		(732,469)	(740,233)	(746,799)	(753,364)	(759,930)	(766,545)	(773,250)	
250.00		(749,110)	(756,132)	(761,861)	(767,590)	(773,318)	(779,168)	(785,031)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(491,230)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-		(333,111)	(357,871)	(382,631)	(407,392)	(432,152)	(456,912)	(481,672)
	1,000		(349,811)	(374,571)	(399,331)	(424,092)	(448,852)	(473,612)	(498,372)
	2,000		(366,511)	(391,271)	(416,031)	(440,791)	(465,552)	(490,312)	(515,162)
	3,000		(383,211)	(407,971)	(432,731)	(457,491)	(482,251)	(507,035)	(531,956)
	4,000		(399,911)	(424,671)	(449,431)	(474,191)	(498,951)	(523,829)	(548,750)
	5,000		(416,611)	(441,370)	(466,131)	(490,891)	(515,702)	(540,623)	(565,544)
	6,000		(433,311)	(458,070)	(482,830)	(507,591)	(532,496)	(557,417)	(582,338)
	7,000		(450,011)	(474,770)	(499,530)	(524,369)	(549,290)	(574,212)	(599,133)
	8,000		(466,711)	(491,470)	(516,242)	(541,163)	(566,085)	(591,006)	(615,927)
	9,000		(483,411)	(508,170)	(533,036)	(557,958)	(582,879)	(607,800)	(632,721)
	10,000		(500,111)	(524,910)	(549,831)	(574,752)	(599,673)	(624,594)	(649,515)
	11,000		(516,811)	(541,704)	(566,625)	(591,546)	(616,467)	(641,389)	(666,310)
	12,000		(533,511)	(558,498)	(583,419)	(608,340)	(633,262)	(658,183)	(683,104)
	13,000		(550,211)	(575,292)	(600,213)	(625,135)	(650,056)	(674,977)	(699,898)
	14,000		(566,911)	(592,086)	(617,008)	(641,929)	(666,850)	(691,771)	(716,692)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(491,230)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(160,507)	(191,263)	(222,018)	(252,774)	(283,529)	(329,302)	(364,952)
	17.5%		(253,886)	(279,973)	(319,793)	(349,950)	(380,108)	(410,266)	(440,519)
	20.0%		(367,429)	(392,189)	(416,950)	(441,710)	(466,470)	(491,230)	(516,085)
	22.5%		(475,381)	(494,744)	(514,107)	(533,469)	(552,832)	(572,194)	(591,652)
	25.0%		(583,334)	(597,299)	(611,264)	(625,229)	(639,194)	(653,159)	(667,218)
	27.5%		(691,286)	(699,853)	(708,421)	(716,988)	(725,555)	(734,123)	(742,785)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(491,230)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 302,000	100,000		(165,429)	(190,189)	(214,950)	(239,710)	(264,470)	(289,230)	(314,085)
	150,000		(215,429)	(240,189)	(264,950)	(289,710)	(314,470)	(339,230)	(364,085)
	200,000		(265,429)	(290,189)	(314,950)	(339,710)	(364,470)	(389,230)	(414,085)
	250,000		(315,429)	(340,189)	(364,950)	(389,710)	(414,470)	(439,230)	(464,085)
	300,000		(365,429)	(390,189)	(414,950)	(439,710)	(464,470)	(489,230)	(514,085)
	350,000		(415,429)	(440,189)	(464,950)	(489,710)	(514,470)	(539,230)	(564,085)
	400,000		(465,429)	(490,189)	(514,950)	(539,710)	(564,470)	(589,230)	(614,085)
	450,000		(515,429)	(540,189)	(564,950)	(589,710)	(614,470)	(639,230)	(664,085)
	500,000		(565,429)	(590,189)	(614,950)	(639,710)	(664,470)	(689,230)	(714,085)
	550,000		(615,429)	(640,189)	(664,950)	(689,710)	(714,470)	(739,230)	(764,085)
	600,000		(665,429)	(690,189)	(714,950)	(739,710)	(764,470)	(789,230)	(814,085)
	650,000		(715,429)	(740,189)	(764,950)	(789,710)	(814,470)	(839,230)	(864,085)
	700,000		(765,429)	(790,189)	(814,950)	(839,710)	(864,470)	(889,230)	(914,085)
	750,000		(815,429)	(840,189)	(864,950)	(889,710)	(914,470)	(939,230)	(964,085)
	800,000		(865,429)	(890,189)	(914,950)	(939,710)	(964,470)	(989,230)	(1,014,085)
850,000		(915,429)	(940,189)	(964,950)	(989,710)	(1,014,470)	(1,039,230)	(1,064,085)	

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Scheme Typology: **Higher Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(491,230)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		407,541	386,013	364,486	342,958	321,431	299,903	278,376
	75%		282,984	261,527	240,069	218,612	197,154	175,697	154,239
	80%		158,122	136,720	115,318	93,916	72,514	51,112	29,711
	85%		32,898	11,528	(9,842)	(31,212)	(52,582)	(73,961)	(95,394)
	90%		(92,954)	(114,316)	(135,700)	(157,149)	(178,598)	(200,047)	(221,522)
	95%		(219,736)	(241,225)	(262,714)	(284,204)	(319,369)	(344,212)	(369,055)
	100%		(367,429)	(392,189)	(416,950)	(441,710)	(466,470)	(491,230)	(516,085)
	105%		(514,861)	(539,662)	(564,500)	(589,338)	(614,175)	(639,013)	(663,851)
	110%		(663,090)	(687,844)	(712,599)	(737,353)	(762,108)	(787,027)	(812,024)
	115%		(811,356)	(836,061)	(860,974)	(885,887)	(910,800)	(935,712)	(960,676)
	120%		(960,252)	(985,081)	(1,009,910)	(1,034,739)	(1,060,266)	(1,086,460)	(1,112,654)
	125%		(1,109,356)	(1,134,139)	(1,160,212)	(1,186,320)	(1,212,428)	(1,238,536)	(1,264,644)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(491,230)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(275,197)	(308,874)	(333,635)	(358,395)	(383,155)	(407,915)	(432,676)
	1,000		(302,841)	(327,601)	(352,361)	(377,122)	(401,882)	(426,642)	(451,402)
	2,000		(321,568)	(346,328)	(371,088)	(395,848)	(420,608)	(445,369)	(470,129)
	3,000		(340,294)	(365,054)	(389,815)	(414,575)	(439,335)	(464,095)	(488,856)
	4,000		(359,021)	(383,781)	(408,541)	(433,302)	(458,062)	(482,822)	(507,629)
	5,000		(377,748)	(402,508)	(427,268)	(452,028)	(476,788)	(501,549)	(526,462)
	6,000		(396,474)	(421,234)	(445,995)	(470,755)	(495,515)	(520,373)	(545,294)
	7,000		(415,201)	(439,961)	(464,721)	(489,482)	(514,285)	(539,206)	(564,127)
	8,000		(433,928)	(458,688)	(483,448)	(508,208)	(533,117)	(558,038)	(582,960)
	9,000		(452,654)	(477,414)	(502,175)	(527,029)	(551,950)	(576,871)	(601,792)
	10,000		(471,381)	(496,141)	(520,940)	(545,861)	(570,782)	(595,704)	(620,625)
	11,000		(490,108)	(514,868)	(539,773)	(564,694)	(589,615)	(614,536)	(639,457)
	12,000		(508,834)	(533,684)	(558,605)	(583,526)	(608,447)	(633,369)	(658,290)
	13,000		(527,595)	(552,516)	(577,438)	(602,359)	(627,280)	(652,201)	(677,122)
	14,000		(546,428)	(571,349)	(596,270)	(621,191)	(646,113)	(671,034)	(695,955)
	15,000		(565,260)	(590,182)	(615,103)	(640,024)	(664,945)	(689,866)	(714,787)
	16,000		(584,093)	(609,014)	(633,935)	(658,856)	(683,778)	(708,699)	(733,620)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(491,230)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,045,454)	(1,036,991)	(1,028,528)	(1,020,066)	(1,011,603)	(1,003,141)	(994,678)
	82%		(976,291)	(970,833)	(965,530)	(960,567)	(955,605)	(950,642)	(945,679)
	84%		(908,241)	(906,185)	(904,129)	(902,073)	(900,017)	(898,143)	(896,680)
	86%		(840,190)	(841,537)	(842,883)	(844,230)	(845,576)	(846,922)	(848,269)
	88%		(772,210)	(776,888)	(781,637)	(786,386)	(791,135)	(795,884)	(800,633)
	90%		(704,601)	(712,620)	(720,639)	(728,658)	(736,695)	(744,847)	(752,998)
	92%		(636,993)	(648,392)	(659,792)	(671,191)	(682,591)	(693,990)	(705,389)
	94%		(569,384)	(584,164)	(598,944)	(613,724)	(628,504)	(643,283)	(658,063)
	96%		(501,845)	(519,936)	(538,096)	(556,256)	(574,417)	(592,577)	(610,737)
	98%		(434,637)	(456,037)	(477,437)	(498,837)	(520,330)	(541,871)	(563,411)
	100%		(367,429)	(392,189)	(416,950)	(441,710)	(466,470)	(491,230)	(516,085)
	102%		(289,130)	(328,342)	(356,462)	(384,583)	(412,704)	(440,824)	(468,945)
	104%		(230,995)	(258,226)	(285,457)	(327,456)	(358,937)	(390,418)	(421,899)
	106%		(172,955)	(202,998)	(233,136)	(263,274)	(305,171)	(340,013)	(374,854)
	108%		(115,131)	(148,003)	(180,874)	(213,859)	(246,904)	(279,948)	(327,808)
	110%		(57,528)	(93,135)	(128,833)	(164,595)	(200,396)	(236,347)	(272,298)
	112%		20	(38,465)	(76,949)	(115,445)	(154,099)	(192,752)	(231,604)
	114%		57,359	16,143	(25,156)	(66,518)	(107,880)	(149,384)	(190,929)
	116%		114,666	70,585	26,503	(17,603)	(61,842)	(106,081)	(150,453)
	118%		171,913	125,026	78,080	31,133	(15,813)	(62,920)	(110,037)
	120%		229,013	179,342	129,656	79,844	30,032	(19,779)	(69,754)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(491,230)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(367,429)	(392,189)	(416,950)	(441,710)	(466,470)	(491,230)	(516,085)
	10,000		(367,429)	(383,839)	(400,249)	(416,659)	(433,068)	(449,478)	(465,888)
	20,000		(367,429)	(375,489)	(383,548)	(391,607)	(399,667)	(407,726)	(415,786)
	30,000		(367,429)	(367,138)	(366,847)	(366,556)	(366,265)	(365,974)	(365,683)
	40,000		(367,429)	(358,788)	(350,146)	(341,505)	(332,864)	(324,222)	(315,581)
	50,000		(367,429)	(350,437)	(333,446)	(316,454)	(288,473)	(273,775)	(259,078)
	60,000		(367,429)	(342,087)	(316,745)	(281,502)	(259,581)	(237,660)	(215,739)
	70,000		(367,429)	(333,737)	(288,977)	(259,833)	(230,689)	(201,545)	(172,463)
	80,000		(367,429)	(325,386)	(274,530)	(238,163)	(201,796)	(165,528)	(129,349)
	90,000		(367,429)	(317,036)	(260,084)	(216,494)	(172,965)	(129,599)	(86,384)
	100,000		(367,429)	(308,685)	(245,638)	(194,825)	(144,222)	(93,771)	(43,472)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Appraisal Ref: **San21** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **30**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				30 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		
						<b>AH # units</b>		
						<b>Overall mix%</b>		
						<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	7.9	12.4%	0.9	29%	8.8		
3 bed House	40.0%	9.0	26.8%	2.0	37%	11.0		
4 bed House	25.0%	5.6	20.0%	1.5	24%	7.1		
5 bed House	0.0%	0.0	5.9%	0.4	1%	0.4		
1 bed Flat	0.0%	0.0	22.5%	1.7	6%	1.7		
2 bed Flat	0.0%	0.0	12.4%	0.9	3%	0.9		
Total number of units	100.0%	22.5	100.0%	7.5	100%	30.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	622	6,696	73	791	696	7,487		
3 bed House	900	9,688	201	2,164	1,101	11,851		
4 bed House	720	7,750	192	2,067	912	9,817		
5 bed House	0	0	71	762	71	762		
1 bed Flat	0	0	99	1,068	99	1,068		
2 bed Flat	0	0	77	824	77	824		
	2,242	24,134	713	7,676	2,955	31,810		
AH % by floor area:		24.13% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>		
						<b>total MV £ (no AH)</b>		
1 bed House	165,000	2,661	247			0		
2 bed House	210,000	2,658	247			1,849,050		
3 bed House	280,000	2,800	260			3,082,800		
4 bed House	325,000	2,539	236			2,315,625		
5 bed House	395,000	2,469	229			174,788		
1 bed Flat	150,000	3,000	279			253,125		
2 bed Flat	185,000	2,643	246			172,050		
						7,847,438		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>		
						<b>% of MV</b>		
						<b>First Homes £*</b>		
						<b>% of MV</b>		
						<b>Other Int. £</b>		
						<b>% of MV</b>		
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%
* capped @£250K								

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	7.9	@	210,000	1,653,750
3 bed House	9.0	@	280,000	2,520,000
4 bed House	5.6	@	325,000	1,828,125
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	22.5			6,001,875
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.7	@	147,000	102,533
3 bed House	1.5	@	196,000	295,470
4 bed House	1.1	@	227,500	255,938
5 bed House	0.3	@	276,500	91,763
1 bed Flat	1.3	@	105,000	132,891
2 bed Flat	0.7	@	129,500	90,326
	5.6			968,920
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.2	@	147,000	34,178
3 bed House	0.5	@	196,000	98,490
4 bed House	0.4	@	227,500	85,313
5 bed House	0.1	@	250,000	27,656
1 bed Flat	0.4	@	105,000	44,297
2 bed Flat	0.2	@	129,500	30,109
	1.9			320,042
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	7.5		-
<b>Sub-total GDV Residential</b>				
	<b>30</b>			<b>7,290,837</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>556,600</b>
		<b>188 £ psm (total GIA sqm)</b>	<b>18,553 £ per unit (total units)</b>	
<b>Grant</b>	8	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>7,290,837</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(13,860)
Planning Application Professional Fees, Surveys and reports						(40,000)
CIL						(46,277)
		2,242 sqm (Market only)		20.64 £ psm		
		0.63% % of GDV		1,543 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	30 units @		2,055 per unit		(61,650)
	Sub-total					(61,650)
		82,200 £ per ha	0.85% % of GDV	2,055 £ per unit (total units)		
<b>S106 analysis:</b>						
AH Commuted Sum						-
		2,955 sqm (total)		0 £ psm		
<b>Comm. Sum analysis:</b>						
0.00% % of GDV						
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						
		0.75 ha @		123,000 £ per ha (if brownfield)		(92,250)
Site Infrastructure costs -						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	30 units @		0 per unit		-
	Sub-total					-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
1 bed House						
		- sqm @		1,374 psm		-
2 bed House						
		696 sqm @		1,374 psm		(955,748)
3 bed House						
		1,101 sqm @		1,374 psm		(1,512,774)
4 bed House						
		912 sqm @		1,374 psm		(1,253,088)
5 bed House						
		71 sqm @		1,374 psm		(97,279)
1 bed Flat						
		99 sqm @		1,576 psm		(156,441)
2 bed Flat						
		77 sqm @		1,576 psm		(120,703)
		2,955				
		9 units @	50% @	11,754 £ per garage		(52,893)
		6 units @	75% @	11,754 £ per garage		(49,587)
		- units @	120% @	11,754 £ per garage		-
Garages for 3 bed House (OMS only)						
Garages for 4 bed House (OMS only)						
Garages for 5 bed House (OMS only)						
External works						
		4,198,513 @		15.0%		(629,777)
				20,993 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						
		30 units @		287 £ per unit		(8,610)
M4(2) Category 2 Housing						
	Aff units	8 units @	100% @	521 £ per unit		(3,908)
	OMS units	23 units @	100% @	521 £ per unit		(11,723)
M4(3) Category 3 Housing						
	Aff units	8 units @	0% @	10,111 £ per unit		-
	OMS units	23 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS						
		30 units @		4,449 £ per unit		(133,470)
Renewable Energy						
		30 units @		0 £ per unit		-
EV Charging Points - Houses						
		27 units @		0 £ per unit		-
EV Charging Points - Flats						
		3 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency						
		30 units @		0 £ per unit		-
	Sub-total					(157,710)
				5,257 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						
		5,078,250 @		5.0%		(253,913)



## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	5,078,250 @		<b>6.5%</b>		(330,086)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	6,001,875 OMS @		<b>3.00%</b>	6,002 £ per unit	(180,056)
Residential Sales Agent Costs	6,001,875 OMS @		<b>1.00%</b>	2,001 £ per unit	(60,019)
Residential Sales Legal Costs	6,001,875 OMS @		<b>0.25%</b>	500 £ per unit	(15,005)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,836 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(27,224)
<b>Developers Profit -</b>					
Profit on OMS	6,001,875		<b>20.00%</b>		(1,200,375)
Margin on AH	1,288,962		<b>6.00%</b> on AH values		(77,338)
<b>Profit analysis:</b>		<b>7,290,837</b>		<b>17.52% blended GDV</b>	<b>(1,277,713)</b>
		<b>6,216,340</b>		<b>20.55% on costs</b>	<b>(1,277,713)</b>
<b>TOTAL COSTS</b>					<b>(7,494,053)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(203,216)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(203,216)</b>
<b>RLV analysis:</b>	<b>(6,774) £ per plot</b>	<b>(270,954) £ per ha (net)</b>	<b>(109,654) £ per acre (net)</b>		
		<b>(270,954) £ per ha (gross)</b>	<b>(109,654) £ per acre (gross)</b>		
			<b>-2.79% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.75 ha (gross)		1.85 acres (gross)	
<b>Density analysis:</b>		<b>3,940 sqm/ha (net)</b>		<b>17,164 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	18,656 £ per plot	746,242 £ per ha (net)		<b>302,000 £ per acre (net)</b>	<b>559,682</b>
<b>BLV analysis:</b>		<b>746,242 £ per ha (gross)</b>		<b>302,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,017,196) £ per ha (net)</b>		<b>(411,654) £ per acre (net)</b>	<b>(762,897)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(411,654)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(254,744)	(277,621)	(306,834)	(333,381)	(359,929)	(386,476)	(413,100)	(424,508)
	10.00	(268,781)	(290,956)	(321,469)	(347,203)	(372,937)	(398,671)	(424,508)	(458,733)
	20.00	(282,818)	(311,199)	(336,103)	(361,024)	(385,945)	(410,871)	(435,916)	(470,141)
	30.00	(302,602)	(326,629)	(350,737)	(374,845)	(398,953)	(423,061)	(447,325)	(481,549)
	40.00	(318,830)	(342,076)	(365,371)	(388,666)	(411,961)	(435,318)	(458,733)	(492,958)
	50.00	(335,058)	(357,523)	(380,006)	(402,488)	(424,970)	(447,541)	(470,141)	(504,366)
	60.00	(351,302)	(372,971)	(394,640)	(416,309)	(437,978)	(459,764)	(481,549)	(515,774)
	70.00	(367,562)	(388,418)	(409,274)	(430,130)	(451,016)	(471,987)	(492,958)	(527,210)
	80.00	(383,822)	(403,865)	(423,908)	(443,951)	(464,054)	(484,210)	(504,366)	(538,648)
	90.00	(400,082)	(419,312)	(438,542)	(457,772)	(477,092)	(496,433)	(515,774)	(550,086)
	100.00	(416,343)	(434,760)	(453,177)	(471,604)	(490,130)	(508,656)	(527,210)	(561,523)
	110.00	(432,603)	(450,207)	(467,811)	(485,457)	(503,168)	(520,879)	(538,648)	(572,961)
	120.00	(448,863)	(465,654)	(482,445)	(499,310)	(516,206)	(533,103)	(550,086)	(584,398)
	130.00	(465,124)	(481,101)	(497,082)	(513,163)	(529,244)	(545,326)	(561,523)	(595,836)
	140.00	(481,384)	(496,549)	(511,749)	(527,016)	(542,282)	(557,568)	(572,961)	(607,274)
	150.00	(497,644)	(511,996)	(526,417)	(540,869)	(555,320)	(569,823)	(584,398)	(618,711)
	160.00	(513,904)	(527,448)	(541,085)	(554,722)	(568,358)	(582,077)	(595,836)	(630,160)
170.00	(530,165)	(542,931)	(555,753)	(568,574)	(581,396)	(594,332)	(607,274)	(641,631)	
180.00	(546,425)	(558,413)	(570,420)	(582,427)	(594,461)	(606,586)	(618,711)	(653,101)	
190.00	(562,685)	(573,896)	(585,088)	(596,280)	(607,533)	(618,841)	(630,160)	(664,572)	
200.00	(579,001)	(589,379)	(599,756)	(610,133)	(620,604)	(631,096)	(641,631)	(676,042)	
210.00	(595,299)	(604,861)	(614,423)	(624,002)	(633,676)	(643,350)	(653,101)	(687,512)	
220.00	(611,596)	(620,344)	(629,091)	(637,890)	(646,748)	(655,605)	(664,572)	(698,983)	
230.00	(627,894)	(635,826)	(643,759)	(651,779)	(659,819)	(667,871)	(676,042)	(709,454)	
240.00	(644,191)	(651,309)	(658,444)	(665,667)	(672,891)	(680,161)	(687,512)	(720,925)	
250.00	(660,489)	(666,792)	(673,150)	(679,556)	(685,962)	(692,451)	(698,983)	(732,396)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(411,654)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(254,769)	(276,198)	(303,507)	(328,376)	(353,245)	(378,114)	(403,038)	(419,392)
	1,000	(268,855)	(290,284)	(319,825)	(344,694)	(369,563)	(394,432)	(419,392)	(453,747)
	2,000	(282,942)	(311,290)	(336,142)	(361,011)	(385,880)	(410,754)	(435,747)	(470,141)
	3,000	(302,802)	(327,590)	(352,459)	(377,328)	(402,197)	(427,109)	(452,102)	(487,095)
	4,000	(319,087)	(343,908)	(368,777)	(393,646)	(418,515)	(443,464)	(468,456)	(503,449)
	5,000	(335,372)	(360,225)	(385,094)	(409,963)	(434,832)	(459,818)	(484,811)	(520,804)
	6,000	(351,657)	(376,542)	(401,411)	(426,280)	(451,180)	(476,173)	(501,166)	(537,159)
	7,000	(367,941)	(392,860)	(417,729)	(442,598)	(467,535)	(492,528)	(517,524)	(553,521)
	8,000	(384,308)	(409,177)	(434,046)	(458,915)	(483,890)	(508,883)	(533,921)	(569,908)
	9,000	(400,625)	(425,494)	(450,364)	(475,252)	(500,244)	(525,237)	(550,318)	(586,305)
	10,000	(416,943)	(441,812)	(466,681)	(491,606)	(516,599)	(541,592)	(566,714)	(602,741)
	11,000	(433,260)	(458,129)	(482,998)	(507,961)	(532,954)	(557,967)	(583,111)	(619,188)
	12,000	(449,578)	(474,447)	(499,323)	(524,316)	(549,309)	(574,364)	(599,508)	(635,655)
	13,000	(465,895)	(490,764)	(515,678)	(540,671)	(565,663)	(590,761)	(615,905)	(652,102)
	14,000	(482,212)	(507,081)	(532,032)	(557,025)	(582,018)	(607,157)	(632,319)	(668,566)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(411,654)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(96,959)	(127,725)	(158,562)	(189,411)	(220,261)	(251,117)	(282,073)	(312,929)
	17.5%	(190,338)	(216,435)	(242,603)	(268,783)	(294,964)	(330,690)	(361,080)	(391,470)
	20.0%	(283,716)	(312,186)	(337,039)	(361,908)	(386,778)	(411,654)	(436,647)	(461,540)
	22.5%	(395,365)	(414,740)	(434,196)	(453,668)	(473,139)	(492,618)	(512,213)	(531,808)
	25.0%	(503,317)	(517,295)	(531,353)	(545,427)	(559,501)	(573,582)	(587,780)	(601,978)
	27.5%	(611,270)	(619,850)	(628,510)	(637,187)	(645,863)	(654,546)	(663,346)	(672,146)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(411,654)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 302,000	100,000	(81,716)	(110,186)	(135,039)	(159,908)	(184,778)	(209,654)	(234,647)	(259,640)
	150,000	(131,716)	(160,186)	(185,039)	(209,908)	(234,778)	(259,654)	(284,647)	(309,640)
	200,000	(181,716)	(210,186)	(235,039)	(259,908)	(284,778)	(309,654)	(334,647)	(359,640)
	250,000	(231,716)	(260,186)	(285,039)	(309,908)	(334,778)	(359,654)	(384,647)	(409,640)
	300,000	(281,716)	(310,186)	(335,039)	(359,908)	(384,778)	(409,654)	(434,647)	(459,640)
	350,000	(331,716)	(360,186)	(385,039)	(409,908)	(434,778)	(459,654)	(484,647)	(509,640)
	400,000	(381,716)	(410,186)	(435,039)	(459,908)	(484,778)	(509,654)	(534,647)	(559,640)
	450,000	(431,716)	(460,186)	(485,039)	(509,908)	(534,778)	(559,654)	(584,647)	(609,640)
	500,000	(481,716)	(510,186)	(535,039)	(559,908)	(584,778)	(609,654)	(634,647)	(659,640)
	550,000	(531,716)	(560,186)	(585,039)	(609,908)	(634,778)	(659,654)	(684,647)	(709,640)
	600,000	(581,716)	(610,186)	(635,039)	(659,908)	(684,778)	(709,654)	(734,647)	(759,640)
	650,000	(631,716)	(660,186)	(685,039)	(709,908)	(734,778)	(759,654)	(784,647)	(809,640)
	700,000	(681,716)	(710,186)	(735,039)	(759,908)	(784,778)	(809,654)	(834,647)	(859,640)
	750,000	(731,716)	(760,186)	(785,039)	(809,908)	(834,778)	(859,654)	(884,647)	(909,640)
	800,000	(781,716)	(810,186)	(835,039)	(859,908)	(884,778)	(909,654)	(934,647)	(959,640)
850,000	(831,716)	(860,186)	(885,039)	(909,908)	(934,778)	(959,654)	(984,647)	(1,009,640)	

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(411,654)							
			458,895	437,145	415,395	393,645	371,895	350,145	328,394
			335,309	313,629	291,948	270,267	248,586	226,906	205,225
			211,723	190,112	168,501	146,889	125,272	103,624	81,976
			88,050	66,473	44,895	23,317	1,739	(19,839)	(41,417)
			(35,761)	(57,269)	(78,777)	(100,286)	(121,851)	(143,419)	(164,987)
			(159,647)	(181,146)	(202,644)	(224,142)	(245,641)	(267,168)	(288,750)
			(283,716)	(312,186)	(337,039)	(361,908)	(386,778)	(411,654)	(436,647)
			(431,070)	(455,858)	(480,656)	(505,568)	(530,480)	(555,447)	(580,510)
			(574,976)	(599,807)	(624,652)	(649,634)	(674,616)	(699,777)	(725,067)
			(719,244)	(744,145)	(769,140)	(794,219)	(819,504)	(844,985)	(870,790)
			(863,989)	(889,064)	(914,288)	(939,744)	(965,516)	(991,935)	(1,020,296)
			(1,009,440)	(1,034,858)	(1,060,574)	(1,087,375)	(1,115,588)	(1,144,674)	(1,173,957)

**TABLE 7**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(411,654)							
			(213,604)	(235,033)	(256,461)	(277,890)	(305,533)	(330,402)	(355,271)
			1,000	(229,363)	(250,792)	(272,220)	(293,675)	(323,794)	(348,663)
			2,000	(245,122)	(266,551)	(287,980)	(317,187)	(342,056)	(366,925)
			3,000	(260,881)	(282,310)	(310,579)	(335,448)	(360,317)	(385,186)
			4,000	(276,641)	(304,006)	(328,840)	(353,709)	(378,578)	(403,447)
			5,000	(292,400)	(322,232)	(347,101)	(371,970)	(396,839)	(421,742)
			6,000	(315,670)	(340,494)	(365,363)	(390,232)	(415,101)	(440,051)
			7,000	(333,888)	(358,755)	(383,624)	(408,493)	(433,367)	(458,360)
			8,000	(352,147)	(377,016)	(401,885)	(426,754)	(451,676)	(476,669)
			9,000	(370,408)	(395,277)	(420,147)	(445,016)	(469,985)	(494,977)
			10,000	(388,670)	(413,539)	(438,408)	(463,301)	(488,294)	(513,286)
			11,000	(406,931)	(431,800)	(456,669)	(481,610)	(506,602)	(531,595)
			12,000	(425,192)	(450,061)	(474,930)	(499,919)	(524,911)	(549,944)
			13,000	(443,454)	(468,323)	(493,235)	(518,227)	(543,220)	(568,305)
			14,000	(461,715)	(486,584)	(511,543)	(536,536)	(561,529)	(586,667)
			15,000	(479,976)	(504,860)	(529,852)	(554,845)	(579,884)	(605,028)
		16,000	(498,238)	(523,168)	(548,161)	(573,154)	(598,245)	(623,389)	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(411,654)							
			(951,194)	(943,562)	(936,031)	(928,976)	(922,151)	(915,510)	(909,109)
			82%	(883,850)	(879,389)	(875,015)	(870,696)	(866,490)	(862,560)
			84%	(816,891)	(815,671)	(814,472)	(813,370)	(812,336)	(811,399)
			86%	(750,237)	(752,246)	(754,260)	(756,384)	(758,529)	(760,786)
			88%	(683,806)	(689,039)	(694,306)	(699,646)	(705,005)	(710,472)
			90%	(617,485)	(625,986)	(634,537)	(643,088)	(651,697)	(660,368)
			92%	(551,326)	(563,087)	(574,848)	(586,672)	(598,542)	(610,412)
			94%	(485,222)	(500,236)	(515,305)	(530,374)	(545,445)	(560,634)
			96%	(419,248)	(437,520)	(455,792)	(474,139)	(492,516)	(510,892)
			98%	(353,275)	(374,845)	(396,416)	(417,986)	(439,588)	(461,273)
			100%	(283,716)	(312,186)	(337,039)	(361,908)	(386,778)	(411,654)
			102%	(226,787)	(251,062)	(275,337)	(305,831)	(333,999)	(362,166)
		104%	(169,857)	(196,978)	(224,100)	(251,222)	(278,360)	(312,686)	
		106%	(112,936)	(142,895)	(172,863)	(202,831)	(232,799)	(262,778)	
		108%	(56,121)	(88,853)	(121,627)	(154,441)	(187,256)	(220,070)	
		110%	695	(34,878)	(70,451)	(106,051)	(141,712)	(177,373)	
		112%	57,510	19,096	(19,317)	(57,731)	(96,168)	(134,676)	
		114%	114,326	73,071	31,817	(9,438)	(50,693)	(91,978)	
		116%	171,141	127,046	82,950	38,855	(5,240)	(49,336)	
		118%	227,897	181,021	134,084	87,148	40,212	(6,724)	
		120%	284,621	234,926	185,218	135,441	85,664	35,887	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(411,654)							
			(283,716)	(312,186)	(337,039)	(361,908)	(386,778)	(411,654)	(436,647)
		10,000	(283,716)	(304,033)	(320,700)	(337,399)	(354,098)	(370,798)	(387,513)
		20,000	(283,716)	(291,041)	(304,360)	(312,890)	(321,419)	(329,949)	(338,478)
		30,000	(283,716)	(283,988)	(284,261)	(284,553)	(284,865)	(285,176)	(285,487)
		40,000	(283,716)	(276,936)	(270,156)	(263,376)	(256,597)	(249,841)	(243,086)
		50,000	(283,716)	(269,884)	(256,052)	(242,220)	(228,387)	(214,555)	(200,723)
		60,000	(283,716)	(262,832)	(241,948)	(221,063)	(200,179)	(179,294)	(158,410)
		70,000	(283,716)	(255,780)	(227,843)	(199,907)	(171,970)	(144,033)	(116,097)
		80,000	(283,716)	(248,728)	(213,739)	(178,750)	(143,761)	(108,773)	(73,784)
		90,000	(283,716)	(241,675)	(199,634)	(157,594)	(115,553)	(73,512)	(31,473)
	100,000	(283,716)	(234,623)	(185,530)	(136,437)	(87,344)	(38,261)	10,763	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Appraisal Ref: **San22** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **45**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	45 Units
AH Policy requirement (% Target)	25%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 75%
AH tenure split %	Affordable Rent: 75.0%
	Social Rent: 0.0% <span style="float: right;">75.0% % Rented</span>
	First Homes: 25.0%
	Other Intermediate (LCHO/Sub-Market etc.): 0.0% <span style="float: right;">6.3% % of total (&gt;10% First Homes PPG 023)</span>
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	11.8	12.4%	1.4	29%	13.2
3 bed House	40.0%	13.5	26.8%	3.0	37%	16.5
4 bed House	20.0%	6.8	20.0%	2.3	20%	9.0
5 bed House	5.0%	1.7	5.9%	0.7	5%	2.4
1 bed Flat	0.0%	0.0	22.5%	2.5	6%	2.5
2 bed Flat	0.0%	0.0	12.4%	1.4	3%	1.4
<b>Total number of units</b>	<b>100.0%</b>	<b>33.8</b>	<b>100.0%</b>	<b>11.3</b>	<b>100%</b>	<b>45.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	933	10,045	110	1,186	1,043	11,231
3 bed House	1,350	14,531	302	3,245	1,652	17,777
4 bed House	864	9,300	288	3,100	1,152	12,400
5 bed House	270	2,906	106	1,143	376	4,049
1 bed Flat	0	0	149	1,603	149	1,603
2 bed Flat	0	0	115	1,237	115	1,237
	<b>3,417</b>	<b>36,782</b>	<b>1,070</b>	<b>11,514</b>	<b>4,487</b>	<b>48,296</b>

AH % by floor area: 23.84% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	165,000	2,661	247	0
2 bed House	210,000	2,658	247	2,773,575
3 bed House	280,000	2,800	260	4,624,200
4 bed House	325,000	2,539	236	2,925,000
5 bed House	395,000	2,469	229	928,744
1 bed Flat	150,000	3,000	279	379,688
2 bed Flat	185,000	2,643	246	258,075
				<b>11,889,281</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	11.8	@	210,000	2,480,625
3 bed House	13.5	@	280,000	3,780,000
4 bed House	6.8	@	325,000	2,193,750
5 bed House	1.7	@	395,000	666,563
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	33.8			9,120,938
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.0	@	147,000	153,799
3 bed House	2.3	@	196,000	443,205
4 bed House	1.7	@	227,500	383,906
5 bed House	0.5	@	276,500	137,645
1 bed Flat	1.9	@	105,000	199,336
2 bed Flat	1.0	@	129,500	135,489
	8.4			1,453,380
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.3	@	147,000	51,266
3 bed House	0.8	@	196,000	147,735
4 bed House	0.6	@	227,500	127,969
5 bed House	0.2	@	250,000	41,484
1 bed Flat	0.6	@	105,000	66,445
2 bed Flat	0.3	@	129,500	45,163
	2.8			480,063
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	11.3		-
<b>Sub-total GDV Residential</b>	<b>45</b>			<b>11,054,381</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>834,900</b>
			<b>186 £ psm (total GIA sqm)</b>	<b>18,553 £ per unit (total units)</b>
<b>Grant</b>	11	AH units @	0	per unit
<b>Total GDV</b>				<b>11,054,381</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL						(70,531)
<b>CIL analysis:</b>		3,417 sqm (Market only)	20.64 £ psm			
		0.64% % of GDV	1,567 £ per unit (total units)			
Site Specific S106 Contributions	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	45 units @	2,055 per unit			(92,475)
	Sub-total					(92,475)
<b>S106 analysis:</b>		82,200 £ per ha	0.84% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>		4,487 sqm (total)	0.00% % of GDV	0 £ psm		
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(138,375)
		1.13 ha @	123,000 £ per ha (if brownfield)			
<b>Site Infrastructure costs -</b>						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	45 units @	0 per unit			-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		- sqm @	1,374 psm			-
2 bed House		1,043 sqm @	1,374 psm			(1,433,621)
3 bed House		1,652 sqm @	1,374 psm			(2,269,161)
4 bed House		1,152 sqm @	1,374 psm			(1,582,848)
5 bed House		376 sqm @	1,374 psm			(516,899)
1 bed Flat		149 sqm @	1,576 psm			(234,662)
2 bed Flat		115 sqm @	1,576 psm			(181,055)
Garages for 3 bed House	(OMS only)	14 units @	50% @	11,754 £ per garage		(79,340)
Garages for 4 bed House	(OMS only)	7 units @	75% @	11,754 £ per garage		(59,505)
Garages for 5 bed House	(OMS only)	2 units @	120% @	11,754 £ per garage		(23,802)
External works						(957,134)
<b>Ext. Works analysis:</b>		6,380,891 @	15.0%	21,270 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(12,915)
		45 units @	287 £ per unit			
M4(2) Category 2 Housing	Aff units	11 units @	100% @	521 £ per unit		(5,861)
M4(2) Category 2 Housing	OMS units	34 units @	100% @	521 £ per unit		(17,584)
M4(3) Category 3 Housing	Aff units	11 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	34 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		45 units @		4,449 £ per unit		(200,205)
Renewable Energy		45 units @		0 £ per unit		-
EV Charging Points - Houses		41 units @		0 £ per unit		-
EV Charging Points - Flats		4 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		45 units @		0 £ per unit		-
	Sub-total					(236,565)
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)		
Contingency (on construction)						(385,648)
		7,712,965 @	5.0%			

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	7,712,965 @		<b>6.5%</b>		(501,343)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	9,120,938 OMS @		<b>3.00%</b>	6,081 £ per unit	(273,628)
Residential Sales Agent Costs	9,120,938 OMS @		<b>1.00%</b>	2,027 £ per unit	(91,209)
Residential Sales Legal Costs	9,120,938 OMS @		<b>0.25%</b>	507 £ per unit	(22,802)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,836 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(66,673)
<b>Developers Profit -</b>					
Profit on OMS	9,120,938		<b>20.00%</b>		(1,824,188)
Margin on AH	1,933,443		<b>6.00%</b> on AH values		(116,007)
<b>Profit analysis:</b>	<b>11,054,381</b>		<b>17.55% blended GDV</b>		<b>(1,940,194)</b>
	<b>9,408,065</b>		<b>20.62% on costs</b>		<b>(1,940,194)</b>
<b>TOTAL COSTS</b>					<b>(11,348,259)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(293,878)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		7.00%		-
Residual Land Value					<b>(293,878)</b>
<b>RLV analysis:</b>	<b>(6,531) £ per plot</b>	<b>(261,225) £ per ha (net)</b>	<b>(105,716) £ per acre (net)</b>		
		<b>(261,225) £ per ha (gross)</b>	<b>(105,716) £ per acre (gross)</b>		
			<b>-2.66% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		1.13 ha (net)		2.78 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		1.13 ha (gross)		2.78 acres (gross)	
<b>Density analysis:</b>		<b>3,988 sqm/ha (net)</b>		<b>17,374 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	18,656 £ per plot	746,242 £ per ha (net)		<b>302,000 £ per acre (net)</b>	<b>839,522</b>
<b>BLV analysis:</b>		<b>746,242 £ per ha (gross)</b>		<b>302,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,007,467) £ per ha (net)</b>		<b>(407,716) £ per acre (net)</b>	<b>(1,133,400)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(407,716)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(253,195)	(275,842)	(302,365)	(328,660)	(355,020)	(381,508)	(408,116)	(434,991)
	10.00	(267,643)	(289,614)	(317,448)	(342,958)	(368,520)	(394,181)	(419,991)	(445,991)
	20.00	(282,140)	(307,969)	(332,578)	(357,256)	(382,031)	(406,902)	(431,918)	(457,174)
	30.00	(296,636)	(323,890)	(347,717)	(371,575)	(395,542)	(419,623)	(443,845)	(468,311)
	40.00	(316,925)	(339,860)	(362,856)	(385,931)	(409,081)	(432,352)	(455,790)	(479,331)
	50.00	(333,685)	(355,840)	(378,009)	(400,286)	(422,650)	(445,130)	(467,774)	(490,599)
	60.00	(350,506)	(371,821)	(393,209)	(414,651)	(436,218)	(457,909)	(479,759)	(501,774)
	70.00	(367,328)	(387,820)	(408,409)	(429,068)	(449,824)	(470,719)	(491,799)	(512,144)
	80.00	(384,149)	(403,864)	(423,615)	(443,485)	(463,455)	(483,560)	(503,845)	(523,110)
	90.00	(401,009)	(419,909)	(438,879)	(457,925)	(477,089)	(496,412)	(515,938)	(532,993)
	100.00	(417,898)	(435,970)	(454,144)	(472,408)	(490,785)	(509,318)	(528,049)	(546,774)
	110.00	(434,786)	(452,083)	(469,434)	(486,891)	(504,482)	(522,230)	(540,214)	(558,331)
	120.00	(451,717)	(468,196)	(484,769)	(501,435)	(518,234)	(535,206)	(552,393)	(570,774)
	130.00	(468,678)	(484,351)	(500,104)	(515,988)	(532,000)	(548,196)	(564,572)	(581,144)
	140.00	(485,639)	(500,538)	(515,508)	(530,591)	(545,823)	(561,245)	(576,751)	(592,444)
	150.00	(502,676)	(516,741)	(530,917)	(545,218)	(559,664)	(574,295)	(588,931)	(603,774)
	160.00	(519,714)	(533,006)	(546,389)	(559,900)	(573,578)	(587,344)	(601,110)	(615,110)
	170.00	(536,807)	(549,282)	(561,877)	(574,606)	(587,497)	(600,393)	(613,289)	(625,468)
	180.00	(553,928)	(565,630)	(577,438)	(589,390)	(601,416)	(613,442)	(625,468)	(637,110)
	190.00	(571,103)	(582,000)	(593,023)	(604,179)	(615,335)	(626,491)	(637,648)	(648,774)
200.00	(588,312)	(598,436)	(608,682)	(618,968)	(629,254)	(639,541)	(649,827)	(660,110)	
210.00	(605,593)	(614,925)	(624,341)	(633,757)	(643,174)	(652,590)	(662,006)	(671,422)	
220.00	(622,907)	(631,454)	(640,000)	(648,546)	(657,093)	(665,639)	(674,185)	(682,731)	
230.00	(640,306)	(647,983)	(655,659)	(663,335)	(671,012)	(678,688)	(686,365)	(694,041)	
240.00	(657,705)	(664,512)	(671,318)	(678,125)	(684,931)	(691,737)	(698,544)	(705,350)	
250.00	(675,104)	(681,041)	(686,977)	(692,914)	(698,850)	(704,787)	(710,724)	(716,660)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(407,716)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(253,691)	(274,845)	(296,045)	(324,030)	(348,655)	(373,374)	(398,196)	(423,018)
	1,000	(267,962)	(289,162)	(316,034)	(340,644)	(365,298)	(390,055)	(414,948)	(439,841)
	2,000	(282,280)	(308,078)	(332,633)	(357,258)	(381,978)	(406,795)	(431,755)	(456,568)
	3,000	(296,598)	(324,630)	(349,247)	(373,902)	(398,658)	(423,547)	(448,583)	(473,508)
	4,000	(316,673)	(341,236)	(365,860)	(390,582)	(415,393)	(440,342)	(465,477)	(490,602)
	5,000	(333,226)	(357,849)	(382,505)	(407,262)	(432,145)	(457,171)	(482,393)	(507,602)
	6,000	(349,838)	(374,463)	(399,186)	(423,992)	(448,930)	(474,046)	(499,389)	(524,931)
	7,000	(366,452)	(391,109)	(415,866)	(440,744)	(465,758)	(490,956)	(516,436)	(542,002)
	8,000	(383,066)	(407,789)	(432,590)	(457,517)	(482,615)	(507,935)	(533,539)	(559,331)
	9,000	(399,713)	(424,470)	(449,342)	(474,345)	(499,525)	(524,951)	(550,724)	(576,774)
	10,000	(416,393)	(441,189)	(466,104)	(491,185)	(516,480)	(542,038)	(567,908)	(593,991)
	11,000	(433,073)	(457,941)	(482,932)	(508,094)	(533,476)	(559,202)	(585,092)	(611,144)
	12,000	(449,787)	(474,692)	(499,760)	(525,026)	(550,554)	(576,386)	(602,276)	(628,502)
	13,000	(466,539)	(491,519)	(516,664)	(542,022)	(567,681)	(593,571)	(619,460)	(645,602)
	14,000	(483,291)	(508,347)	(533,573)	(559,069)	(584,865)	(610,755)	(636,844)	(663,331)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(407,716)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(93,860)	(124,520)	(155,224)	(185,984)	(216,831)	(247,762)	(278,816)	(309,991)
	17.5%	(188,464)	(214,394)	(240,367)	(266,398)	(292,514)	(325,690)	(356,123)	(386,991)
	20.0%	(283,068)	(308,988)	(333,547)	(358,171)	(382,895)	(407,716)	(432,681)	(457,691)
	22.5%	(393,848)	(412,888)	(431,978)	(451,135)	(470,390)	(489,743)	(509,239)	(528,881)
	25.0%	(503,217)	(516,789)	(530,410)	(544,098)	(557,885)	(571,769)	(585,797)	(600,000)
	27.5%	(612,585)	(620,689)	(628,842)	(637,061)	(645,380)	(653,796)	(662,355)	(671,110)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(407,716)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 302,000	100,000	(81,068)	(106,988)	(131,547)	(156,171)	(180,895)	(205,716)	(230,681)	(255,774)
	150,000	(131,068)	(156,988)	(181,547)	(206,171)	(230,895)	(255,716)	(280,681)	(305,774)
	200,000	(181,068)	(206,988)	(231,547)	(256,171)	(280,895)	(305,716)	(330,681)	(355,774)
	250,000	(231,068)	(256,988)	(281,547)	(306,171)	(330,895)	(355,716)	(380,681)	(405,774)
	300,000	(281,068)	(306,988)	(331,547)	(356,171)	(380,895)	(405,716)	(430,681)	(455,774)
	350,000	(331,068)	(356,988)	(381,547)	(406,171)	(430,895)	(455,716)	(480,681)	(505,774)
	400,000	(381,068)	(406,988)	(431,547)	(456,171)	(480,895)	(505,716)	(530,681)	(555,774)
	450,000	(431,068)	(456,988)	(481,547)	(506,171)	(530,895)	(555,716)	(580,681)	(605,774)
	500,000	(481,068)	(506,988)	(531,547)	(556,171)	(580,895)	(605,716)	(630,681)	(655,774)
	550,000	(531,068)	(556,988)	(581,547)	(606,171)	(630,895)	(655,716)	(680,681)	(705,774)
	600,000	(581,068)	(606,988)	(631,547)	(656,171)	(680,895)	(705,716)	(730,681)	(755,774)
	650,000	(631,068)	(656,988)	(681,547)	(706,171)	(730,895)	(755,716)	(780,681)	(805,774)
	700,000	(681,068)	(706,988)	(731,547)	(756,171)	(780,895)	(805,716)	(830,681)	(855,774)
	750,000	(731,068)	(756,988)	(781,547)	(806,171)	(830,895)	(855,716)	(880,681)	(905,774)
	800,000	(781,068)	(806,988)	(831,547)	(856,171)	(880,895)	(905,716)	(930,681)	(955,774)
	850,000	(831,068)	(856,988)	(881,547)	(906,171)	(930,895)	(955,716)	(980,681)	(1,005,774)



# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(407,716)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		476,822	454,930	433,039	411,148	389,256	367,365	345,473
	75%		350,937	329,207	307,477	285,747	264,017	242,287	220,557
	80%		224,876	203,302	181,720	160,139	138,558	116,976	95,395
	85%		98,527	77,115	55,670	34,225	12,779	(8,666)	(30,112)
	90%		(28,128)	(49,450)	(70,773)	(92,095)	(113,417)	(134,753)	(156,136)
	95%		(155,286)	(176,498)	(197,709)	(218,991)	(240,276)	(261,585)	(282,958)
	100%		(283,068)	(308,988)	(333,547)	(358,171)	(382,895)	(407,716)	(432,681)
	105%		(433,442)	(458,129)	(482,934)	(507,904)	(533,088)	(558,607)	(584,289)
	110%		(584,582)	(609,822)	(635,297)	(660,773)	(686,248)	(711,724)	(737,418)
	115%		(738,498)	(763,767)	(789,135)	(814,649)	(840,163)	(865,678)	(891,192)
	120%		(893,131)	(918,436)	(943,742)	(969,048)	(994,354)	(1,019,660)	(1,044,966)
	125%		(1,048,154)	(1,073,252)	(1,098,349)	(1,123,447)	(1,148,545)	(1,173,643)	(1,198,740)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(407,716)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(211,891)	(233,004)	(254,117)	(275,285)	(296,485)	(324,576)	(349,220)
	1,000		(227,877)	(248,990)	(270,130)	(291,330)	(318,572)	(343,197)	(367,918)
	2,000		(243,863)	(264,976)	(286,174)	(312,580)	(337,193)	(361,860)	(386,627)
	3,000		(259,849)	(281,019)	(306,620)	(331,189)	(355,814)	(380,558)	(405,408)
	4,000		(275,864)	(297,064)	(325,186)	(349,810)	(374,500)	(399,284)	(424,209)
	5,000		(291,908)	(319,208)	(343,807)	(368,442)	(393,198)	(418,065)	(443,078)
	6,000		(313,248)	(337,803)	(362,428)	(387,140)	(411,941)	(436,877)	(461,997)
	7,000		(331,799)	(356,424)	(381,082)	(405,838)	(430,722)	(455,746)	(480,960)
	8,000		(350,420)	(375,045)	(399,780)	(424,598)	(449,545)	(474,670)	(500,020)
	9,000		(369,041)	(393,722)	(418,478)	(443,379)	(468,414)	(493,633)	(519,146)
	10,000		(387,663)	(412,420)	(437,255)	(462,213)	(487,343)	(512,692)	(538,352)
	11,000		(406,362)	(431,131)	(456,036)	(481,082)	(506,305)	(531,811)	(557,623)
	12,000		(425,060)	(449,912)	(474,881)	(500,016)	(525,364)	(551,004)	(576,894)
	13,000		(443,788)	(468,693)	(493,750)	(518,977)	(544,476)	(570,275)	(596,164)
	14,000		(462,569)	(487,549)	(512,689)	(538,036)	(563,656)	(589,546)	(615,435)
	15,000		(481,350)	(506,418)	(531,650)	(557,141)	(582,927)	(608,816)	(634,706)
	16,000		(500,217)	(525,362)	(550,708)	(576,308)	(602,197)	(628,087)	(653,977)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(407,716)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(982,803)	(973,453)	(964,104)	(954,754)	(945,404)	(936,055)	(926,705)
	82%		(911,826)	(906,025)	(900,225)	(894,424)	(888,623)	(882,822)	(877,022)
	84%		(840,849)	(838,597)	(836,346)	(834,094)	(831,842)	(829,590)	(827,338)
	86%		(769,873)	(771,170)	(772,467)	(773,764)	(775,061)	(776,358)	(777,654)
	88%		(699,171)	(703,904)	(708,637)	(713,433)	(718,279)	(723,125)	(727,971)
	90%		(628,649)	(636,909)	(645,168)	(653,427)	(661,686)	(669,946)	(678,287)
	92%		(558,392)	(569,982)	(581,699)	(593,484)	(605,269)	(617,055)	(628,840)
	94%		(489,083)	(503,842)	(518,698)	(533,692)	(548,852)	(564,163)	(579,475)
	96%		(420,446)	(438,441)	(456,495)	(474,670)	(492,967)	(511,416)	(530,110)
	98%		(352,296)	(373,521)	(394,842)	(416,218)	(437,694)	(459,318)	(481,118)
	100%		(283,068)	(308,988)	(333,547)	(358,171)	(382,895)	(407,716)	(432,681)
	102%		(224,637)	(248,669)	(272,738)	(296,868)	(328,397)	(356,436)	(384,607)
	104%		(166,362)	(193,221)	(220,162)	(247,113)	(274,127)	(305,425)	(336,847)
	106%		(108,187)	(137,945)	(167,713)	(197,493)	(227,363)	(257,245)	(287,233)
	108%		(50,174)	(82,757)	(115,347)	(148,024)	(180,702)	(213,450)	(246,239)
	110%		7,807	(27,645)	(63,129)	(98,613)	(134,154)	(169,740)	(205,375)
	112%		65,668	27,375	(10,919)	(49,302)	(87,687)	(126,101)	(164,597)
114%		123,529	82,342	41,156	(30)	(41,277)	(82,562)	(123,868)	
116%		181,278	137,284	93,231	49,151	5,072	(39,052)	(83,238)	
118%		239,005	192,125	145,245	98,333	51,360	4,388	(42,629)	
120%		296,733	246,966	197,200	147,434	97,649	47,784	(2,082)	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(407,716)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(283,068)	(308,988)	(333,547)	(358,171)	(382,895)	(407,716)	(432,681)
	10,000		(283,068)	(297,099)	(316,922)	(333,218)	(349,525)	(365,901)	(382,311)
	20,000		(283,068)	(289,930)	(296,793)	(308,280)	(316,254)	(324,243)	(332,233)
	30,000		(283,068)	(282,761)	(282,455)	(282,149)	(281,843)	(281,537)	(281,231)
	40,000		(283,068)	(275,593)	(268,118)	(260,643)	(253,168)	(245,693)	(238,225)
	50,000		(283,068)	(268,424)	(253,795)	(239,186)	(224,576)	(209,967)	(195,358)
	60,000		(283,068)	(261,260)	(239,506)	(217,752)	(195,998)	(174,267)	(152,574)
	70,000		(283,068)	(254,115)	(225,217)	(196,319)	(167,471)	(138,656)	(109,840)
	80,000		(283,068)	(246,971)	(210,928)	(174,920)	(138,982)	(103,056)	(67,222)
	90,000		(283,068)	(239,826)	(196,639)	(153,553)	(110,493)	(67,546)	(24,610)
	100,000		(283,068)	(232,681)	(182,368)	(132,186)	(82,075)	(32,037)	17,899

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Appraisal Ref: **San23** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **80**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				80 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		
						<b>AH # units</b>		
						<b>Overall mix%</b>		
						<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	12.0	12.4%	2.5	18%	14.5		
3 bed House	40.0%	24.0	26.8%	5.4	37%	29.4		
4 bed House	20.0%	12.0	20.0%	4.0	20%	16.0		
5 bed House	5.0%	3.0	5.9%	1.2	5%	4.2		
1 bed Flat	10.0%	6.0	22.5%	4.5	13%	10.5		
2 bed Flat	5.0%	3.0	12.4%	2.5	7%	5.5		
Total number of units	100.0%	60.0	100.0%	20.0	100%	80.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>		<b>AH units GIA (sqft)</b>		<b>Total GIA (all units) (sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	948	10,204	196	2,109	1,144	12,313		
3 bed House	2,400	25,833	536	5,769	2,936	31,603		
4 bed House	1,536	16,533	512	5,511	2,048	22,044		
5 bed House	480	5,167	189	2,032	669	7,199		
1 bed Flat	353	3,799	265	2,849	618	6,648		
2 bed Flat	247	2,659	204	2,198	451	4,858		
	5,964	64,196	1,902	20,469	7,866	84,665		
AH % by floor area:		24.18% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>		
						<b>total MV £ (no AH)</b>		
1 bed House	165,000	2,661	247			0		
2 bed House	210,000	2,658	247			3,040,800		
3 bed House	280,000	2,800	260			8,220,800		
4 bed House	325,000	2,539	236			5,200,000		
5 bed House	395,000	2,469	229			1,651,100		
1 bed Flat	150,000	3,000	279			1,575,000		
2 bed Flat	185,000	2,643	246			1,013,800		
						20,701,500		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>		
						<b>% of MV</b>		
						<b>First Homes £*</b>		
						<b>% of MV</b>		
						<b>Other Int. £</b>		
						<b>% of MV</b>		
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%
* capped @£250K								

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology:

Higher Value Brownfield

No Units: 80

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Brownfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	12.0	@	210,000	2,520,000
3 bed House	24.0	@	280,000	6,720,000
4 bed House	12.0	@	325,000	3,900,000
5 bed House	3.0	@	395,000	1,185,000
1 bed Flat	6.0	@	150,000	900,000
2 bed Flat	3.0	@	185,000	555,000
	60.0			15,780,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.9	@	147,000	273,420
3 bed House	4.0	@	196,000	787,920
4 bed House	3.0	@	227,500	682,500
5 bed House	0.9	@	276,500	244,703
1 bed Flat	3.4	@	105,000	354,375
2 bed Flat	1.9	@	129,500	240,870
	15.0			2,583,788
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.6	@	147,000	91,140
3 bed House	1.3	@	196,000	262,640
4 bed House	1.0	@	227,500	227,500
5 bed House	0.3	@	250,000	73,750
1 bed Flat	1.1	@	105,000	118,125
2 bed Flat	0.6	@	129,500	80,290
	5.0			853,445
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	20.0		-
<b>Sub-total GDV Residential</b>	<b>80</b>			<b>19,217,233</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,484,268</b>
			189 £ psm (total GIA sqm)	18,553 £ per unit (total units)
<b>Grant</b>	20	AH units @	0 per unit	-
<b>Total GDV</b>				<b>19,217,233</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(26,999)
Planning Application Professional Fees, Surveys and reports					(80,000)
CIL					(123,097)
<b>CIL analysis:</b>		5,964 sqm (Market only)	20.64 £ psm		
		0.64% % of GDV	1,539 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		80 units @	9,633 per unit		(770,640)
<b>S106 analysis:</b>		385,320 £ per ha	4.01% % of GDV	9,633 £ per unit (total units)	(770,640)
<b>Comm. Sum analysis:</b>			7,866 sqm (total)	0 £ psm	-
			0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(246,000)
		2.00 ha @	123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		80 units @	0 per unit		-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	-
<b>1 bed House</b>					
		- sqm @	1,211 psm		-
<b>2 bed House</b>					
		1,144 sqm @	1,211 psm		(1,385,287)
<b>3 bed House</b>					
		2,936 sqm @	1,211 psm		(3,555,496)
<b>4 bed House</b>					
		2,048 sqm @	1,211 psm		(2,480,128)
<b>5 bed House</b>					
		669 sqm @	1,211 psm		(809,917)
<b>1 bed Flat</b>					
		618 sqm @	1,410 psm		(870,882)
<b>2 bed Flat</b>					
		7,866 sqm @	451 sqm @	1,410 psm	(636,325)
Garages for 3 bed House (OMS only)		24 units @	50% @	11,754 £ per garage	(141,048)
Garages for 4 bed House (OMS only)		12 units @	75% @	11,754 £ per garage	(105,786)
Garages for 5 bed House (OMS only)		3 units @	120% @	11,754 £ per garage	(42,314)
External works					(1,504,078)
<b>Ext. Works analysis:</b>		10,027,183 @	15.0%	18,801 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					(22,960)
		80 units @		287 £ per unit	
M4(2) Category 2 Housing Aff units		20 units @	100% @	521 £ per unit	(10,420)
M4(2) Category 2 Housing OMS units		60 units @	100% @	521 £ per unit	(31,260)
M4(3) Category 3 Housing Aff units		20 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units		60 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		80 units @		4,449 £ per unit	(355,920)
Renewable Energy		80 units @		0 £ per unit	-
EV Charging Points - Houses		64 units @		0 £ per unit	-
EV Charging Points - Flats		16 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		80 units @		0 £ per unit	-
<b>Sub-total</b>					(420,560)
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)	
Contingency (on construction)					(609,891)
		12,197,821 @	5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	12,197,821 @		<b>6.5%</b>		(792,858)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	15,780,000 OMS @		<b>3.00%</b>	5,918 £ per unit	(473,400)
Residential Sales Agent Costs	15,780,000 OMS @		<b>1.00%</b>	1,973 £ per unit	(157,800)
Residential Sales Legal Costs	15,780,000 OMS @		<b>0.25%</b>	493 £ per unit	(39,450)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,508 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(84,356)
<b>Developers Profit -</b>					
Profit on OMS	15,780,000		<b>20.00%</b>		(3,156,000)
Margin on AH	3,437,233		<b>6.00%</b> on AH values		(206,234)
<b>Profit analysis:</b>				<b>17.50% blended GDV</b>	<b>(3,362,234)</b>
	19,217,233			<b>21.74% on costs</b>	<b>(3,362,234)</b>
	15,466,312				
<b>TOTAL COSTS</b>					<b>(18,828,546)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					388,687
SDLT	388,687 @		HMRC formula		(8,934)
Acquisition Agent fees	388,687 @		<b>1.0%</b>		(3,887)
Acquisition Legal fees	388,687 @		<b>0.5%</b>		(1,943)
Interest on Land	388,687 @		7.00%		(27,208)
Residual Land Value					<b>346,714</b>
<b>RLV analysis:</b>	<b>4,334 £ per plot</b>	<b>173,357 £ per ha (net)</b>	<b>70,157 £ per acre (net)</b>		
		<b>173,357 £ per ha (gross)</b>	<b>70,157 £ per acre (gross)</b>		
			<b>1.80% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		2.00 ha (net)		4.94 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		2.00 ha (gross)		4.94 acres (gross)	
<b>Density analysis:</b>		<b>3,933 sqm/ha (net)</b>		<b>17,132 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	18,656 £ per plot	746,242 £ per ha (net)		<b>302,000 £ per acre (net)</b>	<b>1,492,484</b>
<b>BLV analysis:</b>		<b>746,242 £ per ha (gross)</b>		<b>302,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(572,885) £ per ha (net)</b>		<b>(231,843) £ per acre (net)</b>	<b>(1,145,770)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(231,843)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(111,346)	(131,010)	(150,720)	(170,430)	(190,140)	(209,888)	(229,667)	(239,595)
	10.00	(125,444)	(144,442)	(163,445)	(182,448)	(201,456)	(220,525)	(239,595)	(259,523)
	20.00	(139,577)	(157,873)	(176,169)	(194,466)	(212,802)	(231,163)	(249,523)	(269,440)
	30.00	(153,716)	(171,305)	(188,894)	(206,498)	(224,149)	(241,800)	(259,477)	(279,402)
	40.00	(167,854)	(184,736)	(201,619)	(218,553)	(235,495)	(252,437)	(269,440)	(289,364)
	50.00	(181,993)	(198,168)	(214,376)	(230,609)	(246,842)	(263,100)	(279,402)	(299,336)
	60.00	(196,131)	(211,617)	(227,141)	(242,664)	(258,188)	(273,774)	(289,364)	(309,300)
	70.00	(210,277)	(225,091)	(239,906)	(254,720)	(269,568)	(284,447)	(299,336)	(319,274)
	80.00	(224,460)	(238,565)	(252,670)	(266,786)	(280,954)	(295,121)	(312,936)	(329,248)
	90.00	(238,643)	(252,039)	(265,435)	(278,883)	(292,339)	(308,858)	(324,496)	(339,222)
	100.00	(252,826)	(265,513)	(278,236)	(290,980)	(306,450)	(321,244)	(336,056)	(349,196)
	110.00	(267,009)	(279,012)	(291,045)	(305,702)	(319,643)	(333,629)	(347,633)	(359,170)
	120.00	(281,211)	(292,532)	(306,599)	(319,693)	(332,854)	(346,015)	(359,239)	(369,144)
	130.00	(295,443)	(309,141)	(321,406)	(333,730)	(346,065)	(358,428)	(370,845)	(379,118)
	140.00	(313,329)	(324,771)	(336,258)	(347,767)	(359,277)	(370,863)	(382,452)	(389,132)
	150.00	(329,782)	(340,437)	(351,120)	(361,804)	(372,540)	(383,298)	(394,108)	(399,118)
	160.00	(346,267)	(356,125)	(365,983)	(375,874)	(385,804)	(395,750)	(405,763)	(409,118)
	170.00	(362,781)	(371,814)	(380,866)	(389,967)	(399,068)	(408,239)	(417,423)	(420,523)
	180.00	(379,296)	(387,516)	(395,788)	(404,060)	(412,379)	(420,727)	(429,132)	(432,232)
	190.00	(395,825)	(403,268)	(410,710)	(418,184)	(425,700)	(433,242)	(440,841)	(443,941)
200.00	(412,405)	(419,019)	(425,655)	(432,338)	(439,025)	(445,787)	(452,577)	(455,677)	
210.00	(428,985)	(434,790)	(440,641)	(446,491)	(452,346)	(458,333)	(464,343)	(467,443)	
220.00	(445,591)	(450,609)	(455,627)	(460,698)	(465,788)	(470,936)	(476,119)	(479,219)	
230.00	(462,242)	(466,428)	(470,663)	(474,916)	(479,211)	(483,542)	(487,945)	(491,348)	
240.00	(478,893)	(482,300)	(485,717)	(489,166)	(492,657)	(496,195)	(499,777)	(503,360)	
250.00	(495,610)	(498,190)	(500,802)	(503,453)	(506,136)	(508,866)	(511,667)	(514,468)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(231,843)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(3,881)	(22,042)	(40,216)	(58,416)	(76,615)	(94,815)	(113,015)	(127,198)
	1,000	(18,028)	(36,200)	(54,399)	(72,599)	(90,799)	(108,998)	(127,198)	(145,398)
	2,000	(32,183)	(50,383)	(68,583)	(86,782)	(104,982)	(123,181)	(141,417)	(159,617)
	3,000	(46,367)	(64,566)	(82,766)	(100,966)	(119,165)	(137,390)	(155,641)	(173,841)
	4,000	(60,550)	(78,750)	(96,949)	(115,149)	(133,363)	(151,614)	(169,865)	(188,116)
	5,000	(74,733)	(92,933)	(111,132)	(129,336)	(147,587)	(165,837)	(184,088)	(202,339)
	6,000	(88,916)	(107,116)	(125,316)	(143,559)	(161,810)	(180,061)	(198,320)	(216,571)
	7,000	(103,100)	(121,299)	(139,532)	(157,783)	(176,034)	(194,285)	(212,589)	(230,840)
	8,000	(117,283)	(135,505)	(153,756)	(172,007)	(190,258)	(208,509)	(226,858)	(245,109)
	9,000	(131,478)	(149,729)	(167,980)	(186,231)	(204,496)	(222,811)	(241,126)	(259,377)
	10,000	(145,702)	(163,953)	(182,204)	(200,455)	(218,765)	(237,080)	(255,407)	(273,658)
	11,000	(159,926)	(178,177)	(196,428)	(214,719)	(233,034)	(251,349)	(269,675)	(287,906)
	12,000	(174,150)	(192,401)	(210,673)	(228,988)	(247,302)	(265,651)	(284,043)	(302,394)
	13,000	(188,374)	(206,626)	(224,941)	(243,256)	(261,578)	(279,969)	(298,368)	(316,719)
	14,000	(202,598)	(220,895)	(239,210)	(257,525)	(275,895)	(294,287)	(312,660)	(331,035)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(231,843)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	43,650	16,192	(11,265)	(38,723)	(66,223)	(93,744)	(121,266)	(148,787)
	17.5%	(48,416)	(71,270)	(94,124)	(116,979)	(139,876)	(162,794)	(185,712)	(208,630)
	20.0%	(140,482)	(158,733)	(176,984)	(195,235)	(213,529)	(231,843)	(250,158)	(268,472)
	22.5%	(232,548)	(246,196)	(259,843)	(273,491)	(287,181)	(300,871)	(314,561)	(328,251)
	25.0%	(330,599)	(341,055)	(351,511)	(361,967)	(372,472)	(382,977)	(393,482)	(403,987)
	27.5%	(437,034)	(442,168)	(447,302)	(452,437)	(457,620)	(462,828)	(468,036)	(473,244)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(231,843)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 302,000	100,000	61,518	43,267	25,016	6,765	(11,529)	(29,843)	(48,158)	(66,472)
	150,000	11,518	(6,733)	(24,984)	(43,235)	(61,529)	(79,843)	(98,158)	(116,472)
	200,000	(38,482)	(56,733)	(74,984)	(93,235)	(111,529)	(129,843)	(148,158)	(166,472)
	250,000	(88,482)	(106,733)	(124,984)	(143,235)	(161,529)	(179,843)	(198,158)	(216,472)
	300,000	(138,482)	(156,733)	(174,984)	(193,235)	(211,529)	(229,843)	(248,158)	(266,472)
	350,000	(188,482)	(206,733)	(224,984)	(243,235)	(261,529)	(279,843)	(298,158)	(316,472)
	400,000	(238,482)	(256,733)	(274,984)	(293,235)	(311,529)	(329,843)	(348,158)	(366,472)
	450,000	(288,482)	(306,733)	(324,984)	(343,235)	(361,529)	(379,843)	(398,158)	(416,472)
	500,000	(338,482)	(356,733)	(374,984)	(393,235)	(411,529)	(429,843)	(448,158)	(466,472)
	550,000	(388,482)	(406,733)	(424,984)	(443,235)	(461,529)	(479,843)	(498,158)	(516,472)
	600,000	(438,482)	(456,733)	(474,984)	(493,235)	(511,529)	(529,843)	(548,158)	(566,472)
	650,000	(488,482)	(506,733)	(524,984)	(543,235)	(561,529)	(579,843)	(598,158)	(616,472)
	700,000	(538,482)	(556,733)	(574,984)	(593,235)	(611,529)	(629,843)	(648,158)	(666,472)
	750,000	(588,482)	(606,733)	(624,984)	(643,235)	(661,529)	(679,843)	(698,158)	(716,472)
	800,000	(638,482)	(656,733)	(674,984)	(693,235)	(711,529)	(729,843)	(748,158)	(766,472)
850,000	(688,482)	(706,733)	(724,984)	(743,235)	(761,529)	(779,843)	(798,158)	(816,472)	

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Scheme Typology: **Higher Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(231,843)							
			526,077	507,266	488,455	469,644	450,833	432,022	413,212
			415,428	396,732	378,037	359,341	340,646	321,950	303,255
			304,675	286,092	267,509	248,926	230,343	211,761	193,178
			193,794	175,312	156,830	138,348	119,866	101,384	82,902
			82,655	64,289	45,914	27,520	9,127	(9,266)	(27,659)
			(28,729)	(47,012)	(65,328)	(83,644)	(101,961)	(120,277)	(138,593)
			(140,482)	(158,733)	(176,984)	(195,235)	(213,529)	(231,843)	(250,158)
			(252,746)	(270,965)	(289,239)	(310,830)	(332,055)	(353,312)	(374,658)
			(378,157)	(399,352)	(420,595)	(441,935)	(463,418)	(485,055)	(506,932)
			(510,228)	(531,730)	(553,410)	(575,349)	(597,431)	(619,512)	(641,594)
			(644,690)	(666,631)	(688,571)	(710,512)	(732,515)	(754,678)	(776,842)
			(780,278)	(802,236)	(824,257)	(846,279)	(868,300)	(890,321)	(912,343)

**TABLE 7**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(231,843)							
			(69,783)	(87,982)	(106,182)	(124,382)	(142,603)	(160,854)	(179,105)
			1,000	(85,665)	(103,865)	(122,064)	(140,284)	(158,535)	(176,786)
			2,000	(101,548)	(119,747)	(137,966)	(156,217)	(174,468)	(192,719)
			3,000	(117,430)	(135,647)	(153,898)	(172,149)	(190,400)	(208,679)
			4,000	(133,328)	(151,579)	(169,830)	(188,081)	(206,351)	(224,666)
			5,000	(149,261)	(167,512)	(185,763)	(204,022)	(222,337)	(240,652)
			6,000	(165,193)	(183,444)	(201,695)	(220,008)	(238,323)	(256,646)
			7,000	(181,125)	(199,376)	(217,680)	(235,995)	(254,309)	(272,691)
			8,000	(197,057)	(215,351)	(233,666)	(251,981)	(270,344)	(288,735)
			9,000	(213,022)	(231,337)	(249,652)	(267,997)	(286,389)	(304,696)
			10,000	(229,009)	(247,323)	(265,650)	(284,042)	(302,317)	(320,312)
			11,000	(244,995)	(263,310)	(281,695)	(302,244)	(320,317)	(338,317)
			12,000	(260,981)	(279,348)	(297,739)	(320,299)	(342,194)	(363,629)
			13,000	(277,001)	(295,392)	(318,085)	(339,450)	(360,845)	(382,328)
			14,000	(293,045)	(315,366)	(336,706)	(358,071)	(379,543)	(401,089)
			15,000	(312,653)	(333,962)	(355,327)	(376,759)	(398,254)	(419,870)
		16,000	(331,218)	(352,583)	(373,974)	(395,457)	(417,035)	(438,725)	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(231,843)							
			(789,171)	(777,367)	(765,563)	(753,759)	(741,955)	(730,151)	(718,347)
			82%	(720,098)	(711,748)	(703,397)	(695,047)	(686,697)	(678,346)
			84%	(651,378)	(646,432)	(641,486)	(636,540)	(631,595)	(626,649)
			86%	(582,748)	(581,234)	(579,720)	(578,205)	(576,691)	(575,177)
			88%	(514,630)	(516,374)	(518,135)	(519,947)	(521,787)	(523,704)
			90%	(447,443)	(452,395)	(457,386)	(462,389)	(467,456)	(472,556)
			92%	(380,851)	(389,042)	(397,234)	(405,471)	(413,734)	(422,043)
			94%	(314,690)	(326,089)	(337,528)	(348,967)	(360,451)	(371,966)
			96%	(253,890)	(266,526)	(279,216)	(291,906)	(304,666)	(322,213)
			98%	(197,106)	(212,554)	(228,028)	(243,503)	(258,983)	(274,523)
			100%	(140,482)	(158,733)	(176,984)	(195,235)	(213,529)	(231,843)
			102%	(83,988)	(105,010)	(126,032)	(147,104)	(168,186)	(189,269)
			104%	(27,541)	(51,376)	(75,221)	(99,067)	(122,912)	(146,801)
			106%	28,768	2,160	(24,447)	(51,078)	(77,747)	(104,415)
		108%	85,076	55,653	26,231	(3,191)	(32,614)	(62,072)	
		110%	141,271	109,092	76,909	44,671	12,433	(19,805)	
		112%	197,450	162,462	127,474	92,486	57,479	22,426	
		114%	253,629	215,832	178,035	140,238	102,441	64,644	
		116%	309,702	269,154	228,596	187,990	147,384	106,778	
		118%	365,770	322,419	279,068	235,717	192,327	148,912	
		120%	421,838	375,684	329,529	283,375	237,221	191,046	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(231,843)							
			(140,482)	(158,733)	(176,984)	(195,235)	(213,529)	(231,843)	(250,158)
		10,000	(140,482)	(151,611)	(162,739)	(173,868)	(184,997)	(196,126)	(207,291)
		20,000	(140,482)	(144,488)	(148,495)	(152,501)	(156,508)	(160,514)	(164,521)
		30,000	(140,482)	(137,366)	(134,250)	(131,135)	(128,020)	(124,914)	(121,808)
		40,000	(140,482)	(130,244)	(120,029)	(109,821)	(99,613)	(89,405)	(79,197)
		50,000	(140,482)	(123,135)	(105,825)	(88,515)	(71,205)	(53,896)	(36,620)
		60,000	(140,482)	(116,033)	(91,621)	(67,209)	(42,799)	(18,459)	5,881
		70,000	(140,482)	(108,931)	(77,417)	(45,904)	(14,465)	16,958	48,378
		80,000	(140,482)	(101,829)	(63,214)	(24,638)	13,869	52,375	90,780
		90,000	(140,482)	(94,727)	(49,010)	(3,388)	42,202	87,713	133,181
	100,000	(140,482)	(87,625)	(34,811)	17,863	70,513	123,048	175,566	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Appraisal Ref: **San24** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **150**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	150 Units
AH Policy requirement (% Target)	25%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 75%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented
	6.3% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	22.5	12.4%	4.7	18%	27.2
3 bed House	40.0%	45.0	26.8%	10.1	37%	55.1
4 bed House	20.0%	22.5	20.0%	7.5	20%	30.0
5 bed House	5.0%	5.6	5.9%	2.2	5%	7.8
1 bed Flat	10.0%	11.3	22.5%	8.4	13%	19.7
2 bed Flat	5.0%	5.6	12.4%	4.7	7%	10.3
<b>Total number of units</b>	<b>100.0%</b>	<b>112.5</b>	<b>100.0%</b>	<b>37.5</b>	<b>100%</b>	<b>150.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,778	19,133	367	3,954	2,145	23,087
3 bed House	4,500	48,438	1,005	10,818	5,505	59,255
4 bed House	2,880	31,000	960	10,333	3,840	41,333
5 bed House	900	9,688	354	3,810	1,254	13,498
1 bed Flat	662	7,123	496	5,342	1,158	12,466
2 bed Flat	463	4,986	383	4,122	846	9,108
	<b>11,183</b>	<b>120,367</b>	<b>3,566</b>	<b>38,380</b>	<b>14,748</b>	<b>158,747</b>

AH % by floor area: 24.18% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	165,000	2,661	247	0
2 bed House	210,000	2,658	247	5,701,500
3 bed House	280,000	2,800	260	15,414,000
4 bed House	325,000	2,539	236	9,750,000
5 bed House	395,000	2,469	229	3,095,813
1 bed Flat	150,000	3,000	279	2,953,125
2 bed Flat	185,000	2,643	246	1,900,875
				<b>38,815,313</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%

\* capped @£250K



## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology:

Higher Value Brownfield

No Units: 150

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Brownfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	22.5	@	210,000	4,725,000
3 bed House	45.0	@	280,000	12,600,000
4 bed House	22.5	@	325,000	7,312,500
5 bed House	5.6	@	395,000	2,221,875
1 bed Flat	11.3	@	150,000	1,687,500
2 bed Flat	5.6	@	185,000	1,040,625
	112.5			29,587,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	3.5	@	147,000	512,663
3 bed House	7.5	@	196,000	1,477,350
4 bed House	5.6	@	227,500	1,279,688
5 bed House	1.7	@	276,500	458,817
1 bed Flat	6.3	@	105,000	664,453
2 bed Flat	3.5	@	129,500	451,631
	28.1			4,844,602
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.2	@	147,000	170,888
3 bed House	2.5	@	196,000	492,450
4 bed House	1.9	@	227,500	426,563
5 bed House	0.6	@	250,000	138,281
1 bed Flat	2.1	@	105,000	221,484
2 bed Flat	1.2	@	129,500	150,544
	9.4			1,600,209
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	37.5		-
<b>Sub-total GDV Residential</b>				
	150			36,032,311
<b>AH on-site cost analysis:</b>				
	189 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	2,783,002
			18,553 £ per unit (total units)	
<b>Grant</b>	38	AH units @	0 per unit	-
<b>Total GDV</b>				
				36,032,311

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(36,659)
Planning Application Professional Fees, Surveys and reports						(110,000)
CIL						(230,807)
		11,183 sqm (Market only)		20.64 £ psm		
		0.64% % of GDV		1,539 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		150 units @		9,633 per unit		(1,444,950)
Sub-total						(1,444,950)
		385,320 £ per ha	4.01% % of GDV	9,633 £ per unit (total units)		
<b>S106 analysis:</b>						
AH Commuted Sum						-
			14,748 sqm (total)	0 £ psm		
<b>Comm. Sum analysis:</b>						
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(461,250)
		3.75 ha @		123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		150 units @		0 per unit		-
Sub-total						-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
1 bed House						
		- sqm @		1,211 psm		-
2 bed House						
		2,145 sqm @		1,211 psm		(2,597,413)
3 bed House						
		5,505 sqm @		1,211 psm		(6,666,555)
4 bed House						
		3,840 sqm @		1,211 psm		(4,650,240)
5 bed House						
		1,254 sqm @		1,211 psm		(1,518,594)
1 bed Flat						
		1,158 sqm @		1,410 psm		(1,632,904)
2 bed Flat						
		14,748 846 sqm @		1,410 psm		(1,193,109)
		45 units @	50% @	11,754 £ per garage		(264,465)
		23 units @	75% @	11,754 £ per garage		(198,349)
		6 units @	120% @	11,754 £ per garage		(79,340)
Garages for 3 bed House (OMS only)						
Garages for 4 bed House (OMS only)						
Garages for 5 bed House (OMS only)						
External works						(2,820,145)
		18,800,969 @		15.0%		
				18,801 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(43,050)
		150 units @		287 £ per unit		
M4(2) Category 2 Housing						
Aff units		38 units @	100% @	521 £ per unit		(19,538)
OMS units		113 units @	100% @	521 £ per unit		(58,613)
M4(3) Category 3 Housing						
Aff units		38 units @	0% @	10,111 £ per unit		-
OMS units		113 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS						
		150 units @		4,449 £ per unit		(667,350)
Renewable Energy						
		150 units @		0 £ per unit		-
EV Charging Points - Houses						
		120 units @		0 £ per unit		-
EV Charging Points - Flats						
		30 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency						
		150 units @		0 £ per unit		-
Sub-total						(788,550)
				5,257 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						(1,143,546)
		22,870,914 @		5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	22,870,914	@	<b>6.5%</b>		(1,486,609)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	29,587,500	OMS @	<b>3.00%</b>	5,918 £ per unit	(887,625)
Residential Sales Agent Costs	29,587,500	OMS @	<b>1.00%</b>	1,973 £ per unit	(295,875)
Residential Sales Legal Costs	29,587,500	OMS @	<b>0.25%</b>	493 £ per unit	(73,969)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,450 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b>	APR	0.565% pcm	(119,843)
<b>Developers Profit -</b>					
Profit on OMS	29,587,500		<b>20.00%</b>		(5,917,500)
Margin on AH	6,444,811		<b>6.00%</b>	on AH values	(386,689)
<b>Profit analysis:</b>				<b>17.50% blended GDV</b>	<b>(6,304,189)</b>
	<b>36,032,311</b>			<b>21.88% on costs</b>	<b>(6,304,189)</b>
	<b>28,810,797</b>				
<b>TOTAL COSTS</b>					<b>(35,114,986)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					917,325
SDLT	917,325	@	HMRC formula		(35,366)
Acquisition Agent fees	917,325	@	<b>1.0%</b>		(9,173)
Acquisition Legal fees	917,325	@	<b>0.5%</b>		(4,587)
Interest on Land	917,325	@	7.00%		(64,213)
Residual Land Value					<b>803,986</b>
<b>RLV analysis:</b>	<b>5,360 £ per plot</b>			<b>214,396 £ per ha (net)</b>	<b>86,765 £ per acre (net)</b>
				<b>214,396 £ per ha (gross)</b>	<b>86,765 £ per acre (gross)</b>
					<b>2.23% % RLV / GDV</b>

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b>	dph (net)		
Site Area (net)		3.75	ha (net)	9.27	acres (net)
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		3.75	ha (gross)	9.27	acres (gross)
<b>Density analysis:</b>		<b>3,933</b>	sqm/ha (net)	<b>17,132</b>	sqft/ac (net)
		<b>40</b>	dph (gross)		
Benchmark Land Value (net)	18,656 £ per plot	746,242	£ per ha (net)	<b>302,000</b>	£ per acre (net)
<b>BLV analysis:</b>		<b>746,242</b>	£ per ha (gross)	<b>302,000</b>	£ per acre (gross)

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(531,846)</b>	£ per ha (net)	<b>(215,235)</b>	£ per acre (net)
					<b>(1,994,421)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(215,235)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(94,657)	(114,383)	(134,109)	(153,853)	(173,625)	(193,397)	(213,203)
	10.00		(108,717)	(127,740)	(146,763)	(165,829)	(184,897)	(203,967)	(223,087)
	20.00		(122,778)	(141,098)	(159,442)	(177,805)	(196,168)	(214,557)	(232,971)
	30.00		(136,838)	(154,464)	(172,122)	(189,781)	(207,440)	(225,148)	(242,856)
	40.00		(150,898)	(167,849)	(184,803)	(201,757)	(218,736)	(235,738)	(252,747)
	50.00		(164,984)	(181,233)	(197,483)	(213,736)	(230,032)	(246,329)	(262,655)
	60.00		(179,073)	(194,618)	(210,163)	(225,739)	(241,329)	(256,921)	(272,564)
	70.00		(193,162)	(208,003)	(222,857)	(237,741)	(252,625)	(267,537)	(282,472)
	80.00		(207,251)	(221,388)	(235,566)	(249,744)	(263,925)	(278,153)	(292,380)
	90.00		(221,341)	(234,803)	(248,275)	(261,746)	(275,249)	(288,769)	(303,667)
	100.00		(235,451)	(248,217)	(260,983)	(273,761)	(286,573)	(299,385)	(315,152)
	110.00		(249,572)	(261,632)	(273,692)	(285,792)	(297,897)	(312,583)	(326,636)
	120.00		(263,692)	(275,046)	(286,428)	(297,824)	(311,657)	(324,888)	(338,121)
	130.00		(277,813)	(288,478)	(299,167)	(312,392)	(324,780)	(337,193)	(349,634)
	140.00		(291,944)	(303,223)	(314,762)	(326,314)	(337,906)	(348,498)	(361,151)
	150.00		(308,048)	(318,769)	(329,490)	(340,259)	(351,031)	(361,836)	(372,667)
	160.00		(324,412)	(334,315)	(344,253)	(354,205)	(364,167)	(374,176)	(384,201)
170.00		(340,776)	(349,888)	(359,019)	(368,150)	(377,329)	(383,515)	(395,751)	
180.00		(357,163)	(365,474)	(373,785)	(382,128)	(390,491)	(398,880)	(407,302)	
190.00		(373,570)	(381,060)	(388,572)	(396,112)	(403,658)	(411,256)	(418,871)	
200.00		(389,976)	(396,661)	(403,379)	(410,097)	(416,859)	(423,632)	(430,458)	
210.00		(406,396)	(412,291)	(418,186)	(424,113)	(430,060)	(436,039)	(442,046)	
220.00		(422,848)	(427,921)	(433,016)	(438,139)	(443,275)	(448,454)	(453,664)	
230.00		(439,300)	(443,570)	(447,867)	(452,166)	(456,518)	(460,878)	(465,291)	
240.00		(455,774)	(459,246)	(462,719)	(466,237)	(469,760)	(473,335)	(476,938)	
250.00		(472,275)	(474,922)	(477,611)	(480,307)	(483,041)	(485,792)	(488,605)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(215,235)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		12,440	(5,801)	(24,041)	(42,282)	(60,523)	(78,791)	(97,066)
	1,000		(1,679)	(19,920)	(38,160)	(56,401)	(74,661)	(92,936)	(111,211)
	2,000		(15,798)	(34,039)	(52,280)	(70,532)	(88,807)	(107,082)	(125,357)
	3,000		(29,917)	(48,158)	(66,402)	(84,677)	(102,952)	(121,227)	(139,507)
	4,000		(44,036)	(62,277)	(80,547)	(98,822)	(117,097)	(135,372)	(153,682)
	5,000		(58,155)	(76,417)	(94,692)	(112,967)	(131,243)	(149,538)	(167,856)
	6,000		(72,288)	(90,563)	(108,838)	(127,113)	(145,394)	(163,712)	(182,030)
	7,000		(86,433)	(104,708)	(122,983)	(141,258)	(159,569)	(177,886)	(196,204)
	8,000		(100,578)	(118,853)	(137,128)	(155,425)	(173,743)	(192,061)	(210,406)
	9,000		(114,723)	(132,998)	(151,281)	(169,599)	(187,917)	(206,243)	(224,612)
	10,000		(128,869)	(147,144)	(165,456)	(183,773)	(202,091)	(220,449)	(238,817)
	11,000		(143,014)	(161,312)	(179,630)	(197,948)	(216,285)	(234,654)	(253,031)
	12,000		(157,168)	(175,486)	(193,804)	(212,122)	(230,491)	(248,860)	(267,271)
	13,000		(171,343)	(189,660)	(207,978)	(226,328)	(244,697)	(263,083)	(281,511)
14,000		(185,517)	(203,835)	(222,165)	(240,534)	(258,903)	(277,323)	(295,755)	

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(215,235)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		60,455	32,973	5,465	(22,059)	(49,584)	(77,136)	(104,712)
	17.5%		(31,611)	(54,490)	(77,394)	(100,315)	(123,236)	(146,186)	(169,158)
	20.0%		(123,677)	(141,952)	(160,254)	(178,571)	(196,889)	(215,235)	(233,604)
	22.5%		(215,743)	(229,415)	(243,113)	(256,828)	(270,542)	(284,284)	(298,050)
	25.0%		(310,026)	(320,510)	(331,024)	(341,557)	(352,090)	(362,656)	(373,248)
	27.5%		(416,461)	(421,623)	(426,815)	(432,026)	(437,238)	(442,482)	(447,752)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(215,235)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 302,000	100,000		78,323	60,048	41,746	23,429	5,111	(13,235)	(31,604)
	150,000		28,323	10,048	(8,254)	(26,571)	(44,889)	(63,235)	(81,604)
	200,000		(21,677)	(39,952)	(58,254)	(76,571)	(94,889)	(113,235)	(131,604)
	250,000		(71,677)	(89,952)	(108,254)	(126,571)	(144,889)	(163,235)	(181,604)
	300,000		(121,677)	(139,952)	(158,254)	(176,571)	(194,889)	(213,235)	(231,604)
	350,000		(171,677)	(189,952)	(208,254)	(226,571)	(244,889)	(263,235)	(281,604)
	400,000		(221,677)	(239,952)	(258,254)	(276,571)	(294,889)	(313,235)	(331,604)
	450,000		(271,677)	(289,952)	(308,254)	(326,571)	(344,889)	(363,235)	(381,604)
	500,000		(321,677)	(339,952)	(358,254)	(376,571)	(394,889)	(413,235)	(431,604)
	550,000		(371,677)	(389,952)	(408,254)	(426,571)	(444,889)	(463,235)	(481,604)
	600,000		(421,677)	(439,952)	(458,254)	(476,571)	(494,889)	(513,235)	(531,604)
	650,000		(471,677)	(489,952)	(508,254)	(526,571)	(544,889)	(563,235)	(581,604)
	700,000		(521,677)	(539,952)	(558,254)	(576,571)	(594,889)	(613,235)	(631,604)
	750,000		(571,677)	(589,952)	(608,254)	(626,571)	(644,889)	(663,235)	(681,604)
	800,000		(621,677)	(639,952)	(658,254)	(676,571)	(694,889)	(713,235)	(731,604)
850,000		(671,677)	(689,952)	(708,254)	(726,571)	(744,889)	(763,235)	(781,604)	

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(215,235)							
			540,815	521,938	503,061	484,184	465,307	446,430	427,552
			430,431	411,667	392,903	374,139	355,375	336,611	317,847
			319,895	301,247	282,598	263,949	245,300	226,652	208,003
			209,274	190,730	172,187	153,644	135,100	116,557	98,013
			98,510	80,064	61,618	43,172	24,726	6,280	(12,173)
			(12,454)	(30,810)	(49,167)	(67,524)	(85,884)	(104,285)	(122,676)
			(123,677)	(141,952)	(160,254)	(178,571)	(196,889)	(215,235)	(233,604)
			(235,265)	(253,517)	(271,785)	(290,097)	(310,739)	(331,987)	(353,298)
			(355,785)	(376,906)	(398,106)	(419,368)	(440,714)	(462,173)	(483,777)
			(486,362)	(507,671)	(529,109)	(550,706)	(572,538)	(594,674)	(617,257)
			(618,550)	(640,377)	(662,519)	(685,098)	(708,349)	(732,053)	(755,757)
			(753,844)	(777,061)	(800,619)	(824,177)	(847,898)	(871,719)	(895,715)

**TABLE 7**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(215,235)							
			(53,308)	(71,548)	(89,819)	(108,094)	(126,369)	(144,644)	(162,956)
			(69,100)	(87,369)	(105,645)	(123,920)	(142,195)	(160,500)	(178,818)
			(84,920)	(103,195)	(121,470)	(139,745)	(158,044)	(176,362)	(194,679)
			(100,746)	(119,021)	(137,296)	(155,588)	(173,906)	(192,223)	(210,564)
			(116,572)	(134,847)	(153,132)	(171,450)	(189,767)	(208,096)	(226,465)
			(132,397)	(150,676)	(168,993)	(187,311)	(205,629)	(223,996)	(242,365)
			(148,223)	(166,537)	(184,855)	(203,173)	(221,528)	(239,897)	(258,291)
			(164,081)	(182,399)	(200,717)	(219,060)	(237,428)	(255,805)	(274,233)
			(179,943)	(198,261)	(216,591)	(234,960)	(253,329)	(271,747)	(290,176)
			(195,805)	(214,123)	(232,492)	(250,861)	(269,261)	(287,690)	(306,122)
			(211,667)	(230,023)	(248,392)	(266,775)	(285,203)	(303,621)	(322,104)
			(227,555)	(245,924)	(264,293)	(282,717)	(302,322)	(323,703)	(345,125)
			(243,456)	(261,825)	(280,231)	(298,659)	(320,802)	(342,190)	(363,662)
			(259,356)	(277,745)	(296,173)	(314,640)	(336,284)	(357,727)	(382,237)
			(275,258)	(293,687)	(315,004)	(336,382)	(357,792)	(379,264)	(400,833)
			(291,201)	(312,130)	(333,481)	(354,864)	(376,329)	(397,858)	(419,480)
		(309,256)	(330,579)	(351,963)	(373,394)	(394,882)	(416,457)	(438,149)	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(215,235)							
			(767,415)	(756,015)	(744,615)	(733,215)	(721,815)	(710,446)	(699,078)
			(696,069)	(688,208)	(680,376)	(672,545)	(664,713)	(656,882)	(649,051)
			(626,369)	(621,727)	(617,111)	(612,531)	(608,002)	(603,531)	(599,134)
			(558,365)	(556,939)	(555,534)	(554,159)	(552,833)	(551,549)	(550,321)
			(491,345)	(493,131)	(494,947)	(496,783)	(498,664)	(500,575)	(502,533)
			(424,933)	(429,947)	(434,976)	(440,041)	(445,121)	(450,243)	(455,408)
			(358,927)	(367,157)	(375,428)	(383,698)	(392,009)	(400,335)	(408,713)
			(293,267)	(304,676)	(316,148)	(327,661)	(339,174)	(350,734)	(362,305)
			(236,607)	(249,315)	(262,023)	(274,767)	(287,520)	(300,290)	(316,137)
			(180,089)	(195,583)	(211,078)	(226,614)	(242,153)	(257,704)	(273,295)
			(123,677)	(141,952)	(160,254)	(178,571)	(196,889)	(215,235)	(233,604)
			(67,334)	(88,423)	(109,515)	(130,608)	(151,712)	(172,854)	(193,995)
			(11,099)	(34,963)	(58,827)	(82,713)	(106,623)	(130,533)	(154,465)
			45,114	18,460	(8,216)	(34,892)	(61,568)	(88,273)	(115,000)
			101,251	71,809	42,367	12,908	(16,580)	(46,067)	(75,557)
		157,387	125,138	92,889	60,640	28,392	(3,891)	(36,191)	
		213,446	178,433	143,412	108,356	73,301	38,245	3,174	
		269,495	231,681	193,866	156,052	118,210	80,347	42,485	
		325,545	284,928	244,311	203,694	163,077	122,449	81,780	
		381,536	338,159	294,756	251,337	207,917	164,497	121,075	
		437,512	391,336	345,160	298,979	252,757	206,535	160,313	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(215,235)							
			(123,677)	(141,952)	(160,254)	(178,571)	(196,889)	(215,235)	(233,604)
			(123,677)	(134,871)	(146,064)	(157,281)	(168,502)	(179,723)	(190,944)
			(123,677)	(127,789)	(131,900)	(136,011)	(140,123)	(144,240)	(148,364)
			(123,677)	(120,707)	(117,736)	(114,766)	(111,795)	(108,824)	(105,854)
			(123,677)	(113,625)	(103,572)	(93,520)	(83,467)	(73,415)	(63,374)
			(123,677)	(106,543)	(89,409)	(72,274)	(55,166)	(38,065)	(20,964)
			(123,677)	(99,461)	(75,245)	(51,062)	(26,892)	(2,723)	21,434
			(123,677)	(92,379)	(61,094)	(29,857)	1,381	32,592	63,770
			(123,677)	(85,297)	(46,958)	(8,652)	29,639	67,872	106,106
			(123,677)	(78,215)	(32,821)	12,553	57,863	103,153	148,392
		(123,677)	(71,134)	(18,684)	33,742	86,087	138,409	190,662	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Appraisal Ref: **San25** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **225**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	225 Units
AH Policy requirement (% Target)	25%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 75%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented
	6.3% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	33.8	12.4%	7.0	18%	40.7
3 bed House	40.0%	67.5	26.8%	15.1	37%	82.6
4 bed House	20.0%	33.8	20.0%	11.3	20%	45.0
5 bed House	5.0%	8.4	5.9%	3.3	5%	11.8
1 bed Flat	10.0%	16.9	22.5%	12.7	13%	29.5
2 bed Flat	5.0%	8.4	12.4%	7.0	7%	15.4
<b>Total number of units</b>	<b>100.0%</b>	<b>168.8</b>	<b>100.0%</b>	<b>56.3</b>	<b>100%</b>	<b>225.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	2,666	28,699	551	5,931	3,217	34,630
3 bed House	6,750	72,656	1,508	16,227	8,258	88,883
4 bed House	4,320	46,500	1,440	15,500	5,760	62,000
5 bed House	1,350	14,531	531	5,716	1,881	20,247
1 bed Flat	993	10,685	744	8,014	1,737	18,698
2 bed Flat	695	7,479	574	6,183	1,269	13,662
	<b>16,774</b>	<b>180,551</b>	<b>5,348</b>	<b>57,570</b>	<b>22,122</b>	<b>238,121</b>

AH % by floor area: 24.18% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	165,000	2,661	247	0
2 bed House	210,000	2,658	247	8,552,250
3 bed House	280,000	2,800	260	23,121,000
4 bed House	325,000	2,539	236	14,625,000
5 bed House	395,000	2,469	229	4,643,719
1 bed Flat	150,000	3,000	279	4,429,688
2 bed Flat	185,000	2,643	246	2,851,313
				<b>58,222,969</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology:

Higher Value Brownfield

No Units: 225

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Brownfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	33.8	@	210,000	7,087,500
3 bed House	67.5	@	280,000	18,900,000
4 bed House	33.8	@	325,000	10,968,750
5 bed House	8.4	@	395,000	3,332,813
1 bed Flat	16.9	@	150,000	2,531,250
2 bed Flat	8.4	@	185,000	1,560,938
	168.8			44,381,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	5.2	@	147,000	768,994
3 bed House	11.3	@	196,000	2,216,025
4 bed House	8.4	@	227,500	1,919,531
5 bed House	2.5	@	276,500	688,226
1 bed Flat	9.5	@	105,000	996,680
2 bed Flat	5.2	@	129,500	677,447
	42.2			7,266,902
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.7	@	147,000	256,331
3 bed House	3.8	@	196,000	738,675
4 bed House	2.8	@	227,500	639,844
5 bed House	0.8	@	250,000	207,422
1 bed Flat	3.2	@	105,000	332,227
2 bed Flat	1.7	@	129,500	225,816
	14.1			2,400,314
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	56.3		-
<b>Sub-total GDV Residential</b>				
	225			54,048,466
<b>AH on-site cost analysis:</b>				
			£MV (no AH) less £GDV (inc. AH)	4,174,502
		189 £ psm (total GIA sqm)	18,553 £ per unit (total units)	
<b>Grant</b>				
	56	AH units @	0 per unit	-
<b>Total GDV</b>				
				54,048,466

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(47,009)
Planning Application Professional Fees, Surveys and reports						(140,000)
CIL						(346,210)
<b>CIL analysis:</b>		16,774 sqm (Market only)	20.64 £ psm			
		0.64% % of GDV	1,539 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	225 units @	9,633 per unit			(2,167,425)
	Sub-total					(2,167,425)
<b>S106 analysis:</b>		385,320 £ per ha	4.01% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>			22,122 sqm (total)	0 £ psm		
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(691,875)
		5.63 ha @		123,000 £ per ha (if brownfield)		
Site Infrastructure costs -						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	225 units @		0 per unit		
	Sub-total					
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
		- sqm @		1,211 psm		
2 bed House						(3,896,120)
		3,217 sqm @		1,211 psm		
3 bed House						(9,999,833)
		8,258 sqm @		1,211 psm		
4 bed House						(6,975,360)
		5,760 sqm @		1,211 psm		
5 bed House						(2,277,891)
		1,881 sqm @		1,211 psm		
1 bed Flat						(2,449,357)
		1,737 sqm @		1,410 psm		
2 bed Flat						(1,789,663)
		22,122 1,269 sqm @		1,410 psm		
Garages for 3 bed House (OMS only)						(396,698)
		68 units @	50% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(297,523)
		34 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						(119,009)
		8 units @	120% @	11,754 £ per garage		
External works						(4,230,218)
		28,201,453 @		15.0%		
<b>Ext. Works analysis:</b>				18,801 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs						(64,575)
		225 units @		287 £ per unit		
M4(2) Category 2 Housing Aff units						(29,306)
		56 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						(87,919)
		169 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						-
		56 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						-
		169 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(1,001,025)
		225 units @		4,449 £ per unit		
Renewable Energy						-
		225 units @		0 £ per unit		
EV Charging Points - Houses						-
		180 units @		0 £ per unit		
EV Charging Points - Flats						-
		45 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		225 units @		0 £ per unit		
	Sub-total				(1,182,825)	
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)		
Contingency (on construction)						(1,715,319)
		34,306,371 @		5.0%		



## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	34,306,371	@	6.5%		(2,229,914)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	44,381,250	OMS @	3.00%	5,918 £ per unit	(1,331,438)
Residential Sales Agent Costs	44,381,250	OMS @	1.00%	1,973 £ per unit	(443,813)
Residential Sales Legal Costs	44,381,250	OMS @	0.25%	493 £ per unit	(110,953)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,428 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		7.00% APR		0.565% pcm	(174,796)
<b>Developers Profit -</b>					
Profit on OMS	44,381,250		20.00%		(8,876,250)
Margin on AH	9,667,216		6.00%	on AH values	(580,033)
<b>Profit analysis:</b>					
	54,048,466		17.50%	blended GDV	(9,456,283)
	43,123,247		21.93%	on costs	(9,456,283)
<b>TOTAL COSTS</b>					<b>(52,579,530)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,468,936
SDLT	1,468,936	@	HMRC formula		(62,947)
Acquisition Agent fees	1,468,936	@	1.0%		(14,689)
Acquisition Legal fees	1,468,936	@	0.5%		(7,345)
Interest on Land	1,468,936	@	7.00%		(102,826)
Residual Land Value					<b>1,281,130</b>
<b>RLV analysis:</b>					
	5,694 £ per plot		227,756 £ per ha (net)	92,172 £ per acre (net)	
			227,756 £ per ha (gross)	92,172 £ per acre (gross)	
				2.37% % RLV / GDV	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		40.0	dph (net)		
Site Area (net)		5.63	ha (net)	13.90	acres (net)
Net to Gross ratio		100%			
Site Area (gross)		5.63	ha (gross)	13.90	acres (gross)
<b>Density analysis:</b>					
		3,933	sqm/ha (net)	17,132	sqft/ac (net)
		40	dph (gross)		
Benchmark Land Value (net)	18,656 £ per plot	746,242	£ per ha (net)	302,000	£ per acre (net)
<b>BLV analysis:</b>					
		746,242	£ per ha (gross)	302,000	£ per acre (gross)

<b>BALANCE</b>					
Surplus/(Deficit)		(518,486)	£ per ha (net)	(209,828)	£ per acre (net)
					<b>(2,916,481)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(209,828)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(89,280)	(109,006)	(128,732)	(148,462)	(168,234)	(188,005)	(207,796)
	10.00		(103,340)	(122,363)	(141,387)	(160,438)	(179,505)	(198,572)	(217,680)
	20.00		(117,401)	(135,721)	(154,050)	(172,413)	(190,776)	(209,150)	(227,565)
	30.00		(131,461)	(149,078)	(166,731)	(184,389)	(202,047)	(219,741)	(237,449)
	40.00		(145,522)	(162,457)	(179,411)	(196,365)	(213,329)	(230,331)	(247,333)
	50.00		(159,592)	(175,842)	(192,091)	(208,341)	(224,626)	(240,922)	(257,233)
	60.00		(173,681)	(189,226)	(204,771)	(220,332)	(235,922)	(251,512)	(267,142)
	70.00		(187,770)	(202,611)	(217,452)	(232,335)	(247,219)	(262,115)	(277,050)
	80.00		(201,860)	(215,996)	(230,159)	(244,337)	(258,515)	(272,731)	(286,958)
	90.00		(215,949)	(229,396)	(242,868)	(256,340)	(269,827)	(283,347)	(296,872)
	100.00		(230,045)	(242,810)	(255,576)	(268,342)	(281,151)	(293,963)	(308,429)
	110.00		(244,165)	(256,225)	(268,285)	(280,371)	(292,475)	(305,861)	(319,914)
	120.00		(258,286)	(269,640)	(281,006)	(292,402)	(304,953)	(318,166)	(331,399)
	130.00		(272,406)	(283,056)	(293,745)	(305,687)	(318,058)	(330,471)	(342,894)
	140.00		(286,527)	(296,503)	(308,057)	(319,596)	(331,183)	(342,775)	(354,411)
	150.00		(300,677)	(312,064)	(322,785)	(333,537)	(344,309)	(355,096)	(365,927)
	160.00		(317,708)	(327,610)	(337,531)	(347,482)	(357,434)	(367,436)	(377,444)
170.00		(334,071)	(343,166)	(352,297)	(361,428)	(370,589)	(379,775)	(388,994)	
180.00		(350,441)	(358,752)	(367,062)	(375,388)	(383,751)	(392,122)	(400,545)	
190.00		(366,847)	(374,338)	(381,832)	(389,372)	(396,913)	(404,498)	(412,096)	
200.00		(383,254)	(389,924)	(396,639)	(403,357)	(410,101)	(416,874)	(423,683)	
210.00		(399,660)	(405,551)	(411,446)	(417,355)	(423,302)	(429,263)	(435,270)	
220.00		(416,108)	(421,181)	(426,258)	(431,381)	(436,503)	(441,678)	(446,871)	
230.00		(432,560)	(436,812)	(441,110)	(445,407)	(449,742)	(454,094)	(458,497)	
240.00		(449,016)	(452,489)	(455,961)	(459,461)	(462,985)	(466,542)	(470,125)	
250.00		(465,517)	(468,165)	(470,835)	(473,532)	(476,247)	(478,998)	(481,792)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(209,828)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		17,802	(439)	(18,679)	(36,920)	(55,161)	(73,414)	(91,689)
	1,000		3,683	(14,558)	(32,799)	(51,039)	(69,285)	(87,560)	(105,835)
	2,000		(10,436)	(28,677)	(46,918)	(65,158)	(83,430)	(101,705)	(119,980)
	3,000		(24,555)	(42,796)	(61,037)	(79,300)	(97,575)	(115,850)	(134,125)
	4,000		(38,674)	(56,915)	(75,170)	(93,445)	(111,720)	(129,996)	(148,290)
	5,000		(52,793)	(71,041)	(89,316)	(107,591)	(125,866)	(144,146)	(162,464)
	6,000		(66,913)	(85,186)	(103,461)	(121,736)	(140,011)	(158,320)	(176,638)
	7,000		(81,056)	(99,331)	(117,606)	(135,881)	(154,177)	(172,495)	(190,812)
	8,000		(95,201)	(113,476)	(131,751)	(150,033)	(168,351)	(186,669)	(204,999)
	9,000		(109,347)	(127,622)	(145,897)	(164,207)	(182,525)	(200,843)	(219,205)
	10,000		(123,492)	(141,767)	(160,064)	(178,382)	(196,699)	(215,042)	(233,411)
	11,000		(137,637)	(155,920)	(174,238)	(192,556)	(210,879)	(229,248)	(247,617)
	12,000		(151,783)	(170,095)	(188,412)	(206,730)	(225,084)	(243,453)	(261,849)
	13,000		(165,951)	(184,269)	(202,587)	(220,921)	(239,290)	(257,661)	(276,089)
14,000		(180,125)	(198,443)	(216,761)	(235,127)	(253,496)	(271,901)	(290,329)	

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(209,828)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		65,831	38,350	10,857	(16,668)	(44,192)	(71,729)	(99,305)
	17.5%		(26,235)	(49,113)	(72,003)	(94,924)	(117,845)	(140,779)	(163,751)
	20.0%		(118,301)	(136,576)	(154,862)	(173,180)	(191,498)	(209,828)	(228,197)
	22.5%		(210,367)	(224,038)	(237,721)	(251,436)	(265,150)	(278,878)	(292,643)
	25.0%		(303,373)	(313,857)	(324,354)	(334,887)	(345,420)	(355,968)	(366,561)
	27.5%		(409,808)	(414,970)	(420,145)	(425,357)	(430,568)	(435,794)	(441,065)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(209,828)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 302,000	100,000		83,699	65,424	47,138	28,820	10,502	(7,828)	(26,197)
	150,000		33,699	15,424	(2,862)	(21,180)	(39,498)	(57,828)	(76,197)
	200,000		(16,301)	(34,576)	(52,862)	(71,180)	(89,498)	(107,828)	(126,197)
	250,000		(66,301)	(84,576)	(102,862)	(121,180)	(139,498)	(157,828)	(176,197)
	300,000		(116,301)	(134,576)	(152,862)	(171,180)	(189,498)	(207,828)	(226,197)
	350,000		(166,301)	(184,576)	(202,862)	(221,180)	(239,498)	(257,828)	(276,197)
	400,000		(216,301)	(234,576)	(252,862)	(271,180)	(289,498)	(307,828)	(326,197)
	450,000		(266,301)	(284,576)	(302,862)	(321,180)	(339,498)	(357,828)	(376,197)
	500,000		(316,301)	(334,576)	(352,862)	(371,180)	(389,498)	(407,828)	(426,197)
	550,000		(366,301)	(384,576)	(402,862)	(421,180)	(439,498)	(457,828)	(476,197)
	600,000		(416,301)	(434,576)	(452,862)	(471,180)	(489,498)	(507,828)	(526,197)
	650,000		(466,301)	(484,576)	(502,862)	(521,180)	(539,498)	(557,828)	(576,197)
	700,000		(516,301)	(534,576)	(552,862)	(571,180)	(589,498)	(607,828)	(626,197)
	750,000		(566,301)	(584,576)	(602,862)	(621,180)	(639,498)	(657,828)	(676,197)
	800,000		(616,301)	(634,576)	(652,862)	(671,180)	(689,498)	(707,828)	(726,197)
850,000		(666,301)	(684,576)	(702,862)	(721,180)	(739,498)	(757,828)	(776,197)	

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Scheme Typology: **Higher Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(209,828)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		546,118	527,241	508,364	489,487	470,610	451,733	432,856
	75%		435,736	416,974	398,212	379,450	360,688	341,926	323,164
	80%		325,213	306,564	287,916	269,267	250,618	231,970	213,321
	85%		214,606	196,063	177,520	158,976	140,433	121,889	103,346
	90%		103,857	85,411	66,965	48,519	30,073	11,627	(6,819)
	95%		(7,092)	(25,449)	(43,805)	(62,162)	(80,518)	(98,874)	(117,229)
	100%		(118,301)	(136,576)	(154,862)	(173,180)	(191,498)	(209,828)	(228,197)
	105%		(229,858)	(248,111)	(266,363)	(284,675)	(304,017)	(325,265)	(346,558)
	110%		(349,063)	(370,175)	(391,366)	(412,610)	(433,938)	(455,379)	(476,964)
	115%		(479,586)	(500,877)	(522,296)	(543,872)	(565,660)	(587,744)	(610,246)
	120%		(611,694)	(633,473)	(655,562)	(678,081)	(701,209)	(724,902)	(748,606)
	125%		(746,796)	(769,909)	(793,467)	(817,025)	(840,709)	(864,531)	(888,487)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(209,828)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(47,946)	(66,187)	(84,442)	(102,717)	(120,992)	(139,267)	(157,564)
	1,000		(63,738)	(81,993)	(100,268)	(118,543)	(136,818)	(155,108)	(173,426)
	2,000		(79,543)	(97,818)	(116,094)	(134,369)	(152,652)	(170,970)	(189,288)
	3,000		(95,369)	(113,644)	(131,919)	(150,196)	(168,514)	(186,832)	(205,157)
	4,000		(111,195)	(129,470)	(147,745)	(166,058)	(184,376)	(202,693)	(221,058)
	5,000		(127,021)	(145,296)	(163,602)	(181,920)	(200,237)	(218,589)	(236,958)
	6,000		(142,846)	(161,146)	(179,463)	(197,781)	(216,121)	(234,490)	(252,869)
	7,000		(158,690)	(177,007)	(195,325)	(213,653)	(232,022)	(250,391)	(268,812)
	8,000		(174,551)	(192,869)	(211,187)	(229,553)	(247,922)	(266,325)	(284,754)
	9,000		(190,413)	(208,731)	(227,085)	(245,454)	(263,839)	(282,268)	(300,726)
	10,000		(206,275)	(224,617)	(242,986)	(261,355)	(279,781)	(298,216)	(319,882)
	11,000		(222,148)	(240,517)	(258,886)	(277,295)	(295,724)	(314,981)	(338,385)
	12,000		(238,049)	(256,418)	(274,809)	(293,238)	(311,679)	(330,463)	(356,922)
	13,000		(253,949)	(272,323)	(290,751)	(311,178)	(332,561)	(353,987)	(375,480)
	14,000		(269,850)	(288,265)	(308,300)	(329,660)	(351,052)	(372,524)	(394,075)
	15,000		(285,779)	(305,425)	(326,759)	(348,142)	(369,589)	(391,100)	(412,704)
	16,000		(302,551)	(323,857)	(345,241)	(366,654)	(388,126)	(409,695)	(431,361)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(209,828)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(760,264)	(748,864)	(737,464)	(726,063)	(714,663)	(703,263)	(691,869)
	82%		(688,953)	(681,071)	(673,225)	(665,394)	(657,562)	(649,731)	(641,899)
	84%		(619,439)	(614,770)	(610,133)	(605,539)	(600,985)	(596,483)	(592,045)
	86%		(551,520)	(550,084)	(548,658)	(547,280)	(545,929)	(544,619)	(543,364)
	88%		(484,551)	(486,337)	(488,135)	(489,970)	(491,830)	(493,721)	(495,671)
	90%		(418,175)	(423,189)	(428,204)	(433,265)	(438,330)	(443,449)	(448,596)
	92%		(352,205)	(360,428)	(368,688)	(376,958)	(385,251)	(393,577)	(401,938)
	94%		(287,845)	(297,760)	(309,434)	(320,939)	(332,452)	(343,994)	(355,565)
	96%		(231,200)	(243,908)	(256,616)	(269,346)	(282,098)	(294,853)	(309,414)
	98%		(174,697)	(190,192)	(205,686)	(221,207)	(236,746)	(252,284)	(267,873)
	100%		(118,301)	(136,576)	(154,862)	(173,180)	(191,498)	(209,828)	(228,197)
	102%		(61,972)	(83,046)	(104,139)	(125,231)	(146,324)	(167,462)	(188,603)
	104%		(5,737)	(29,601)	(53,465)	(77,336)	(101,246)	(125,156)	(149,074)
	106%		50,462	23,822	(2,854)	(29,530)	(56,206)	(82,896)	(109,623)
	108%		106,598	77,156	47,714	18,270	(11,218)	(40,706)	(70,193)
	110%		162,728	130,485	98,236	65,988	33,739	1,471	(30,829)
	112%		218,778	183,766	148,754	113,703	78,648	43,592	8,536
114%		274,828	237,013	199,199	161,384	123,557	85,694	47,832	
116%		330,878	290,261	249,644	209,027	168,409	127,792	87,127	
118%		386,854	343,477	300,089	256,669	213,249	169,830	126,410	
120%		442,830	396,654	350,478	304,303	258,089	211,867	165,645	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(209,828)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(118,301)	(136,576)	(154,862)	(173,180)	(191,498)	(209,828)	(228,197)
	10,000		(118,301)	(129,494)	(140,687)	(151,890)	(163,111)	(174,332)	(185,553)
	20,000		(118,301)	(122,412)	(126,523)	(130,634)	(134,746)	(138,857)	(142,972)
	30,000		(118,301)	(115,330)	(112,359)	(109,389)	(106,418)	(103,448)	(100,477)
	40,000		(118,301)	(108,248)	(98,196)	(88,143)	(78,091)	(68,045)	(58,012)
	50,000		(118,301)	(101,166)	(84,032)	(66,905)	(49,804)	(32,703)	(15,602)
	60,000		(118,301)	(94,084)	(69,869)	(45,700)	(21,531)	2,639	26,781
	70,000		(118,301)	(87,002)	(55,732)	(24,495)	6,743	37,940	69,117
	80,000		(118,301)	(79,921)	(41,596)	(3,290)	34,986	73,220	111,453
	90,000		(118,301)	(72,839)	(27,459)	17,915	63,210	108,500	153,725
	100,000		(118,301)	(65,765)	(13,322)	39,089	91,434	143,742	195,994

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **San26** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes: No Units: **350**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	350 Units
AH Policy requirement (% Target)	25%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 75%
AH tenure split %	Affordable Rent: 75.0%
	Social Rent: 0.0% 75.0% % Rented
	First Homes: 25.0%
	Other Intermediate (LCHO/Sub-Market etc.): 0.0% 6.3% % of total (>10% First Homes PPG 023)
	100.0% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	52.5	12.4%	10.9	18%	63.4
3 bed House	40.0%	105.0	26.8%	23.5	37%	128.5
4 bed House	20.0%	52.5	20.0%	17.5	20%	70.0
5 bed House	5.0%	13.1	5.9%	5.2	5%	18.3
1 bed Flat	10.0%	26.3	22.5%	19.7	13%	45.9
2 bed Flat	5.0%	13.1	12.4%	10.9	7%	24.0
<b>Total number of units</b>	<b>100.0%</b>	<b>262.5</b>	<b>100.0%</b>	<b>87.5</b>	<b>100%</b>	<b>350.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	MV # units (sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	Total # units (sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	MV # units (sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	Total # units (sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	MV # units (sqft)	AH units GIA (sqm)	Total GIA (all units) (sqm)	Total # units (sqft)
1 bed House	0	0	0	0	0
2 bed House	4,148	44,643	857	5,005	53,870
3 bed House	10,500	113,021	2,345	12,845	138,262
4 bed House	6,720	72,333	2,240	8,960	96,445
5 bed House	2,100	22,604	826	2,926	31,495
1 bed Flat	1,544	16,621	1,158	2,702	29,086
2 bed Flat	1,081	11,635	894	1,974	21,252
	<b>26,093</b>	<b>280,857</b>	<b>8,320</b>	<b>89,553</b>	<b>370,411</b>

AH % by floor area: 24.18% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	165,000	2,661	247	0
2 bed House	210,000	2,658	247	13,303,500
3 bed House	280,000	2,800	260	35,966,000
4 bed House	325,000	2,539	236	22,750,000
5 bed House	395,000	2,469	229	7,223,563
1 bed Flat	150,000	3,000	279	6,890,625
2 bed Flat	185,000	2,643	246	4,435,375
				<b>90,569,063</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	52.5	@	210,000	11,025,000
3 bed House	105.0	@	280,000	29,400,000
4 bed House	52.5	@	325,000	17,062,500
5 bed House	13.1	@	395,000	5,184,375
1 bed Flat	26.3	@	150,000	3,937,500
2 bed Flat	13.1	@	185,000	2,428,125
	262.5			69,037,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	8.1	@	147,000	1,196,213
3 bed House	17.6	@	196,000	3,447,150
4 bed House	13.1	@	227,500	2,985,938
5 bed House	3.9	@	276,500	1,070,573
1 bed Flat	14.8	@	105,000	1,550,391
2 bed Flat	8.1	@	129,500	1,053,806
	65.6			11,304,070
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	2.7	@	147,000	398,738
3 bed House	5.9	@	196,000	1,149,050
4 bed House	4.4	@	227,500	995,313
5 bed House	1.3	@	250,000	322,656
1 bed Flat	4.9	@	105,000	516,797
2 bed Flat	2.7	@	129,500	351,269
	21.9			3,733,822
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	87.5		-
<b>Sub-total GDV Residential</b>				
	350			84,075,392
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>6,493,670</b>
		189 £ psm (total GIA sqm)	18,553 £ per unit (total units)	
<b>Grant</b>	88	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>84,075,392</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(64,259)
Planning Application Professional Fees, Surveys and reports					(190,000)
CIL		26,093 sqm (Market only)		20.64 £ psm	(538,549)
	<b>CIL analysis:</b>	0.64% % of GDV		1,539 £ per unit (total units)	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	350 units @		9,633 per unit	(3,371,550)
	Sub-total				(3,371,550)
	<b>S106 analysis:</b>	385,320 £ per ha	4.01% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum			34,412 sqm (total)	0 £ psm	-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		8.75 ha @		123,000 £ per ha (if brownfield)	(1,076,250)
Site Infrastructure costs -	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	350 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @		1,211 psm	-
2 bed House		5,005 sqm @		1,211 psm	(6,060,631)
3 bed House		12,845 sqm @		1,211 psm	(15,555,295)
4 bed House		8,960 sqm @		1,211 psm	(10,850,560)
5 bed House		2,926 sqm @		1,211 psm	(3,543,386)
1 bed Flat		2,702 sqm @		1,410 psm	(3,810,110)
2 bed Flat		34,412 sqm @		1,410 psm	(2,783,921)
Garages for 3 bed House (OMS only)	105 units @		50% @	11,754 £ per garage	(617,085)
Garages for 4 bed House (OMS only)	53 units @		75% @	11,754 £ per garage	(462,814)
Garages for 5 bed House (OMS only)	13 units @		120% @	11,754 £ per garage	(185,126)
External works		43,868,927 @		15.0%	(6,580,339)
	<b>Ext. Works analysis:</b>			18,801 £ per unit (total units)	
Policy Costs on design -					
Net Biodiversity costs		350 units @		287 £ per unit	(100,450)
M4(2) Category 2 Housing Aff units	88 units @		100% @	521 £ per unit	(45,588)
M4(2) Category 2 Housing OMS units	263 units @		100% @	521 £ per unit	(136,763)
M4(3) Category 3 Housing Aff units	88 units @		0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units	263 units @		0% @	10,111 £ per unit	-
Part L 2025/FHS	350 units @			4,449 £ per unit	(1,557,150)
Renewable Energy	350 units @			0 £ per unit	-
EV Charging Points - Houses	280 units @			0 £ per unit	-
EV Charging Points - Flats	70 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency	350 units @			0 £ per unit	-
	Sub-total				(1,839,950)
	<b>Policy Costs analysis: (design costs only)</b>			5,257 £ per unit (total units)	
Contingency (on construction)		53,365,466 @		5.0%	(2,668,273)

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	53,365,466 @		<b>6.5%</b>		(3,468,755)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	69,037,500 OMS @		<b>3.00%</b>	5,918 £ per unit	(2,071,125)
Residential Sales Agent Costs	69,037,500 OMS @		<b>1.00%</b>	1,973 £ per unit	(690,375)
Residential Sales Legal Costs	69,037,500 OMS @		<b>0.25%</b>	493 £ per unit	(172,594)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,412 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(266,384)
<b>Developers Profit -</b>					
Profit on OMS	69,037,500		<b>20.00%</b>		(13,807,500)
Margin on AH	15,037,892		<b>6.00%</b> on AH values		(902,274)
<b>Profit analysis:</b>				<b>17.50% blended GDV</b>	<b>(14,709,774)</b>
	<b>66,977,331</b>		<b>21.96% on costs</b>		<b>(14,709,774)</b>
<b>TOTAL COSTS</b>					<b>(81,687,104)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					2,388,288
SDLT	2,388,288 @		HMRC formula		(108,914)
Acquisition Agent fees	2,388,288 @		<b>1.0%</b>		(23,883)
Acquisition Legal fees	2,388,288 @		<b>0.5%</b>		(11,941)
Interest on Land	2,388,288 @		7.00%		(167,180)
Residual Land Value					<b>2,076,369</b>
<b>RLV analysis:</b>	<b>5,932 £ per plot</b>	<b>237,299 £ per ha (net)</b>	<b>96,034 £ per acre (net)</b>		
		<b>237,299 £ per ha (gross)</b>	<b>96,034 £ per acre (gross)</b>		
			<b>2.47% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		8.75 ha (net)		21.62 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		8.75 ha (gross)		21.62 acres (gross)	
<b>Density analysis:</b>		<b>3,933 sqm/ha (net)</b>		<b>17,132 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	18,656 £ per plot	746,242 £ per ha (net)	<b>302,000</b> £ per acre (net)		<b>6,529,618</b>
<b>BLV analysis:</b>		<b>746,242 £ per ha (gross)</b>	<b>302,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(508,943) £ per ha (net)</b>	<b>(205,966) £ per acre (net)</b>		<b>(4,453,248)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(205,966)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(85,439)	(105,165)	(124,892)	(144,618)	(164,382)	(184,154)	(203,934)
	10.00		(99,500)	(118,523)	(137,546)	(156,566)	(175,654)	(194,721)	(213,818)
	20.00		(113,560)	(131,880)	(150,200)	(168,562)	(186,925)	(205,288)	(223,703)
	30.00		(127,621)	(145,238)	(162,879)	(180,538)	(198,196)	(215,879)	(233,587)
	40.00		(141,681)	(158,606)	(175,560)	(192,514)	(209,468)	(226,469)	(243,471)
	50.00		(155,741)	(171,990)	(188,240)	(204,489)	(220,764)	(237,060)	(253,361)
	60.00		(169,830)	(185,375)	(200,920)	(216,470)	(232,060)	(247,650)	(263,269)
	70.00		(183,919)	(198,760)	(213,600)	(228,473)	(243,357)	(258,242)	(273,177)
	80.00		(198,008)	(212,145)	(226,297)	(240,475)	(254,653)	(268,858)	(283,086)
	90.00		(212,098)	(225,534)	(239,006)	(252,478)	(265,955)	(279,474)	(292,994)
	100.00		(226,187)	(238,948)	(251,714)	(264,480)	(277,278)	(290,090)	(303,628)
	110.00		(240,303)	(252,363)	(264,423)	(276,498)	(288,602)	(300,706)	(315,112)
	120.00		(254,424)	(265,778)	(277,133)	(288,529)	(299,926)	(313,364)	(326,597)
	130.00		(268,544)	(279,192)	(289,872)	(300,561)	(313,257)	(325,669)	(338,081)
	140.00		(282,665)	(292,630)	(303,268)	(314,807)	(326,382)	(337,974)	(349,596)
	150.00		(296,804)	(307,275)	(317,996)	(328,735)	(339,507)	(350,282)	(361,113)
	160.00		(312,918)	(322,821)	(332,729)	(342,681)	(352,632)	(362,621)	(372,630)
170.00		(329,282)	(338,366)	(347,495)	(356,626)	(365,775)	(374,961)	(384,167)	
180.00		(345,646)	(353,950)	(362,261)	(370,574)	(378,937)	(387,300)	(395,718)	
190.00		(362,046)	(369,536)	(377,027)	(384,558)	(392,099)	(399,671)	(407,269)	
200.00		(378,452)	(385,122)	(391,825)	(398,543)	(405,274)	(412,047)	(418,843)	
210.00		(394,859)	(400,737)	(406,632)	(412,528)	(418,475)	(424,424)	(430,430)	
220.00		(411,294)	(416,366)	(421,439)	(426,554)	(431,676)	(436,839)	(442,018)	
230.00		(427,746)	(431,996)	(436,283)	(440,580)	(444,902)	(449,254)	(453,645)	
240.00		(444,198)	(447,662)	(451,134)	(454,621)	(458,145)	(461,689)	(465,271)	
250.00		(460,691)	(463,338)	(465,996)	(468,692)	(471,394)	(474,146)	(476,926)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(205,966)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		21,632	3,391	(14,849)	(33,090)	(51,331)	(69,574)	(87,849)
	1,000		7,513	(10,728)	(28,969)	(47,209)	(65,450)	(83,719)	(101,994)
	2,000		(6,606)	(24,847)	(43,088)	(61,328)	(79,589)	(97,864)	(116,139)
	3,000		(20,725)	(38,966)	(57,207)	(75,459)	(93,735)	(112,010)	(130,285)
	4,000		(34,844)	(53,085)	(71,330)	(89,605)	(107,880)	(126,155)	(144,439)
	5,000		(48,963)	(67,204)	(85,475)	(103,750)	(122,025)	(140,300)	(158,613)
	6,000		(63,083)	(81,345)	(99,620)	(117,895)	(136,170)	(154,469)	(172,787)
	7,000		(77,215)	(95,491)	(113,766)	(132,041)	(150,326)	(168,643)	(186,961)
	8,000		(91,361)	(109,636)	(127,911)	(146,186)	(164,500)	(182,818)	(201,137)
	9,000		(105,506)	(123,781)	(142,056)	(160,356)	(178,674)	(196,992)	(215,343)
	10,000		(119,651)	(137,926)	(156,213)	(174,530)	(192,848)	(211,180)	(229,549)
	11,000		(133,797)	(152,072)	(170,387)	(188,705)	(207,022)	(225,386)	(243,755)
	12,000		(147,942)	(166,243)	(184,561)	(202,879)	(221,223)	(239,591)	(257,976)
	13,000		(162,100)	(180,417)	(198,735)	(217,059)	(235,428)	(253,797)	(272,217)
	14,000		(176,274)	(194,592)	(212,909)	(231,265)	(249,634)	(268,028)	(286,457)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(205,966)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		69,672	42,190	14,708	(12,816)	(40,341)	(67,867)	(95,443)
	17.5%		(22,394)	(45,272)	(68,151)	(91,072)	(113,994)	(136,917)	(159,889)
	20.0%		(114,460)	(132,735)	(151,011)	(169,329)	(187,646)	(205,966)	(224,335)
	22.5%		(206,526)	(220,198)	(233,870)	(247,585)	(261,299)	(275,016)	(288,781)
	25.0%		(298,592)	(309,105)	(319,590)	(330,123)	(340,656)	(351,192)	(361,784)
	27.5%		(405,056)	(410,218)	(415,381)	(420,592)	(425,804)	(431,018)	(436,288)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(205,966)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 302,000	100,000		87,540	69,265	50,989	32,671	14,354	(3,966)	(22,335)
	150,000		37,540	19,265	989	(17,329)	(35,646)	(53,966)	(72,335)
	200,000		(12,460)	(30,735)	(49,011)	(67,329)	(85,646)	(103,966)	(122,335)
	250,000		(62,460)	(80,735)	(99,011)	(117,329)	(135,646)	(153,966)	(172,335)
	300,000		(112,460)	(130,735)	(149,011)	(167,329)	(185,646)	(203,966)	(222,335)
	350,000		(162,460)	(180,735)	(199,011)	(217,329)	(235,646)	(253,966)	(272,335)
	400,000		(212,460)	(230,735)	(249,011)	(267,329)	(285,646)	(303,966)	(322,335)
	450,000		(262,460)	(280,735)	(299,011)	(317,329)	(335,646)	(353,966)	(372,335)
	500,000		(312,460)	(330,735)	(349,011)	(367,329)	(385,646)	(403,966)	(422,335)
	550,000		(362,460)	(380,735)	(399,011)	(417,329)	(435,646)	(453,966)	(472,335)
	600,000		(412,460)	(430,735)	(449,011)	(467,329)	(485,646)	(503,966)	(522,335)
	650,000		(462,460)	(480,735)	(499,011)	(517,329)	(535,646)	(553,966)	(572,335)
	700,000		(512,460)	(530,735)	(549,011)	(567,329)	(585,646)	(603,966)	(622,335)
	750,000		(562,460)	(580,735)	(599,011)	(617,329)	(635,646)	(653,966)	(672,335)
	800,000		(612,460)	(630,735)	(649,011)	(667,329)	(685,646)	(703,966)	(722,335)
850,000		(662,460)	(680,735)	(699,011)	(717,329)	(735,646)	(753,966)	(772,335)	



# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **350**  
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 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(205,966)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		549,906	531,029	512,152	493,275	474,398	455,521	436,644
	75%		439,524	420,762	402,000	383,238	364,476	345,714	326,952
	80%		329,012	310,363	291,714	273,065	254,417	235,768	217,119
	85%		218,415	199,872	181,328	162,785	144,242	125,698	107,155
	90%		107,677	89,231	70,785	52,339	33,893	15,447	(3,000)
	95%		(3,262)	(21,619)	(39,975)	(58,332)	(76,688)	(95,068)	(113,459)
	100%		(114,460)	(132,735)	(151,011)	(169,329)	(187,646)	(205,966)	(224,335)
	105%		(225,996)	(244,249)	(262,501)	(280,802)	(299,114)	(320,463)	(341,743)
	110%		(344,262)	(365,374)	(386,552)	(407,783)	(429,099)	(450,526)	(472,098)
	115%		(474,746)	(496,025)	(517,430)	(538,991)	(560,746)	(582,794)	(605,256)
	120%		(606,798)	(628,548)	(650,603)	(673,069)	(696,126)	(719,793)	(743,497)
	125%		(741,766)	(764,808)	(788,359)	(811,917)	(835,574)	(859,396)	(883,324)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(205,966)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(44,116)	(62,357)	(80,601)	(98,877)	(117,152)	(135,427)	(153,713)
	1,000		(59,909)	(78,152)	(96,427)	(114,702)	(132,977)	(151,257)	(169,575)
	2,000		(75,703)	(93,978)	(112,253)	(130,528)	(148,803)	(167,119)	(185,437)
	3,000		(91,529)	(109,804)	(128,079)	(146,354)	(164,663)	(182,980)	(201,298)
	4,000		(107,354)	(125,629)	(143,904)	(162,207)	(180,524)	(198,842)	(217,196)
	5,000		(123,180)	(141,455)	(159,751)	(178,068)	(196,386)	(214,728)	(233,096)
	6,000		(139,006)	(157,294)	(175,612)	(193,930)	(212,259)	(230,628)	(248,997)
	7,000		(154,838)	(173,156)	(191,474)	(209,792)	(228,160)	(246,529)	(264,939)
	8,000		(170,700)	(189,018)	(207,336)	(225,691)	(244,060)	(262,453)	(280,881)
	9,000		(186,562)	(204,880)	(223,223)	(241,592)	(259,966)	(278,395)	(296,842)
	10,000		(202,424)	(220,755)	(239,124)	(257,493)	(275,909)	(294,337)	(315,081)
	11,000		(218,286)	(236,655)	(255,024)	(273,422)	(291,851)	(312,179)	(333,571)
	12,000		(234,187)	(252,556)	(270,936)	(289,365)	(309,278)	(330,661)	(352,108)
	13,000		(250,088)	(268,456)	(286,879)	(306,385)	(327,760)	(349,173)	(370,653)
	14,000		(265,988)	(284,392)	(303,510)	(324,858)	(346,242)	(367,710)	(389,248)
	15,000		(281,906)	(300,335)	(321,957)	(343,340)	(364,775)	(386,273)	(407,864)
	16,000		(297,848)	(319,067)	(340,439)	(361,840)	(383,312)	(404,868)	(426,522)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(205,966)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(755,156)	(743,756)	(732,355)	(720,955)	(709,555)	(698,155)	(686,754)
	82%		(683,894)	(675,989)	(668,117)	(660,285)	(652,454)	(644,622)	(636,791)
	84%		(614,490)	(609,805)	(605,164)	(600,549)	(595,974)	(591,449)	(586,987)
	86%		(546,639)	(545,187)	(543,761)	(542,367)	(540,998)	(539,679)	(538,411)
	88%		(479,699)	(481,485)	(483,270)	(485,104)	(486,949)	(488,840)	(490,774)
	90%		(413,348)	(418,362)	(423,377)	(428,426)	(433,490)	(438,596)	(443,729)
	92%		(347,403)	(355,626)	(363,873)	(372,144)	(380,424)	(388,750)	(397,098)
	94%		(283,973)	(293,887)	(304,645)	(316,137)	(327,650)	(339,180)	(350,751)
	96%		(227,338)	(240,046)	(252,754)	(265,473)	(278,226)	(290,978)	(304,613)
	98%		(170,846)	(186,340)	(201,835)	(217,345)	(232,884)	(248,472)	(264,000)
	100%		(114,460)	(132,735)	(151,011)	(169,329)	(187,646)	(205,966)	(224,335)
	102%		(58,142)	(79,206)	(100,298)	(121,391)	(142,483)	(163,611)	(184,752)
	104%		(1,907)	(25,771)	(49,636)	(73,500)	(97,406)	(121,315)	(145,225)
	106%		54,281	27,646	976	(25,700)	(52,376)	(79,055)	(105,782)
	108%		110,417	80,975	51,533	22,091	(7,388)	(36,876)	(66,363)
110%		166,537	134,305	102,056	69,807	37,558	5,301	(26,999)	
112%		222,587	187,575	152,563	117,523	82,467	47,411	12,356	
114%		278,637	240,822	203,008	165,193	127,376	89,514	51,651	
116%		334,676	294,070	253,453	212,835	172,218	131,601	90,946	
118%		390,652	347,275	303,897	260,478	217,058	173,639	130,219	
120%		446,628	400,452	354,277	308,101	261,898	215,676	169,454	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(205,966)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(114,460)	(132,735)	(151,011)	(169,329)	(187,646)	(205,966)	(224,335)
	10,000		(114,460)	(125,653)	(136,846)	(148,040)	(159,259)	(170,480)	(181,701)
	20,000		(114,460)	(118,571)	(122,683)	(126,794)	(130,905)	(135,016)	(139,128)
	30,000		(114,460)	(111,489)	(108,519)	(105,548)	(102,578)	(99,607)	(96,636)
	40,000		(114,460)	(104,408)	(94,355)	(84,303)	(74,250)	(64,215)	(54,182)
	50,000		(114,460)	(97,326)	(80,191)	(63,075)	(45,974)	(28,873)	(11,772)
	60,000		(114,460)	(90,244)	(66,039)	(41,870)	(17,701)	6,469	30,600
	70,000		(114,460)	(83,162)	(51,902)	(20,665)	10,573	41,759	72,936
	80,000		(114,460)	(76,080)	(37,766)	540	38,806	77,039	115,264
	90,000		(114,460)	(69,003)	(23,629)	21,740	67,030	112,319	157,533
	100,000		(114,460)	(61,935)	(9,492)	42,908	95,254	147,551	199,803

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Appraisal Ref: **San27** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher** No Units: **45**  
 Notes: Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				45 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		
						<b>AH # units</b>		
						<b>Overall mix%</b>		
						<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0	12.4%	1.4	3%	1.4		
3 bed House	0.0%	0.0	26.8%	3.0	7%	3.0		
4 bed House	0.0%	0.0	20.0%	2.3	5%	2.3		
5 bed House	0.0%	0.0	5.9%	0.7	1%	0.7		
1 bed Flat	55.0%	18.6	22.5%	2.5	47%	21.1		
2 bed Flat	45.0%	15.2	12.4%	1.4	37%	16.6		
Total number of units	100.0%	33.8	100.0%	11.3	100%	45.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	0	0	110	1,186	110	1,186		
3 bed House	0	0	302	3,245	302	3,245		
4 bed House	0	0	288	3,100	288	3,100		
5 bed House	0	0	106	1,143	106	1,143		
1 bed Flat	1,092	11,753	149	1,603	1,241	13,356		
2 bed Flat	1,251	13,463	115	1,237	1,366	14,699		
	2,343	25,216	1,070	11,514	3,412	36,730		
AH % by floor area:		31.35% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>		
						<b>total MV £ (no AH)</b>		
1 bed House	165,000	2,661	247			0		
2 bed House	210,000	2,658	247			292,950		
3 bed House	280,000	2,800	260			844,200		
4 bed House	325,000	2,539	236			731,250		
5 bed House	395,000	2,469	229			262,181		
1 bed Flat	150,000	3,000	279			3,164,063		
2 bed Flat	185,000	2,643	246			3,067,763		
						8,362,406		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>		
						<b>% of MV</b>		
						<b>First Homes £*</b>		
						<b>% of MV</b>		
						<b>Other Int. £</b>		
						<b>% of MV</b>		
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%
		* capped @£250K						

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	0.0	@	210,000	-
3 bed House	0.0	@	280,000	-
4 bed House	0.0	@	325,000	-
5 bed House	0.0	@	395,000	-
1 bed Flat	18.6	@	150,000	2,784,375
2 bed Flat	15.2	@	185,000	2,809,688
	33.8			5,594,063
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.0	@	147,000	153,799
3 bed House	2.3	@	196,000	443,205
4 bed House	1.7	@	227,500	383,906
5 bed House	0.5	@	276,500	137,645
1 bed Flat	1.9	@	105,000	199,336
2 bed Flat	1.0	@	129,500	135,489
	8.4			1,453,380
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.3	@	147,000	51,266
3 bed House	0.8	@	196,000	147,735
4 bed House	0.6	@	227,500	127,969
5 bed House	0.2	@	250,000	41,484
1 bed Flat	0.6	@	105,000	66,445
2 bed Flat	0.3	@	129,500	45,163
	2.8			480,063
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	11.3		-
<b>Sub-total GDV Residential</b>	<b>45</b>			<b>7,527,506</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>834,900</b>
			<b>245 £ psm (total GIA sqm)</b>	<b>18,553 £ per unit (total units)</b>
<b>Grant</b>	11	AH units @	0	per unit
<b>Total GDV</b>				<b>7,527,506</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(20,790)
Planning Application Professional Fees, Surveys and reports					(60,000)
CIL					(48,352)
		2,343 sqm (Market only)	20.64 £ psm		
		0.64% % of GDV	1,074 £ per unit (total units)		
<b>CIL analysis:</b>					
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	45 units @	2,055 per unit		(92,475)
	Sub-total				(92,475)
		184,950 £ per ha	1.23% % of GDV	2,055 £ per unit (total units)	
<b>S106 analysis:</b>					
AH Commuted Sum					-
		3,412 sqm (total)	0 £ psm		
<b>Comm. Sum analysis:</b>					
		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(61,500)
		0.50 ha @	123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	45 units @	0 per unit		-
	Sub-total				-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
<b>Infra. Costs analysis:</b>					
1 bed House		- sqm @	1,374 psm		-
2 bed House		110 sqm @	1,374 psm		(151,422)
3 bed House		302 sqm @	1,374 psm		(414,261)
4 bed House		288 sqm @	1,374 psm		(395,712)
5 bed House		106 sqm @	1,374 psm		(145,919)
1 bed Flat		1,241 sqm @	1,576 psm		(1,955,515)
2 bed Flat		1,366 sqm @	1,576 psm		(2,152,213)
Garages for 3 bed House	(OMS only)	- units @	50% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	- units @	75% @	11,754 £ per garage	-
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage	-
External works					(782,256)
		5,215,042 @	15.0%	17,383 £ per unit (total units)	
<b>Ext. Works analysis:</b>					
Policy Costs on design -					
Net Biodiversity costs					(12,915)
		45 units @	287 £ per unit		
M4(2) Category 2 Housing	Aff units	11 units @	100% @	521 £ per unit	(5,861)
M4(2) Category 2 Housing	OMS units	34 units @	100% @	521 £ per unit	(17,584)
M4(3) Category 3 Housing	Aff units	11 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	34 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		45 units @		4,449 £ per unit	(200,205)
Renewable Energy		45 units @		0 £ per unit	-
EV Charging Points - Houses		7 units @		0 £ per unit	-
EV Charging Points - Flats		38 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		45 units @		0 £ per unit	-
	Sub-total				(236,565)
				5,257 £ per unit (total units)	
<b>Policy Costs analysis: (design costs only)</b>					
Contingency (on construction)					(314,768)
		6,295,363 @	5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	6,295,363 @		<b>6.5%</b>		(409,199)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	5,594,063 OMS @		<b>3.00%</b>	3,729 £ per unit	(167,822)
Residential Sales Agent Costs	5,594,063 OMS @		<b>1.00%</b>	1,243 £ per unit	(55,941)
Residential Sales Legal Costs	5,594,063 OMS @		<b>0.25%</b>	311 £ per unit	(13,985)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>5,506 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(127,214)
<b>Developers Profit -</b>					
Profit on OMS	5,594,063		<b>20.00%</b>		(1,118,813)
Margin on AH	1,933,443		<b>6.00%</b> on AH values		(116,007)
<b>Profit analysis:</b>		<b>7,527,506</b>		<b>16.40% blended GDV</b>	<b>(1,234,819)</b>
		<b>7,715,908</b>		<b>16.00% on costs</b>	<b>(1,234,819)</b>
<b>TOTAL COSTS</b>					<b>(8,950,727)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,423,221)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(1,423,221)</b>
<b>RLV analysis:</b>	<b>(31,627) £ per plot</b>	<b>(2,846,443) £ per ha (net)</b>	<b>(1,151,940) £ per acre (net)</b>		
		<b>(2,846,443) £ per ha (gross)</b>	<b>(1,151,940) £ per acre (gross)</b>		
			<b>-18.91% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>90.0</b> dph (net)			
Site Area (net)		0.50 ha (net)		1.24 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.50 ha (gross)		1.24 acres (gross)	
<b>Density analysis:</b>		<b>6,825 sqm/ha (net)</b>		<b>29,729 sqft/ac (net)</b>	
		<b>90 dph (gross)</b>			
Benchmark Land Value (net)	8,292 £ per plot	746,242 £ per ha (net)		<b>302,000 £ per acre (net)</b>	<b>373,121</b>
<b>BLV analysis:</b>		<b>746,242 £ per ha (gross)</b>		<b>302,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(3,592,685) £ per ha (net)</b>		<b>(1,453,940) £ per acre (net)</b>	<b>(1,796,342)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(1,453,940)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(1,433,205)	(1,428,446)	(1,423,687)	(1,419,463)	(1,415,335)	(1,411,207)	(1,407,080)	
	10.00	(1,460,346)	(1,454,230)	(1,448,435)	(1,442,927)	(1,437,419)	(1,431,911)	(1,426,403)	
	20.00	(1,487,488)	(1,480,168)	(1,473,279)	(1,466,391)	(1,459,503)	(1,452,615)	(1,445,726)	
	30.00	(1,514,670)	(1,506,392)	(1,498,124)	(1,489,855)	(1,481,587)	(1,473,318)	(1,465,050)	
	40.00	(1,542,266)	(1,532,617)	(1,522,968)	(1,513,319)	(1,503,671)	(1,494,022)	(1,484,373)	
	50.00	(1,569,870)	(1,558,842)	(1,547,813)	(1,536,784)	(1,525,755)	(1,514,726)	(1,503,697)	
	60.00	(1,597,475)	(1,585,066)	(1,572,657)	(1,560,248)	(1,547,839)	(1,535,429)	(1,523,020)	
	70.00	(1,625,080)	(1,611,291)	(1,597,501)	(1,583,712)	(1,569,923)	(1,556,133)	(1,542,344)	
	80.00	(1,652,685)	(1,637,516)	(1,622,346)	(1,607,176)	(1,592,006)	(1,576,837)	(1,561,667)	
	90.00	(1,680,290)	(1,663,740)	(1,647,190)	(1,630,640)	(1,614,090)	(1,597,540)	(1,580,991)	
	100.00	(1,707,895)	(1,689,965)	(1,672,035)	(1,654,104)	(1,636,174)	(1,618,244)	(1,600,314)	
	110.00	(1,735,500)	(1,716,190)	(1,696,879)	(1,677,569)	(1,658,258)	(1,638,948)	(1,619,637)	
	120.00	(1,763,105)	(1,742,414)	(1,721,724)	(1,701,033)	(1,680,342)	(1,659,652)	(1,638,961)	
	130.00	(1,790,710)	(1,768,639)	(1,746,568)	(1,724,497)	(1,702,426)	(1,680,355)	(1,658,284)	
	140.00	(1,818,315)	(1,794,864)	(1,771,412)	(1,747,961)	(1,724,510)	(1,701,059)	(1,677,608)	
	150.00	(1,845,920)	(1,821,088)	(1,796,257)	(1,771,425)	(1,746,594)	(1,721,763)	(1,696,931)	
	160.00	(1,873,525)	(1,847,313)	(1,821,101)	(1,794,890)	(1,768,678)	(1,742,466)	(1,716,255)	
170.00	(1,901,129)	(1,873,538)	(1,845,946)	(1,818,354)	(1,790,762)	(1,763,170)	(1,735,578)		
180.00	(1,928,734)	(1,899,762)	(1,870,790)	(1,841,818)	(1,812,846)	(1,783,874)	(1,754,901)		
190.00	(1,956,339)	(1,925,987)	(1,895,634)	(1,865,282)	(1,834,930)	(1,804,577)	(1,774,225)		
200.00	(1,983,944)	(1,952,212)	(1,920,479)	(1,888,746)	(1,857,014)	(1,825,281)	(1,793,548)		
210.00	(2,011,549)	(1,978,436)	(1,945,323)	(1,912,210)	(1,879,098)	(1,845,985)	(1,812,872)		
220.00	(2,039,154)	(2,004,661)	(1,970,168)	(1,935,675)	(1,901,181)	(1,866,688)	(1,832,195)		
230.00	(2,066,759)	(2,030,886)	(1,995,012)	(1,959,139)	(1,923,265)	(1,887,392)	(1,851,519)		
240.00	(2,094,364)	(2,057,110)	(2,019,857)	(1,982,603)	(1,945,349)	(1,908,096)	(1,870,842)		
250.00	(2,121,969)	(2,083,335)	(2,044,701)	(2,006,067)	(1,967,433)	(1,928,799)	(1,890,166)		

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(1,453,940)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2,055	-	(1,408,869)	(1,401,309)	(1,393,749)	(1,386,198)	(1,379,189)	(1,372,213)	(1,365,236)	
	1,000	(1,447,972)	(1,440,412)	(1,432,912)	(1,425,936)	(1,418,959)	(1,411,983)	(1,405,006)	
	2,000	(1,487,075)	(1,479,659)	(1,472,682)	(1,465,705)	(1,458,729)	(1,451,752)	(1,444,776)	
	3,000	(1,526,405)	(1,519,428)	(1,512,452)	(1,505,475)	(1,498,499)	(1,491,522)	(1,484,546)	
	4,000	(1,566,175)	(1,559,198)	(1,552,222)	(1,545,245)	(1,538,268)	(1,531,292)	(1,524,315)	
	5,000	(1,605,944)	(1,598,968)	(1,591,991)	(1,585,015)	(1,578,038)	(1,571,062)	(1,564,085)	
	6,000	(1,645,714)	(1,638,738)	(1,631,761)	(1,624,785)	(1,617,808)	(1,610,832)	(1,603,855)	
	7,000	(1,685,484)	(1,678,508)	(1,671,531)	(1,664,554)	(1,657,578)	(1,650,601)	(1,643,625)	
	8,000	(1,725,254)	(1,718,277)	(1,711,301)	(1,704,324)	(1,697,348)	(1,690,371)	(1,683,395)	
	9,000	(1,765,024)	(1,758,047)	(1,751,071)	(1,744,094)	(1,737,117)	(1,730,141)	(1,723,164)	
	10,000	(1,804,793)	(1,797,817)	(1,790,840)	(1,783,864)	(1,776,887)	(1,769,911)	(1,762,934)	
	11,000	(1,844,563)	(1,837,587)	(1,830,610)	(1,823,634)	(1,816,657)	(1,809,680)	(1,802,704)	
	12,000	(1,884,333)	(1,877,356)	(1,870,380)	(1,863,403)	(1,856,427)	(1,849,450)	(1,842,474)	
	13,000	(1,924,103)	(1,917,126)	(1,910,150)	(1,903,173)	(1,896,197)	(1,889,220)	(1,882,243)	
14,000	(1,963,873)	(1,956,896)	(1,949,919)	(1,942,943)	(1,935,966)	(1,928,990)	(1,922,013)		

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(1,453,940)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(1,187,374)	(1,195,087)	(1,203,203)	(1,211,319)	(1,219,435)	(1,227,551)	(1,235,667)	
	17.5%	(1,338,300)	(1,338,466)	(1,339,036)	(1,339,606)	(1,340,176)	(1,340,745)	(1,341,315)	
	20.0%	(1,489,225)	(1,481,846)	(1,474,869)	(1,467,893)	(1,460,916)	(1,453,940)	(1,446,963)	
	22.5%	(1,640,151)	(1,625,225)	(1,610,703)	(1,596,180)	(1,581,657)	(1,567,134)	(1,552,611)	
	25.0%	(1,791,077)	(1,768,605)	(1,746,536)	(1,724,467)	(1,702,397)	(1,680,328)	(1,658,259)	
	27.5%	(1,942,003)	(1,911,984)	(1,882,369)	(1,852,753)	(1,823,138)	(1,793,523)	(1,763,907)	

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(1,453,940)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 302,000	100,000	(1,287,225)	(1,279,846)	(1,272,869)	(1,265,893)	(1,258,916)	(1,251,940)	(1,244,963)	
	150,000	(1,337,225)	(1,329,846)	(1,322,869)	(1,315,893)	(1,308,916)	(1,301,940)	(1,294,963)	
	200,000	(1,387,225)	(1,379,846)	(1,372,869)	(1,365,893)	(1,358,916)	(1,351,940)	(1,344,963)	
	250,000	(1,437,225)	(1,429,846)	(1,422,869)	(1,415,893)	(1,408,916)	(1,401,940)	(1,394,963)	
	300,000	(1,487,225)	(1,479,846)	(1,472,869)	(1,465,893)	(1,458,916)	(1,451,940)	(1,444,963)	
	350,000	(1,537,225)	(1,529,846)	(1,522,869)	(1,515,893)	(1,508,916)	(1,501,940)	(1,494,963)	
	400,000	(1,587,225)	(1,579,846)	(1,572,869)	(1,565,893)	(1,558,916)	(1,551,940)	(1,544,963)	
	450,000	(1,637,225)	(1,629,846)	(1,622,869)	(1,615,893)	(1,608,916)	(1,601,940)	(1,594,963)	
	500,000	(1,687,225)	(1,679,846)	(1,672,869)	(1,665,893)	(1,658,916)	(1,651,940)	(1,644,963)	
	550,000	(1,737,225)	(1,729,846)	(1,722,869)	(1,715,893)	(1,708,916)	(1,701,940)	(1,694,963)	
	600,000	(1,787,225)	(1,779,846)	(1,772,869)	(1,765,893)	(1,758,916)	(1,751,940)	(1,744,963)	
	650,000	(1,837,225)	(1,829,846)	(1,822,869)	(1,815,893)	(1,808,916)	(1,801,940)	(1,794,963)	
	700,000	(1,887,225)	(1,879,846)	(1,872,869)	(1,865,893)	(1,858,916)	(1,851,940)	(1,844,963)	
	750,000	(1,937,225)	(1,929,846)	(1,922,869)	(1,915,893)	(1,908,916)	(1,901,940)	(1,894,963)	
	800,000	(1,987,225)	(1,979,846)	(1,972,869)	(1,965,893)	(1,958,916)	(1,951,940)	(1,944,963)	
	850,000	(2,037,225)	(2,029,846)	(2,022,869)	(2,015,893)	(2,008,916)	(2,001,940)	(1,994,963)	

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(1,453,940)						
		71,812	94,709	117,607	140,504	163,401	186,299	209,142
		(153,197)	(132,844)	(112,491)	(92,138)	(71,785)	(51,458)	(31,162)
		(401,829)	(381,258)	(360,688)	(340,117)	(319,569)	(290,940)	(273,182)
		(667,725)	(650,237)	(632,748)	(615,260)	(597,772)	(580,284)	(562,796)
		(939,761)	(925,538)	(911,315)	(897,092)	(882,868)	(868,645)	(854,422)
		(1,213,666)	(1,202,728)	(1,191,791)	(1,180,890)	(1,170,054)	(1,159,217)	(1,148,381)
		(1,489,225)	(1,481,846)	(1,474,869)	(1,467,893)	(1,460,916)	(1,453,940)	(1,446,963)
		(1,769,354)	(1,765,710)	(1,762,066)	(1,758,421)	(1,754,777)	(1,751,132)	(1,747,488)
		(2,049,886)	(2,049,574)	(2,049,262)	(2,048,950)	(2,048,637)	(2,048,325)	(2,048,013)
		(2,330,418)	(2,333,438)	(2,336,458)	(2,339,478)	(2,342,498)	(2,345,518)	(2,348,538)
		(2,610,950)	(2,617,302)	(2,623,654)	(2,630,007)	(2,636,359)	(2,642,711)	(2,649,063)
		(2,891,482)	(2,901,166)	(2,910,851)	(2,920,535)	(2,930,219)	(2,939,904)	(2,949,588)

**TABLE 7**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(1,453,940)							
		0	(1,294,132)	(1,286,572)	(1,279,012)	(1,271,452)	(1,263,892)	(1,256,332)	(1,248,772)
		1,000	(1,337,983)	(1,330,423)	(1,322,863)	(1,315,303)	(1,307,743)	(1,300,183)	(1,293,141)
		2,000	(1,381,834)	(1,374,274)	(1,366,714)	(1,359,154)	(1,351,593)	(1,344,033)	(1,337,474)
		3,000	(1,425,685)	(1,418,125)	(1,410,565)	(1,403,005)	(1,395,445)	(1,387,885)	(1,381,326)
		4,000	(1,469,536)	(1,461,976)	(1,454,416)	(1,446,856)	(1,439,296)	(1,431,736)	(1,424,177)
		5,000	(1,513,387)	(1,506,427)	(1,499,467)	(1,492,507)	(1,485,547)	(1,478,587)	(1,471,627)
		6,000	(1,557,238)	(1,551,019)	(1,544,800)	(1,538,580)	(1,532,360)	(1,526,140)	(1,519,920)
		7,000	(1,601,089)	(1,595,618)	(1,589,147)	(1,582,676)	(1,576,205)	(1,569,734)	(1,563,263)
		8,000	(1,644,940)	(1,640,217)	(1,635,494)	(1,630,771)	(1,626,048)	(1,621,325)	(1,616,602)
		9,000	(1,688,791)	(1,684,816)	(1,680,841)	(1,676,866)	(1,672,891)	(1,668,916)	(1,664,941)
		10,000	(1,732,642)	(1,729,415)	(1,726,188)	(1,722,961)	(1,719,734)	(1,716,507)	(1,713,280)
		11,000	(1,776,493)	(1,774,014)	(1,771,535)	(1,769,056)	(1,766,577)	(1,764,098)	(1,761,619)
		12,000	(1,820,344)	(1,818,613)	(1,816,882)	(1,815,151)	(1,813,420)	(1,811,689)	(1,809,958)
		13,000	(1,864,195)	(1,863,212)	(1,862,229)	(1,861,246)	(1,860,263)	(1,859,280)	(1,858,297)
		14,000	(1,908,046)	(1,907,811)	(1,907,576)	(1,907,341)	(1,907,106)	(1,906,871)	(1,906,636)
		15,000	(1,951,897)	(1,952,410)	(1,952,923)	(1,953,436)	(1,953,949)	(1,954,462)	(1,954,975)
	16,000	(2,003,986)	(1,999,009)	(1,999,032)	(1,998,056)	(1,997,079)	(1,996,103)	(1,995,126)	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(1,453,940)							
		80%	(2,495,846)	(2,438,518)	(2,381,191)	(2,323,863)	(2,266,535)	(2,209,207)	(2,151,880)
		82%	(2,395,144)	(2,342,851)	(2,290,558)	(2,238,266)	(2,185,973)	(2,133,681)	(2,081,388)
		84%	(2,294,441)	(2,247,184)	(2,199,926)	(2,152,669)	(2,105,411)	(2,058,154)	(2,010,896)
		86%	(2,193,739)	(2,151,517)	(2,109,294)	(2,067,072)	(2,024,849)	(1,982,627)	(1,940,405)
		88%	(2,093,037)	(2,055,849)	(2,018,662)	(1,981,475)	(1,944,288)	(1,907,100)	(1,869,913)
		90%	(1,992,334)	(1,960,182)	(1,928,030)	(1,895,878)	(1,863,726)	(1,831,574)	(1,799,422)
		92%	(1,891,632)	(1,864,515)	(1,837,398)	(1,810,281)	(1,783,164)	(1,756,047)	(1,728,930)
		94%	(1,790,930)	(1,768,848)	(1,746,766)	(1,724,684)	(1,702,602)	(1,680,520)	(1,658,438)
		96%	(1,690,227)	(1,673,180)	(1,656,134)	(1,639,087)	(1,622,040)	(1,604,993)	(1,587,946)
		98%	(1,589,525)	(1,577,513)	(1,565,501)	(1,553,490)	(1,541,478)	(1,529,466)	(1,517,455)
		100%	(1,489,225)	(1,481,846)	(1,474,869)	(1,467,893)	(1,460,916)	(1,453,940)	(1,446,963)
		102%	(1,390,618)	(1,387,989)	(1,385,359)	(1,382,729)	(1,380,354)	(1,378,413)	(1,376,471)
		104%	(1,292,050)	(1,294,312)	(1,296,613)	(1,298,913)	(1,301,214)	(1,303,515)	(1,305,980)
	106%	(1,194,104)	(1,201,117)	(1,208,129)	(1,215,142)	(1,222,154)	(1,229,166)	(1,236,178)	
	108%	(1,096,159)	(1,108,068)	(1,119,978)	(1,131,888)	(1,143,797)	(1,155,707)	(1,167,616)	
	110%	(998,641)	(1,015,226)	(1,031,827)	(1,048,434)	(1,065,041)	(1,081,648)	(1,098,255)	
	112%	(901,323)	(922,774)	(944,226)	(965,677)	(987,128)	(1,008,579)	(1,030,030)	
	114%	(804,038)	(830,323)	(856,608)	(882,893)	(909,178)	(935,463)	(961,748)	
	116%	(707,736)	(738,252)	(769,064)	(800,237)	(831,420)	(862,603)	(893,785)	
	118%	(612,399)	(647,237)	(682,316)	(717,724)	(753,566)	(789,614)	(825,663)	
	120%	(517,833)	(557,045)	(596,455)	(636,135)	(676,160)	(716,626)	(757,541)	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(1,453,940)							
		-	(1,489,225)	(1,481,846)	(1,474,869)	(1,467,893)	(1,460,916)	(1,453,940)	(1,446,963)
		10,000	(1,489,225)	(1,462,112)	(1,435,095)	(1,408,231)	(1,381,368)	(1,354,504)	(1,327,640)
		20,000	(1,489,225)	(1,442,558)	(1,395,891)	(1,349,224)	(1,302,557)	(1,255,890)	(1,209,223)
		30,000	(1,489,225)	(1,423,005)	(1,356,784)	(1,290,563)	(1,224,343)	(1,158,122)	(1,091,901)
		40,000	(1,489,225)	(1,403,451)	(1,317,677)	(1,231,903)	(1,146,129)	(1,060,355)	(974,581)
		50,000	(1,489,225)	(1,383,898)	(1,278,570)	(1,173,242)	(1,067,914)	(962,586)	(857,258)
		60,000	(1,489,225)	(1,364,344)	(1,239,463)	(1,114,918)	(990,373)	(865,828)	(741,283)
		70,000	(1,489,225)	(1,344,791)	(1,200,372)	(1,056,587)	(912,792)	(769,247)	(625,732)
		80,000	(1,489,225)	(1,325,237)	(1,161,485)	(998,257)	(835,555)	(673,136)	(511,397)
		90,000	(1,489,225)	(1,305,683)	(1,122,598)	(939,971)	(758,218)	(576,662)	(397,600)
	100,000	(1,489,225)	(1,286,130)	(1,083,710)	(881,968)	(680,881)	(481,274)	(278,612)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.2 - Summary Table

Appraisal Ref:	San19	San20	San21	San22	San23	San24	San25	San26	San27
Scheme Typology:	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	2,134,000	3,645,419	7,290,837	11,054,381	19,217,233	36,032,311	54,048,466	84,075,392	7,527,506
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	25%	25%	25%	25%	25%	25%	25%	25%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,543	1,543	1,567	1,539	1,539	1,539	1,539	1,074
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633	2,055
Sub-total CIL+S106 (£ per unit)	1,764	3,598	3,598	3,622	11,172	11,172	11,172	11,172	3,129
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	3,598	3,598	3,622	11,172	11,172	11,172	11,172	3,129
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	17.52%	17.52%	17.55%	17.50%	17.50%	17.50%	17.50%	16.40%
Developers Profit (% on costs)	27.51%	20.08%	20.55%	20.62%	21.74%	21.88%	21.93%	21.96%	16.00%
Developers Profit Total (£)	426,800	638,856	1,277,713	1,940,194	3,362,234	6,304,189	9,456,283	14,709,774	1,234,819
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-	-
RLV (£/acre (net))	293,410	(189,230)	(109,654)	(105,716)	70,157	86,765	92,172	96,034	(1,151,940)
RLV (£/ha (net))	725,017	(467,588)	(270,954)	(261,225)	173,357	214,396	227,756	237,299	(2,846,443)
RLV (% of GDV)	6.79%	-4.81%	-2.79%	-2.66%	1.80%	2.23%	2.37%	2.47%	-18.91%
RLV Total (£)	145,003	(175,346)	(203,216)	(293,878)	346,714	803,986	1,281,130	2,076,369	(1,423,221)
BLV (£/acre (net))	302,000	302,000	302,000	302,000	302,000	302,000	302,000	302,000	302,000
BLV (£/ha (net))	746,242	746,242	746,242	746,242	746,242	746,242	746,242	746,242	746,242
BLV Total (£)	149,248	279,841	559,682	839,522	1,492,484	2,798,408	4,197,611	6,529,618	373,121
Surplus/Deficit (£/acre) [RLV-BLV]	(8,590)	(491,230)	(411,654)	(407,716)	(231,843)	(215,235)	(209,828)	(205,966)	(1,453,940)
Surplus/Deficit (£/ha)	(21,225)	(1,213,830)	(1,017,196)	(1,007,467)	(572,885)	(531,846)	(518,486)	(508,943)	(3,592,685)
Surplus/Deficit Total (£)	(4,245)	(455,186)	(762,897)	(1,133,400)	(1,145,770)	(1,994,421)	(2,916,481)	(4,453,248)	(1,796,342)
Plan Viability comments	Marginal	Not Viable	Not Viable	Not Viable	Marginal	Marginal	Marginal	Marginal	Not Viable



# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Appraisal Ref: **San28** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **8**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	8 Units
AH Policy requirement (% Target)	0%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 100%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented 0.0% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0
<b>Total number of units</b>	<b>100.0%</b>	<b>8.0</b>	<b>100.0%</b>	<b>0.0</b>	<b>100%</b>	<b>8.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	53.0	570		53.0	570
2 bed House	72.0	775		72.0	775
3 bed House	85.0	915		85.0	915
4 bed House	105.0	1,130		105.0	1,130
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	53.0	570		53.0	570
2 bed House	72.0	775		72.0	775
3 bed House	85.0	915		85.0	915
4 bed House	105.0	1,130		105.0	1,130
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	202	2,170	0	0	202	2,170
3 bed House	272	2,928	0	0	272	2,928
4 bed House	210	2,260	0	0	210	2,260
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	<b>684</b>	<b>7,358</b>	<b>0</b>	<b>0</b>	<b>684</b>	<b>7,358</b>

AH % by floor area: 0.00% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	145,000	2,736	254	0
2 bed House	170,000	2,361	219	476,000
3 bed House	205,000	2,412	224	656,000
4 bed House	265,000	2,524	234	530,000
5 bed House	340,000	2,125	197	0
1 bed Flat	115,000	2,300	214	0
2 bed Flat	135,000	1,929	179	0
				<b>1,662,000</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	2.8	@	170,000	476,000
3 bed House	3.2	@	205,000	656,000
4 bed House	2.0	@	265,000	530,000
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	8.0			1,662,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.0	@	102,000	-
3 bed House	0.0	@	123,000	-
4 bed House	0.0	@	159,000	-
5 bed House	0.0	@	204,000	-
1 bed Flat	0.0	@	69,000	-
2 bed Flat	0.0	@	81,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.0	@	119,000	-
3 bed House	0.0	@	143,500	-
4 bed House	0.0	@	185,500	-
5 bed House	0.0	@	238,000	-
1 bed Flat	0.0	@	80,500	-
2 bed Flat	0.0	@	94,500	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>1,662,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>
<b>Grant</b>	0	AH units @	0 per unit	-
<b>Total GDV</b>				<b>1,662,000</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (3,696)									
Planning Application Professional Fees, Surveys and reports (10,000)									
CIL 684 sqm (Market only) 20.64 £ psm (14,110)									
CIL analysis: 0.85% % of GDV 1,764 £ per unit (total units)									
Site Specific S106 Contributions									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		8 units @		0 per unit					
Sub-total									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 684 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.20 ha @ 0 £ per ha (if brownfield)									
Site Infrastructure costs -									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		8 units @		0 per unit					
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,374 psm									
2 bed House 202 sqm @ 1,374 psm (276,998)									
3 bed House 272 sqm @ 1,374 psm (373,728)									
4 bed House 210 sqm @ 1,374 psm (288,540)									
5 bed House - sqm @ 1,374 psm									
1 bed Flat - sqm @ 1,576 psm									
2 bed Flat 684 sqm @ 1,576 psm									
Garages for 3 bed House (OMS only)		3 units @		50% @		11,754 £ per garage		(18,806)	
Garages for 4 bed House (OMS only)		2 units @		75% @		11,754 £ per garage		(17,631)	
Garages for 5 bed House (OMS only)		- units @		120% @		11,754 £ per garage			
External works 975,704 @ 15.0% (146,356)									
Ext. Works analysis: 18,294 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 8 units @ 1,003 £ per unit (8,024)									
M4(2) Category 2 Housing Aff units		- units @		100% @		521 £ per unit			
M4(2) Category 2 Housing OMS units		8 units @		100% @		521 £ per unit		(4,168)	
M4(3) Category 3 Housing Aff units		- units @		0% @		10,111 £ per unit			
M4(3) Category 3 Housing OMS units		8 units @		0% @		10,111 £ per unit			
Part L 2025/FHS		8 units @				4,449 £ per unit		(35,592)	
Renewable Energy		8 units @				0 £ per unit			
EV Charging Points - Houses		8 units @				0 £ per unit			
EV Charging Points - Flats		- units @		4 flats per charger		0 £ per 4 units			
Water Efficiency		8 units @				0 £ per unit			
Sub-total								(47,784)	
Policy Costs analysis: (design costs only) 5,973 £ per unit (total units)									
Contingency (on construction) 1,169,843 @ 5.0% (58,492)									

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	1,169,843 @		<b>6.5%</b>		(76,040)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	1,662,000 OMS @		<b>3.00%</b>	6,233 £ per unit	(49,860)
Residential Sales Agent Costs	1,662,000 OMS @		<b>1.00%</b>	2,078 £ per unit	(16,620)
Residential Sales Legal Costs	1,662,000 OMS @		<b>0.25%</b>	519 £ per unit	(4,155)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>10,079 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(3,229)
<b>Developers Profit -</b>					
Profit on OMS	1,662,000		<b>20.00%</b>		(332,400)
Margin on AH	0		<b>6.00%</b> on AH values		-
<b>Profit analysis:</b>	<b>1,662,000</b>		<b>20.00% blended GDV</b>		<b>(332,400)</b>
	<b>1,516,045</b>		<b>21.93% on costs</b>		<b>(332,400)</b>
<b>TOTAL COSTS</b>					<b>(1,848,445)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(186,445)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(186,445)</b>
<b>RLV analysis:</b>	<b>(23,306) £ per plot</b>	<b>(932,225) £ per ha (net)</b>	<b>(377,266) £ per acre (net)</b>		
		<b>(745,780) £ per ha (gross)</b>	<b>(301,813) £ per acre (gross)</b>		
			<b>-11.22% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.20 ha (net)		0.49 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.25 ha (gross)		0.62 acres (gross)	
<b>Density analysis:</b>		<b>3,418 sqm/ha (net)</b>		<b>14,889 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	12,355 £ per plot	494,200 £ per ha (net)		<b>200,000 £ per acre (net)</b>	<b>98,840</b>
<b>BLV analysis:</b>		<b>395,360 £ per ha (gross)</b>		<b>160,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,426,425) £ per ha (net)</b>		<b>(577,266) £ per acre (net)</b>	<b>(285,285)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(548,378)	(586,252)	(624,696)	(663,140)	(701,583)	(740,027)	(778,471)
	10.00	(562,358)	(599,732)	(637,466)	(675,200)	(712,935)	(751,378)	(789,822)
	20.00	(576,368)	(613,211)	(650,236)	(687,261)	(724,286)	(762,729)	(801,173)
	30.00	(590,426)	(626,691)	(663,006)	(699,322)	(735,637)	(774,080)	(812,523)
	40.00	(604,564)	(640,170)	(675,776)	(711,383)	(746,989)	(785,432)	(823,876)
	50.00	(618,754)	(653,650)	(688,547)	(723,443)	(758,346)	(797,789)	(838,229)
	60.00	(632,943)	(667,130)	(701,317)	(735,504)	(770,407)	(810,850)	(850,193)
	70.00	(647,132)	(680,609)	(714,087)	(747,565)	(782,468)	(823,911)	(864,254)
	80.00	(661,321)	(694,089)	(726,857)	(759,625)	(795,528)	(837,571)	(880,315)
	90.00	(675,510)	(707,569)	(739,627)	(771,686)	(808,581)	(852,624)	(898,678)
	100.00	(689,699)	(721,048)	(752,398)	(783,747)	(821,630)	(866,663)	(914,701)
	110.00	(703,888)	(734,528)	(765,168)	(795,325)	(834,168)	(880,191)	(927,724)
	120.00	(718,077)	(748,008)	(777,938)	(806,182)	(845,111)	(892,124)	(940,747)
	130.00	(732,266)	(761,487)	(790,708)	(819,111)	(858,044)	(906,057)	(953,770)
	140.00	(746,455)	(774,967)	(803,478)	(831,630)	(870,567)	(915,490)	(966,793)
	150.00	(760,644)	(788,446)	(816,248)	(844,382)	(883,894)	(924,923)	(979,816)
	160.00	(774,833)	(801,926)	(829,017)	(857,135)	(896,627)	(941,356)	(992,839)
170.00	(789,023)	(815,406)	(841,508)	(870,083)	(909,350)	(954,989)	(1,005,862)	
180.00	(803,212)	(828,885)	(854,000)	(883,132)	(922,073)	(965,712)	(1,018,885)	
190.00	(817,401)	(842,365)	(866,513)	(896,362)	(934,806)	(979,551)	(1,031,908)	
200.00	(831,590)	(856,844)	(880,966)	(910,606)	(947,550)	(993,295)	(1,044,931)	
210.00	(845,779)	(871,323)	(895,448)	(924,506)	(959,304)	(1,006,040)	(1,057,954)	
220.00	(859,968)	(885,802)	(909,573)	(938,406)	(969,018)	(1,017,304)	(1,069,977)	
230.00	(874,157)	(899,276)	(923,698)	(952,306)	(997,702)	(1,027,517)	(1,081,999)	
240.00	(888,346)	(913,750)	(937,819)	(966,206)	(1,006,394)	(1,037,281)	(1,094,022)	
250.00	(902,535)	(928,224)	(951,938)	(979,106)	(1,015,272)	(1,045,964)	(1,106,044)	

**TABLE 2**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106	-	(577,266)	(614,074)	(651,053)	(688,033)	(725,012)	(762,000)	(799,000)
	1,000	(593,732)	(630,679)	(667,659)	(704,638)	(741,618)	(778,600)	(815,600)
	2,000	(610,305)	(647,284)	(684,264)	(721,243)	(758,228)	(795,210)	(832,200)
	3,000	(626,910)	(663,889)	(700,869)	(737,848)	(774,830)	(811,810)	(848,800)
	4,000	(643,515)	(680,494)	(717,474)	(754,453)	(791,430)	(828,410)	(865,400)
	5,000	(660,120)	(697,100)	(734,079)	(771,059)	(808,040)	(845,020)	(882,000)
	6,000	(676,725)	(713,705)	(750,684)	(787,664)	(824,640)	(861,620)	(898,600)
	7,000	(693,330)	(730,310)	(767,289)	(804,269)	(841,250)	(878,230)	(915,210)
	8,000	(709,935)	(746,915)	(783,894)	(820,874)	(857,850)	(894,830)	(931,810)
	9,000	(726,541)	(763,520)	(800,500)	(837,480)	(874,460)	(911,440)	(948,420)
	10,000	(743,146)	(780,125)	(817,104)	(854,084)	(891,060)	(928,040)	(965,020)
	11,000	(759,751)	(796,730)	(833,710)	(870,690)	(907,670)	(944,650)	(981,630)
	12,000	(776,356)	(813,335)	(850,315)	(887,295)	(924,270)	(961,250)	(998,230)
	13,000	(792,961)	(829,941)	(866,920)	(903,900)	(940,880)	(977,860)	(1,014,840)
14,000	(809,566)	(846,540)	(883,520)	(920,900)	(957,880)	(994,860)	(1,031,840)	

**TABLE 3**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(409,116)	(454,331)	(499,718)	(545,105)	(590,492)	(635,879)	(681,266)
	17.5%	(493,191)	(534,202)	(575,386)	(616,569)	(657,752)	(698,935)	(740,118)
	20.0%	(577,266)	(614,074)	(651,053)	(688,033)	(725,012)	(762,000)	(799,000)
	22.5%	(661,342)	(693,945)	(726,721)	(759,497)	(792,273)	(825,049)	(857,825)
	25.0%	(745,417)	(773,817)	(802,389)	(830,961)	(859,533)	(888,105)	(916,677)
	27.5%	(829,492)	(853,688)	(878,057)	(902,425)	(926,793)	(951,161)	(975,529)

**TABLE 4**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 200,000	100,000	(477,266)	(514,074)	(551,053)	(588,033)	(625,012)	(662,000)	(699,000)
	150,000	(527,266)	(564,074)	(601,053)	(638,033)	(675,012)	(712,000)	(749,000)
	200,000	(577,266)	(614,074)	(651,053)	(688,033)	(725,012)	(762,000)	(799,000)
	250,000	(627,266)	(664,074)	(701,053)	(738,033)	(775,012)	(812,000)	(849,000)
	300,000	(677,266)	(714,074)	(751,053)	(788,033)	(825,012)	(862,000)	(899,000)
	350,000	(727,266)	(764,074)	(801,053)	(838,033)	(875,012)	(912,000)	(949,000)
	400,000	(777,266)	(814,074)	(851,053)	(888,033)	(925,012)	(962,000)	(999,000)
	450,000	(827,266)	(864,074)	(901,053)	(938,033)	(975,012)	(1,012,000)	(1,049,000)
	500,000	(877,266)	(914,074)	(951,053)	(988,033)	(1,025,012)	(1,062,000)	(1,099,000)
	550,000	(927,266)	(964,074)	(1,001,053)	(1,038,033)	(1,075,012)	(1,112,000)	(1,149,000)
	600,000	(977,266)	(1,014,074)	(1,051,053)	(1,088,033)	(1,125,012)	(1,162,000)	(1,199,000)
	650,000	(1,027,266)	(1,064,074)	(1,101,053)	(1,138,033)	(1,175,012)	(1,212,000)	(1,249,000)
	700,000	(1,077,266)	(1,114,074)	(1,151,053)	(1,188,033)	(1,225,012)	(1,262,000)	(1,299,000)
	750,000	(1,127,266)	(1,164,074)	(1,201,053)	(1,238,033)	(1,275,012)	(1,312,000)	(1,349,000)
	800,000	(1,177,266)	(1,214,074)	(1,251,053)	(1,288,033)	(1,325,012)	(1,362,000)	(1,399,000)
	850,000	(1,227,266)	(1,264,074)	(1,301,053)	(1,338,033)	(1,375,012)	(1,412,000)	(1,449,000)

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Scheme Typology: **Low Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(577,266)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		130,460	101,307	72,155	43,000	13,772	(15,456)	(44,684)
	75%		24,880	(4,527)	(33,977)	(63,427)	(92,877)	(122,327)	(151,807)
	80%		(80,836)	(110,509)	(140,181)	(169,854)	(224,084)	(258,511)	(292,938)
	85%		(209,067)	(243,627)	(278,288)	(312,973)	(347,658)	(382,478)	(417,462)
	90%		(331,463)	(366,405)	(401,353)	(436,456)	(471,760)	(507,939)	(544,391)
	95%		(454,040)	(489,401)	(525,029)	(561,535)	(598,250)	(634,966)	(671,681)
	100%		(577,266)	(614,074)	(651,053)	(688,033)	(725,012)	(762,000)	(799,000)
	105%		(702,800)	(740,043)	(777,287)	(814,530)	(851,774)	(889,017)	(926,260)
	110%		(828,505)	(1,005,038)	(1,471,804)	(1,938,570)	(2,405,335)	(2,872,101)	(3,338,866)
	115%		(1,489,793)	(1,958,559)	(2,427,324)	(2,896,090)	(3,364,855)	(3,833,621)	(4,302,386)
	120%		(2,441,313)	(2,912,079)	(3,382,844)	(3,853,610)	(4,324,375)	(4,795,141)	(5,265,906)
	125%		(3,392,833)	(3,865,599)	(4,338,364)	(4,811,130)	(5,283,895)	(5,756,661)	(6,229,426)

**TABLE 7**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(577,266)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(495,944)	(531,699)	(568,212)	(605,191)	(642,171)	(679,150)	(716,130)
	1,000		(514,148)	(550,055)	(586,832)	(623,812)	(660,791)	(697,771)	(734,750)
	2,000		(532,389)	(568,509)	(605,452)	(642,432)	(679,411)	(716,391)	(753,370)
	3,000		(550,661)	(587,093)	(624,073)	(661,052)	(698,032)	(735,011)	(771,990)
	4,000		(568,999)	(605,713)	(642,693)	(679,672)	(716,652)	(753,631)	(790,610)
	5,000		(587,422)	(624,334)	(661,313)	(698,293)	(735,272)	(772,251)	(809,230)
	6,000		(605,974)	(642,954)	(679,934)	(716,913)	(753,893)	(790,872)	(827,851)
	7,000		(624,595)	(661,574)	(698,554)	(735,533)	(772,512)	(809,491)	(846,470)
	8,000		(643,215)	(680,195)	(717,174)	(754,154)	(791,133)	(828,112)	(865,091)
	9,000		(661,835)	(698,815)	(735,794)	(772,774)	(809,753)	(846,732)	(883,711)
	10,000		(680,456)	(717,435)	(754,415)	(791,394)	(828,373)	(865,352)	(902,331)
	11,000		(699,076)	(736,055)	(773,035)	(810,014)	(846,993)	(883,972)	(920,951)
	12,000		(717,696)	(754,676)	(791,655)	(828,634)	(865,613)	(902,592)	(939,571)
	13,000		(736,317)	(773,296)	(810,276)	(847,255)	(884,234)	(921,213)	(958,192)
	14,000		(754,937)	(791,916)	(828,895)	(865,874)	(902,853)	(939,832)	(976,811)
	15,000		(773,557)	(810,537)	(847,516)	(884,495)	(921,474)	(958,453)	(995,432)
	16,000		(792,177)	(829,157)	(866,136)	(903,115)	(940,094)	(977,073)	(1,014,052)

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(577,266)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(3,502,223)	(3,721,639)	(3,941,055)	(4,160,471)	(4,379,887)	(4,599,303)	(4,818,719)
	82%		(3,015,524)	(3,259,275)	(3,503,026)	(3,746,777)	(3,990,528)	(4,234,279)	(4,478,030)
	84%		(2,528,825)	(2,796,911)	(3,064,997)	(3,333,083)	(3,601,168)	(3,869,254)	(4,137,340)
	86%		(2,042,126)	(2,334,547)	(2,626,968)	(2,919,388)	(3,211,809)	(3,504,230)	(3,796,651)
	88%		(1,555,427)	(1,872,183)	(2,188,938)	(2,505,694)	(2,822,450)	(3,139,206)	(3,455,962)
	90%		(1,068,728)	(1,409,819)	(1,750,909)	(2,092,000)	(2,433,091)	(2,774,182)	(3,115,272)
	92%		(787,580)	(947,455)	(1,312,880)	(1,678,306)	(2,043,732)	(2,409,157)	(2,774,583)
	94%		(734,959)	(764,045)	(874,851)	(1,264,612)	(1,654,372)	(2,044,133)	(2,433,894)
	96%		(682,337)	(714,055)	(745,772)	(850,918)	(1,265,013)	(1,679,109)	(2,093,204)
	98%		(629,716)	(664,064)	(698,413)	(732,761)	(875,654)	(1,314,085)	(1,752,515)
	100%		(577,266)	(614,074)	(651,053)	(688,033)	(725,012)	(762,000)	(799,000)
	102%		(525,617)	(564,204)	(603,694)	(643,305)	(682,915)	(722,526)	(762,137)
104%		(474,293)	(515,082)	(556,374)	(598,577)	(640,818)	(683,060)	(725,301)	
106%		(423,036)	(466,292)	(509,696)	(553,848)	(598,721)	(643,594)	(688,467)	
108%		(371,865)	(417,557)	(463,422)	(509,521)	(556,624)	(604,128)	(651,632)	
110%		(320,694)	(368,944)	(417,235)	(465,684)	(514,618)	(564,662)	(614,797)	
112%		(269,522)	(320,331)	(371,140)	(422,063)	(473,173)	(525,196)	(577,962)	
114%		(218,441)	(271,718)	(325,086)	(378,453)	(432,023)	(485,959)	(541,127)	
116%		(150,538)	(223,136)	(279,032)	(334,958)	(390,967)	(447,186)	(504,292)	
118%		(106,370)	(156,807)	(232,977)	(291,462)	(349,946)	(408,625)	(467,697)	
120%		(62,203)	(114,848)	(167,494)	(247,966)	(309,009)	(370,136)	(431,500)	

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(577,266)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(577,266)	(614,074)	(651,053)	(688,033)	(725,012)	(762,000)	(799,000)
	10,000		(577,266)	(605,771)	(634,447)	(663,124)	(691,801)	(720,477)	(749,154)
	20,000		(577,266)	(597,468)	(617,842)	(638,215)	(658,589)	(678,962)	(699,335)
	30,000		(577,266)	(589,165)	(601,236)	(613,306)	(625,377)	(637,448)	(649,518)
	40,000		(577,266)	(580,862)	(584,630)	(588,397)	(592,165)	(595,933)	(599,700)
	50,000		(577,266)	(572,559)	(568,024)	(563,489)	(558,953)	(554,418)	(549,883)
	60,000		(577,266)	(564,259)	(551,418)	(538,580)	(525,741)	(512,903)	(500,065)
	70,000		(577,266)	(556,028)	(534,836)	(513,671)	(492,530)	(471,388)	(450,247)
	80,000		(577,266)	(547,803)	(518,340)	(488,877)	(459,414)	(429,951)	(400,502)
	90,000		(577,266)	(539,580)	(501,903)	(464,238)	(426,573)	(388,908)	(351,243)
	100,000		(577,266)	(531,377)	(485,522)	(439,684)	(393,872)	(348,059)	(302,254)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Appraisal Ref: **San29** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **15**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	15 Units
AH Policy requirement (% Target)	10%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 90%
AH tenure split %	Affordable Rent: 75.0%
	Social Rent: 0.0% (75.0% % Rented)
	First Homes: 25.0%
	Other Intermediate (LCHO/Sub-Market etc.): 0.0% (2.5% % of total (>10% First Homes PPG 023))
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	4.7	12.4%	0.2	33%	4.9
3 bed House	40.0%	5.4	26.8%	0.4	39%	5.8
4 bed House	25.0%	3.4	20.0%	0.3	25%	3.7
5 bed House	0.0%	0.0	5.9%	0.1	1%	0.1
1 bed Flat	0.0%	0.0	22.5%	0.3	2%	0.3
2 bed Flat	0.0%	0.0	12.4%	0.2	1%	0.2
<b>Total number of units</b>	<b>100.0%</b>	<b>13.5</b>	<b>100.0%</b>	<b>1.5</b>	<b>100%</b>	<b>15.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	373	4,018	15	158	388	4,176
3 bed House	540	5,813	40	433	580	6,245
4 bed House	432	4,650	38	413	470	5,063
5 bed House	0	0	14	152	14	152
1 bed Flat	0	0	20	214	20	214
2 bed Flat	0	0	15	165	15	165
	<b>1,345</b>	<b>14,480</b>	<b>143</b>	<b>1,535</b>	<b>1,488</b>	<b>16,016</b>

AH % by floor area: 9.59% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	145,000	2,339	217	0
2 bed House	170,000	2,152	200	834,870
3 bed House	205,000	2,050	190	1,189,410
4 bed House	265,000	2,070	192	973,875
5 bed House	340,000	2,125	197	30,090
1 bed Flat	115,000	2,300	214	38,813
2 bed Flat	135,000	1,929	179	25,110
				<b>3,092,168</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	4.7	@	170,000	803,250
3 bed House	5.4	@	205,000	1,107,000
4 bed House	3.4	@	265,000	894,375
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	13.5			2,804,625
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.1	@	102,000	14,229
3 bed House	0.3	@	123,000	37,085
4 bed House	0.2	@	159,000	35,775
5 bed House	0.1	@	204,000	13,541
1 bed Flat	0.3	@	69,000	17,466
2 bed Flat	0.1	@	81,000	11,300
	1.1			129,394
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.0	@	119,000	5,534
3 bed House	0.1	@	143,500	14,422
4 bed House	0.1	@	185,500	13,913
5 bed House	0.0	@	238,000	5,266
1 bed Flat	0.1	@	80,500	6,792
2 bed Flat	0.0	@	94,500	4,394
	0.4			50,320
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	1.5		-
<b>Sub-total GDV Residential</b>	<b>15</b>			<b>2,984,339</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>107,828</b>
		<b>72 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	2	AH units @	0 per unit	-
<b>Total GDV</b>				<b>2,984,339</b>



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Scheme Typology: **Low Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(6,930)
Planning Application Professional Fees, Surveys and reports						(20,000)
CIL						(27,766)
		1,345 sqm (Market only)		20.64 £ psm		
		0.93% % of GDV		1,851 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	15 units @		2,055 per unit		(30,825)
	Sub-total					(30,825)
		82,200 £ per ha	1.03% % of GDV	2,055 £ per unit (total units)		
<b>S106 analysis:</b>						
AH Commuted Sum						-
		1,488 sqm (total)		0 £ psm		
<b>Comm. Sum analysis:</b>						
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		0.38 ha @		0 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	15 units @		0 per unit		-
	Sub-total					-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
1 bed House		- sqm @		1,374 psm		-
2 bed House		388 sqm @		1,374 psm		(533,069)
3 bed House		580 sqm @		1,374 psm		(797,195)
4 bed House		470 sqm @		1,374 psm		(646,330)
5 bed House		14 sqm @		1,374 psm		(19,456)
1 bed Flat		20 sqm @		1,576 psm		(31,288)
2 bed Flat		15 sqm @		1,576 psm		(24,141)
Garages for 3 bed House	(OMS only)	5 units @	50% @	11,754 £ per garage		(31,736)
Garages for 4 bed House	(OMS only)	3 units @	75% @	11,754 £ per garage		(29,752)
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage		-
External works						(316,945)
		2,112,967 @		15.0%		
				21,130 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(15,045)
		15 units @		1,003 £ per unit		
M4(2) Category 2 Housing	Aff units	2 units @	100% @	521 £ per unit		(782)
M4(2) Category 2 Housing	OMS units	14 units @	100% @	521 £ per unit		(7,034)
M4(3) Category 3 Housing	Aff units	2 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	14 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		15 units @		4,449 £ per unit		(66,735)
Renewable Energy		15 units @		0 £ per unit		-
EV Charging Points - Houses		14 units @		0 £ per unit		-
EV Charging Points - Flats		1 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		15 units @		0 £ per unit		-
	Sub-total					(89,595)
				5,973 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						(125,975)
		2,519,507 @		5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	2,519,507 @	6.5%		(163,768)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,804,625 OMS @	3.00%	5,609 £ per unit	(84,139)
Residential Sales Agent Costs	2,804,625 OMS @	1.00%	1,870 £ per unit	(28,046)
Residential Sales Legal Costs	2,804,625 OMS @	0.25%	467 £ per unit	(7,012)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>8,613 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(57,791)
<b>Developers Profit -</b>				
Profit on OMS	2,804,625	20.00%		(560,925)
Margin on AH	179,714	6.00% on AH values		(10,783)
<b>Profit analysis:</b>	<b>2,984,339</b>	<b>19.16% blended GDV</b>	<b>(571,708)</b>	
	<b>3,181,759</b>	<b>17.97% on costs</b>	<b>(571,708)</b>	
<b>TOTAL COSTS</b>				<b>(3,753,467)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(769,128)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(769,128)</b>
<b>RLV analysis:</b>	<b>(51,275) £ per plot</b>	<b>(2,051,007) £ per ha (net)</b>	<b>(830,031) £ per acre (net)</b>	
		<b>(1,640,805) £ per ha (gross)</b>	<b>(664,025) £ per acre (gross)</b>	
			<b>-25.77% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	0.47 ha (gross)		1.16 acres (gross)	
<b>Density analysis:</b>	<b>3,968 sqm/ha (net)</b>	<b>17,284 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	12,355 £ per plot	494,200 £ per ha (net)	200,000 £ per acre (net)	<b>185,325</b>
<b>BLV analysis:</b>	<b>395,360 £ per ha (gross)</b>	<b>160,000 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)	<b>(2,545,207) £ per ha (net)</b>	<b>(1,030,031) £ per acre (net)</b>		<b>(954,453)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,031)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(934,062)	(966,058)	(998,054)	(1,030,051)	(1,062,047)	(1,094,044)	(1,126,040)
	10.00		(951,275)	(982,411)	(1,013,547)	(1,044,683)	(1,075,818)	(1,106,954)	(1,138,090)
	20.00		(968,489)	(998,764)	(1,029,040)	(1,059,315)	(1,089,590)	(1,119,865)	(1,150,140)
	30.00		(985,703)	(1,015,118)	(1,044,532)	(1,073,946)	(1,103,361)	(1,132,775)	(1,162,190)
	40.00		(1,002,917)	(1,031,471)	(1,060,025)	(1,088,578)	(1,117,132)	(1,145,686)	(1,174,239)
	50.00		(1,020,131)	(1,047,824)	(1,075,517)	(1,103,210)	(1,130,903)	(1,158,596)	(1,186,289)
	60.00		(1,037,345)	(1,064,178)	(1,091,010)	(1,117,842)	(1,144,674)	(1,171,507)	(1,198,339)
	70.00		(1,054,559)	(1,080,531)	(1,106,502)	(1,132,474)	(1,158,446)	(1,184,417)	(1,210,389)
	80.00		(1,071,773)	(1,096,884)	(1,121,995)	(1,147,106)	(1,172,217)	(1,197,328)	(1,222,438)
	90.00		(1,088,987)	(1,113,237)	(1,137,488)	(1,161,738)	(1,185,988)	(1,210,238)	(1,234,488)
	100.00		(1,106,201)	(1,129,591)	(1,152,980)	(1,176,370)	(1,199,759)	(1,223,148)	(1,246,538)
	110.00		(1,123,415)	(1,145,944)	(1,168,473)	(1,191,001)	(1,213,530)	(1,236,059)	(1,258,588)
	120.00		(1,140,629)	(1,162,297)	(1,183,965)	(1,205,633)	(1,227,301)	(1,248,969)	(1,270,638)
	130.00		(1,157,843)	(1,178,650)	(1,199,458)	(1,220,265)	(1,241,073)	(1,261,880)	(1,282,687)
	140.00		(1,175,057)	(1,195,004)	(1,214,950)	(1,234,897)	(1,254,844)	(1,274,790)	(1,294,737)
	150.00		(1,192,271)	(1,211,357)	(1,230,443)	(1,249,529)	(1,268,615)	(1,287,701)	(1,306,787)
	160.00		(1,209,485)	(1,227,710)	(1,245,936)	(1,264,161)	(1,282,386)	(1,300,611)	(1,318,837)
	170.00		(1,226,699)	(1,244,064)	(1,261,428)	(1,278,793)	(1,296,157)	(1,313,522)	(1,330,886)
	180.00		(1,243,913)	(1,260,417)	(1,276,921)	(1,293,425)	(1,309,928)	(1,326,432)	(1,342,936)
	190.00		(1,261,127)	(1,276,770)	(1,292,413)	(1,308,056)	(1,323,700)	(1,339,343)	(1,354,986)
200.00		(1,278,341)	(1,293,123)	(1,307,906)	(1,322,688)	(1,337,471)	(1,352,253)	(1,367,036)	
210.00		(1,295,555)	(1,309,477)	(1,323,398)	(1,337,320)	(1,351,242)	(1,365,164)	(1,379,086)	
220.00		(1,312,769)	(1,325,830)	(1,338,891)	(1,351,952)	(1,365,013)	(1,378,074)	(1,391,135)	
230.00		(1,329,983)	(1,342,183)	(1,354,384)	(1,366,584)	(1,378,784)	(1,390,985)	(1,403,185)	
240.00		(1,347,197)	(1,358,536)	(1,369,876)	(1,381,216)	(1,392,555)	(1,403,895)	(1,415,235)	
250.00		(1,364,411)	(1,374,890)	(1,385,369)	(1,395,848)	(1,406,327)	(1,416,806)	(1,427,285)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,031)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2,055	-		(934,092)	(964,312)	(994,532)	(1,024,752)	(1,054,972)	(1,085,192)	(1,115,412)
	1,000		(951,367)	(981,587)	(1,011,807)	(1,042,027)	(1,072,246)	(1,102,466)	(1,132,686)
	2,000		(968,641)	(998,861)	(1,029,081)	(1,059,301)	(1,089,521)	(1,119,741)	(1,149,961)
	3,000		(985,915)	(1,016,135)	(1,046,355)	(1,076,575)	(1,106,795)	(1,137,015)	(1,167,235)
	4,000		(1,003,190)	(1,033,410)	(1,063,630)	(1,093,850)	(1,124,070)	(1,154,290)	(1,184,510)
	5,000		(1,020,464)	(1,050,684)	(1,080,904)	(1,111,124)	(1,141,344)	(1,171,564)	(1,201,784)
	6,000		(1,037,739)	(1,067,959)	(1,098,179)	(1,128,399)	(1,158,619)	(1,188,839)	(1,219,059)
	7,000		(1,055,013)	(1,085,233)	(1,115,453)	(1,145,673)	(1,175,893)	(1,206,113)	(1,236,333)
	8,000		(1,072,288)	(1,102,508)	(1,132,728)	(1,162,948)	(1,193,167)	(1,223,387)	(1,253,607)
	9,000		(1,089,562)	(1,119,782)	(1,150,002)	(1,180,222)	(1,210,442)	(1,240,662)	(1,270,882)
	10,000		(1,106,836)	(1,137,056)	(1,167,276)	(1,197,496)	(1,227,716)	(1,257,936)	(1,288,156)
	11,000		(1,124,111)	(1,154,331)	(1,184,551)	(1,214,771)	(1,244,991)	(1,275,211)	(1,305,431)
	12,000		(1,141,385)	(1,171,605)	(1,201,825)	(1,232,045)	(1,262,265)	(1,292,485)	(1,322,705)
	13,000		(1,158,660)	(1,188,880)	(1,219,100)	(1,249,320)	(1,279,540)	(1,309,760)	(1,339,980)
	14,000		(1,175,934)	(1,206,154)	(1,236,374)	(1,266,594)	(1,296,814)	(1,327,034)	(1,357,254)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,031)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(801,441)	(840,068)	(878,696)	(917,323)	(955,951)	(994,578)	(1,033,206)
	17.5%		(885,516)	(919,940)	(954,363)	(988,787)	(1,023,211)	(1,057,635)	(1,092,059)
	20.0%		(969,591)	(999,811)	(1,030,031)	(1,060,251)	(1,090,471)	(1,120,691)	(1,150,911)
	22.5%		(1,053,666)	(1,079,683)	(1,105,699)	(1,131,715)	(1,157,731)	(1,183,747)	(1,209,764)
	25.0%		(1,137,742)	(1,159,554)	(1,181,367)	(1,203,179)	(1,224,991)	(1,246,804)	(1,268,616)
	27.5%		(1,221,817)	(1,239,426)	(1,257,034)	(1,274,643)	(1,292,252)	(1,309,860)	(1,327,469)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,031)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 200,000	100,000		(869,591)	(899,811)	(930,031)	(960,251)	(990,471)	(1,020,691)	(1,050,911)
	150,000		(919,591)	(949,811)	(980,031)	(1,010,251)	(1,040,471)	(1,070,691)	(1,100,911)
	200,000		(969,591)	(999,811)	(1,030,031)	(1,060,251)	(1,090,471)	(1,120,691)	(1,150,911)
	250,000		(1,019,591)	(1,049,811)	(1,080,031)	(1,110,251)	(1,140,471)	(1,170,691)	(1,200,911)
	300,000		(1,069,591)	(1,099,811)	(1,130,031)	(1,160,251)	(1,190,471)	(1,220,691)	(1,250,911)
	350,000		(1,119,591)	(1,149,811)	(1,180,031)	(1,210,251)	(1,240,471)	(1,270,691)	(1,300,911)
	400,000		(1,169,591)	(1,199,811)	(1,230,031)	(1,260,251)	(1,290,471)	(1,320,691)	(1,350,911)
	450,000		(1,219,591)	(1,249,811)	(1,280,031)	(1,310,251)	(1,340,471)	(1,370,691)	(1,400,911)
	500,000		(1,269,591)	(1,299,811)	(1,330,031)	(1,360,251)	(1,390,471)	(1,420,691)	(1,450,911)
	550,000		(1,319,591)	(1,349,811)	(1,380,031)	(1,410,251)	(1,440,471)	(1,470,691)	(1,500,911)
	600,000		(1,369,591)	(1,399,811)	(1,430,031)	(1,460,251)	(1,490,471)	(1,520,691)	(1,550,911)
	650,000		(1,419,591)	(1,449,811)	(1,480,031)	(1,510,251)	(1,540,471)	(1,570,691)	(1,600,911)
	700,000		(1,469,591)	(1,499,811)	(1,530,031)	(1,560,251)	(1,590,471)	(1,620,691)	(1,650,911)
	750,000		(1,519,591)	(1,549,811)	(1,580,031)	(1,610,251)	(1,640,471)	(1,670,691)	(1,700,911)
	800,000		(1,569,591)	(1,599,811)	(1,630,031)	(1,660,251)	(1,690,471)	(1,720,691)	(1,750,911)
	850,000		(1,619,591)	(1,649,811)	(1,680,031)	(1,710,251)	(1,740,471)	(1,770,691)	(1,800,911)

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,031)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		(83,121)	(108,067)	(133,031)	(158,110)	(183,189)	(222,659)	(251,651)
	75%		(225,126)	(254,036)	(282,946)	(311,856)	(340,766)	(369,676)	(398,586)
	80%		(372,558)	(401,533)	(430,543)	(459,554)	(488,565)	(517,575)	(546,619)
	85%		(520,788)	(549,715)	(578,643)	(607,697)	(636,872)	(666,046)	(695,220)
	90%		(669,279)	(698,369)	(727,460)	(756,550)	(786,146)	(816,538)	(846,929)
	95%		(818,383)	(847,419)	(877,697)	(908,003)	(938,309)	(968,614)	(998,920)
	100%		(969,591)	(999,811)	(1,030,031)	(1,060,251)	(1,090,471)	(1,120,691)	(1,150,911)
	105%		(1,122,096)	(1,152,231)	(1,182,365)	(1,212,499)	(1,242,633)	(1,272,768)	(1,302,902)
	110%		(1,274,601)	(1,304,650)	(1,334,698)	(1,364,747)	(1,394,796)	(1,424,844)	(1,454,893)
	115%		(1,427,106)	(1,457,069)	(1,487,032)	(1,516,995)	(1,546,958)	(1,576,921)	(1,606,884)
	120%		(1,579,612)	(1,609,489)	(1,639,366)	(1,669,243)	(1,699,120)	(1,728,998)	(1,758,875)
	125%		(1,732,117)	(1,761,908)	(1,791,700)	(1,821,491)	(1,851,283)	(1,881,074)	(1,910,866)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,031)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(883,409)	(913,629)	(943,849)	(974,069)	(1,004,289)	(1,034,509)	(1,064,729)
	1,000		(902,780)	(933,000)	(963,220)	(993,440)	(1,023,660)	(1,053,880)	(1,084,100)
	2,000		(922,152)	(952,371)	(982,591)	(1,012,811)	(1,043,031)	(1,073,251)	(1,103,471)
	3,000		(941,523)	(971,743)	(1,001,962)	(1,032,182)	(1,062,402)	(1,092,622)	(1,122,842)
	4,000		(960,894)	(991,114)	(1,021,333)	(1,051,553)	(1,081,773)	(1,111,993)	(1,142,213)
	5,000		(980,265)	(1,010,485)	(1,040,705)	(1,070,924)	(1,101,144)	(1,131,364)	(1,161,584)
	6,000		(999,636)	(1,029,856)	(1,060,076)	(1,090,295)	(1,120,515)	(1,150,735)	(1,180,955)
	7,000		(1,019,007)	(1,049,227)	(1,079,447)	(1,109,667)	(1,139,886)	(1,170,106)	(1,200,326)
	8,000		(1,038,378)	(1,068,598)	(1,098,818)	(1,129,038)	(1,159,257)	(1,189,477)	(1,219,697)
	9,000		(1,057,749)	(1,087,969)	(1,118,189)	(1,148,409)	(1,178,629)	(1,208,848)	(1,239,068)
	10,000		(1,077,120)	(1,107,340)	(1,137,560)	(1,167,780)	(1,198,000)	(1,228,219)	(1,258,439)
	11,000		(1,096,491)	(1,126,711)	(1,156,931)	(1,187,151)	(1,217,371)	(1,247,591)	(1,277,810)
	12,000		(1,115,862)	(1,146,082)	(1,176,302)	(1,206,522)	(1,236,742)	(1,266,962)	(1,297,182)
	13,000		(1,135,233)	(1,165,453)	(1,195,673)	(1,225,893)	(1,256,113)	(1,286,333)	(1,316,553)
	14,000		(1,154,604)	(1,184,824)	(1,215,044)	(1,245,264)	(1,275,484)	(1,305,704)	(1,335,924)
	15,000		(1,173,975)	(1,204,195)	(1,234,415)	(1,264,635)	(1,294,855)	(1,325,075)	(1,355,295)
	16,000		(1,193,346)	(1,223,566)	(1,253,786)	(1,284,006)	(1,314,226)	(1,344,446)	(1,374,666)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,031)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(1,514,752)	(1,517,714)	(1,520,675)	(1,523,637)	(1,526,599)	(1,529,561)	(1,532,523)
	82%		(1,460,236)	(1,465,923)	(1,471,611)	(1,477,299)	(1,482,987)	(1,488,674)	(1,494,362)
	84%		(1,405,719)	(1,414,133)	(1,422,547)	(1,430,960)	(1,439,374)	(1,447,787)	(1,456,201)
	86%		(1,351,203)	(1,362,343)	(1,373,482)	(1,384,621)	(1,395,761)	(1,406,900)	(1,418,040)
	88%		(1,296,687)	(1,310,553)	(1,324,418)	(1,338,283)	(1,352,148)	(1,366,013)	(1,379,878)
	90%		(1,242,171)	(1,258,762)	(1,275,353)	(1,291,944)	(1,308,535)	(1,325,126)	(1,341,717)
	92%		(1,187,655)	(1,206,972)	(1,226,289)	(1,245,606)	(1,264,922)	(1,284,239)	(1,303,556)
	94%		(1,133,139)	(1,155,182)	(1,177,224)	(1,199,267)	(1,221,310)	(1,243,352)	(1,265,395)
	96%		(1,078,623)	(1,103,392)	(1,128,160)	(1,152,928)	(1,177,697)	(1,202,465)	(1,227,233)
	98%		(1,024,107)	(1,051,601)	(1,079,096)	(1,106,590)	(1,134,084)	(1,161,578)	(1,189,072)
	100%		(969,591)	(999,811)	(1,030,031)	(1,060,251)	(1,090,471)	(1,120,691)	(1,150,911)
	102%		(915,075)	(948,021)	(980,967)	(1,013,912)	(1,046,858)	(1,079,804)	(1,112,750)
	104%		(861,489)	(896,231)	(931,002)	(967,574)	(1,003,245)	(1,038,917)	(1,074,588)
	106%		(808,490)	(845,363)	(882,838)	(921,235)	(959,633)	(998,030)	(1,036,427)
108%		(755,491)	(795,013)	(834,536)	(874,896)	(916,020)	(957,143)	(998,266)	
110%		(702,492)	(744,664)	(786,837)	(829,010)	(872,407)	(916,256)	(960,105)	
112%		(649,656)	(694,315)	(739,138)	(783,960)	(828,815)	(875,369)	(921,944)	
114%		(597,001)	(644,108)	(691,438)	(738,911)	(786,384)	(834,482)	(883,782)	
116%		(544,346)	(594,086)	(643,825)	(693,862)	(743,984)	(794,107)	(845,621)	
118%		(491,691)	(544,063)	(596,435)	(648,812)	(701,585)	(754,357)	(807,460)	
120%		(439,036)	(494,041)	(549,046)	(604,051)	(659,186)	(714,608)	(770,031)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,030,031)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(969,591)	(999,811)	(1,030,031)	(1,060,251)	(1,090,471)	(1,120,691)	(1,150,911)
	10,000		(969,591)	(991,173)	(1,012,756)	(1,034,338)	(1,055,920)	(1,077,502)	(1,099,085)
	20,000		(969,591)	(982,536)	(995,480)	(1,008,425)	(1,021,369)	(1,034,314)	(1,047,258)
	30,000		(969,591)	(973,898)	(978,205)	(982,512)	(986,818)	(991,125)	(995,432)
	40,000		(969,591)	(965,260)	(960,929)	(956,598)	(952,268)	(947,937)	(943,606)
	50,000		(969,591)	(956,623)	(943,654)	(930,685)	(917,717)	(904,748)	(891,779)
	60,000		(969,591)	(947,985)	(926,378)	(904,772)	(883,166)	(861,559)	(839,953)
	70,000		(969,591)	(939,347)	(909,103)	(878,859)	(848,615)	(818,371)	(788,127)
	80,000		(969,591)	(930,709)	(891,828)	(852,946)	(814,064)	(775,182)	(736,301)
	90,000		(969,591)	(922,072)	(874,552)	(827,033)	(779,513)	(732,073)	(684,990)
	100,000		(969,591)	(913,434)	(857,277)	(801,120)	(745,375)	(689,847)	(634,319)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Appraisal Ref: **San30** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **30**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				30 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		OMS Unit mix%		MV # units		AH mix%		
						AH # units		
						Overall mix%		
						Total # units		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	9.5	12.4%	0.4	33%	9.8		
3 bed House	40.0%	10.8	26.8%	0.8	39%	11.6		
4 bed House	25.0%	6.8	20.0%	0.6	25%	7.4		
5 bed House	0.0%	0.0	5.9%	0.2	1%	0.2		
1 bed Flat	0.0%	0.0	22.5%	0.7	2%	0.7		
2 bed Flat	0.0%	0.0	12.4%	0.4	1%	0.4		
Total number of units	100.0%	27.0	100.0%	3.0	100%	30.0		
<b>OMS Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit		
		(sqm)		(sqft)		%		
						(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit		
		(sqm)		(sqft)		%		
						(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		OMS Units GIA		AH units GIA		Total GIA (all units)		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	747	8,036	29	316	776	8,352		
3 bed House	1,080	11,625	80	865	1,160	12,490		
4 bed House	864	9,300	77	827	941	10,127		
5 bed House	0	0	28	305	28	305		
1 bed Flat	0	0	40	427	40	427		
2 bed Flat	0	0	31	330	31	330		
	2,691	28,961	285	3,070	2,976	32,031		
AH % by floor area:		9.59% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		£ psm		£ psf		
						total MV £ (no AH)		
1 bed House	145,000	2,339	217			0		
2 bed House	170,000	2,152	200			1,669,740		
3 bed House	205,000	2,050	190			2,378,820		
4 bed House	265,000	2,070	192			1,947,750		
5 bed House	340,000	2,125	197			60,180		
1 bed Flat	115,000	2,300	214			77,625		
2 bed Flat	135,000	1,929	179			50,220		
						6,184,335		
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		
						% of MV		
						First Homes £*		
						% of MV		
						Other Int. £		
						% of MV		
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
		* capped @£250K						

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	9.5	@	170,000	1,606,500
3 bed House	10.8	@	205,000	2,214,000
4 bed House	6.8	@	265,000	1,788,750
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	27.0			5,609,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.3	@	102,000	28,458
3 bed House	0.6	@	123,000	74,169
4 bed House	0.5	@	159,000	71,550
5 bed House	0.1	@	204,000	27,081
1 bed Flat	0.5	@	69,000	34,931
2 bed Flat	0.3	@	81,000	22,599
	2.3			258,788
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	119,000	11,067
3 bed House	0.2	@	143,500	28,844
4 bed House	0.2	@	185,500	27,825
5 bed House	0.0	@	238,000	10,532
1 bed Flat	0.2	@	80,500	13,584
2 bed Flat	0.1	@	94,500	8,789
	0.8			100,640
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	3.0		-
<b>Sub-total GDV Residential</b>	<b>30</b>			<b>5,968,678</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>215,657</b>
			<b>72 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>
<b>Grant</b>	3	AH units @	0	per unit
<b>Total GDV</b>				<b>5,968,678</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(13,860)
Planning Application Professional Fees, Surveys and reports						(40,000)
CIL		2,691 sqm (Market only)		20.64 £ psm		(55,533)
	<b>CIL analysis:</b>	0.93% % of GDV		1,851 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	30 units @		2,055 per unit		(61,650)
	Sub-total					(61,650)
	<b>S106 analysis:</b>	82,200 £ per ha	1.03% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum		2,976 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		0.75 ha @		0 £ per ha (if brownfield)		-
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	30 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		- sqm @		1,374 psm		-
2 bed House		776 sqm @		1,374 psm		(1,066,139)
3 bed House		1,160 sqm @		1,374 psm		(1,594,390)
4 bed House		941 sqm @		1,374 psm		(1,292,659)
5 bed House		28 sqm @		1,374 psm		(38,912)
1 bed Flat		40 sqm @		1,576 psm		(62,576)
2 bed Flat		31 sqm @		1,576 psm		(48,281)
Garages for 3 bed House (OMS only)	11 units @		50% @	11,754 £ per garage		(63,472)
Garages for 4 bed House (OMS only)	7 units @		75% @	11,754 £ per garage		(59,505)
Garages for 5 bed House (OMS only)	- units @		120% @	11,754 £ per garage		-
External works		4,225,933 @		15.0%		(633,890)
	<b>Ext. Works analysis:</b>			21,130 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs		30 units @		1,003 £ per unit		(30,090)
M4(2) Category 2 Housing Aff units	3 units @		100% @	521 £ per unit		(1,563)
M4(2) Category 2 Housing OMS units	27 units @		100% @	521 £ per unit		(14,067)
M4(3) Category 3 Housing Aff units	3 units @		0% @	10,111 £ per unit		-
M4(3) Category 3 Housing OMS units	27 units @		0% @	10,111 £ per unit		-
Part L 2025/FHS	30 units @			4,449 £ per unit		(133,470)
Renewable Energy	30 units @			0 £ per unit		-
EV Charging Points - Houses	29 units @			0 £ per unit		-
EV Charging Points - Flats	1 units @		4 flats per charger	0 £ per 4 units		-
Water Efficiency	30 units @			0 £ per unit		-
	Sub-total					(179,190)
	<b>Policy Costs analysis: (design costs only)</b>			5,973 £ per unit (total units)		
Contingency (on construction)		5,039,013 @		5.0%		(251,951)

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Scheme Typology: **Low Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	5,039,013	@	6.5%		(327,536)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	5,609,250	OMS @	3.00%	5,609 £ per unit	(168,278)
Residential Sales Agent Costs	5,609,250	OMS @	1.00%	1,870 £ per unit	(56,093)
Residential Sales Legal Costs	5,609,250	OMS @	0.25%	467 £ per unit	(14,023)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,280 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		7.00% APR		0.565% pcm	(53,394)
<b>Developers Profit -</b>					
Profit on OMS	5,609,250		20.00%		(1,121,850)
Margin on AH	359,428		6.00% on AH values		(21,566)
<b>Profit analysis:</b>	<b>5,968,678</b>		<b>19.16% blended GDV</b>	<b>(1,143,416)</b>	
	<b>6,191,330</b>		<b>18.47% on costs</b>	<b>(1,143,416)</b>	
<b>TOTAL COSTS</b>					<b>(7,334,746)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,366,068)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(1,366,068)</b>
<b>RLV analysis:</b>	<b>(45,536) £ per plot</b>	<b>(1,821,424) £ per ha (net)</b>	<b>(737,120) £ per acre (net)</b>		
		<b>(1,457,139) £ per ha (gross)</b>	<b>(589,696) £ per acre (gross)</b>		
			<b>-22.89% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		40.0	dph (net)		
Site Area (net)		0.75	ha (net)	1.85	acres (net)
Net to Gross ratio		80%			
Site Area (gross)		0.94	ha (gross)	2.32	acres (gross)
<b>Density analysis:</b>		<b>3,968</b>	<b>sqm/ha (net)</b>	<b>17,284</b>	<b>sqft/ac (net)</b>
		<b>32</b>	<b>dph (gross)</b>		
Benchmark Land Value (net)	12,355 £ per plot	494,200	£ per ha (net)	200,000	£ per acre (net)
<b>BLV analysis:</b>		<b>395,360</b>	<b>£ per ha (gross)</b>	<b>160,000</b>	<b>£ per acre (gross)</b>

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(2,315,624)</b>	<b>£ per ha (net)</b>	<b>(937,120)</b>	<b>£ per acre (net)</b>
				<b>(1,736,718)</b>	



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Scheme Typology: **Low Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(937,120)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(839,606)	(871,588)	(905,012)	(939,339)	(973,954)	(1,008,569)	(1,043,184)	(1,077,799)
	10.00	(856,161)	(887,816)	(920,530)	(954,143)	(987,887)	(1,021,631)	(1,055,375)	(1,089,119)
	20.00	(872,773)	(904,063)	(936,122)	(968,947)	(1,001,820)	(1,034,693)	(1,067,566)	(1,100,439)
	30.00	(889,720)	(920,363)	(951,748)	(983,750)	(1,015,753)	(1,047,755)	(1,079,757)	(1,111,759)
	40.00	(906,753)	(936,683)	(967,423)	(998,554)	(1,029,686)	(1,060,817)	(1,091,949)	(1,123,081)
	50.00	(923,834)	(953,060)	(983,097)	(1,013,358)	(1,043,618)	(1,073,879)	(1,104,140)	(1,134,401)
	60.00	(940,923)	(969,477)	(998,771)	(1,028,161)	(1,057,551)	(1,086,941)	(1,116,331)	(1,145,721)
	70.00	(958,081)	(985,936)	(1,014,446)	(1,042,965)	(1,071,484)	(1,100,003)	(1,128,522)	(1,157,041)
	80.00	(975,250)	(1,002,472)	(1,030,120)	(1,057,769)	(1,085,417)	(1,113,065)	(1,140,714)	(1,168,362)
	90.00	(992,488)	(1,019,017)	(1,045,795)	(1,072,572)	(1,099,350)	(1,126,127)	(1,152,905)	(1,179,683)
	100.00	(1,009,762)	(1,035,563)	(1,061,469)	(1,087,376)	(1,113,283)	(1,139,190)	(1,165,096)	(1,191,003)
	110.00	(1,027,086)	(1,052,108)	(1,077,144)	(1,102,180)	(1,127,216)	(1,152,252)	(1,177,288)	(1,202,324)
	120.00	(1,044,488)	(1,068,653)	(1,092,818)	(1,116,983)	(1,141,149)	(1,165,314)	(1,189,479)	(1,213,644)
	130.00	(1,061,904)	(1,085,199)	(1,108,493)	(1,131,787)	(1,155,081)	(1,178,376)	(1,201,670)	(1,224,964)
	140.00	(1,079,320)	(1,101,744)	(1,124,167)	(1,146,591)	(1,169,014)	(1,191,438)	(1,213,861)	(1,236,285)
	150.00	(1,096,736)	(1,118,289)	(1,139,842)	(1,161,395)	(1,182,947)	(1,204,500)	(1,226,053)	(1,247,606)
	160.00	(1,114,153)	(1,134,834)	(1,155,516)	(1,176,198)	(1,196,880)	(1,217,562)	(1,238,244)	(1,258,926)
	170.00	(1,131,569)	(1,151,380)	(1,171,191)	(1,191,002)	(1,210,813)	(1,230,624)	(1,250,435)	(1,270,246)
180.00	(1,148,985)	(1,167,925)	(1,186,865)	(1,205,806)	(1,224,746)	(1,243,686)	(1,262,626)	(1,281,566)	
190.00	(1,166,401)	(1,184,470)	(1,202,540)	(1,220,609)	(1,238,679)	(1,256,748)	(1,274,818)	(1,292,887)	
200.00	(1,183,817)	(1,201,016)	(1,218,214)	(1,235,413)	(1,252,612)	(1,269,810)	(1,287,009)	(1,304,208)	
210.00	(1,201,233)	(1,217,561)	(1,233,889)	(1,250,217)	(1,266,544)	(1,282,872)	(1,299,200)	(1,315,528)	
220.00	(1,218,649)	(1,234,106)	(1,249,563)	(1,265,020)	(1,280,477)	(1,295,934)	(1,311,391)	(1,326,848)	
230.00	(1,236,065)	(1,250,651)	(1,265,238)	(1,279,824)	(1,294,410)	(1,308,996)	(1,323,583)	(1,338,169)	
240.00	(1,253,481)	(1,267,197)	(1,280,912)	(1,294,628)	(1,308,343)	(1,322,059)	(1,335,774)	(1,349,490)	
250.00	(1,270,897)	(1,283,742)	(1,296,587)	(1,309,431)	(1,322,276)	(1,335,121)	(1,347,965)	(1,360,810)	

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(937,120)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(839,635)	(869,856)	(901,485)	(933,978)	(966,796)	(999,613)	(1,032,431)	(1,065,249)
	1,000	(856,249)	(886,998)	(918,784)	(951,456)	(984,273)	(1,017,090)	(1,049,908)	(1,082,726)
	2,000	(872,920)	(904,159)	(936,164)	(968,933)	(1,001,750)	(1,034,568)	(1,067,385)	(1,100,203)
	3,000	(889,929)	(921,377)	(953,593)	(986,410)	(1,019,228)	(1,052,045)	(1,084,862)	(1,117,680)
	4,000	(907,023)	(938,625)	(971,070)	(1,003,887)	(1,036,705)	(1,069,522)	(1,102,340)	(1,135,157)
	5,000	(924,165)	(955,924)	(988,547)	(1,021,365)	(1,054,182)	(1,087,000)	(1,119,817)	(1,152,635)
	6,000	(941,315)	(973,282)	(1,006,025)	(1,038,842)	(1,071,659)	(1,104,477)	(1,137,294)	(1,170,112)
	7,000	(958,533)	(990,684)	(1,023,502)	(1,056,319)	(1,089,137)	(1,121,954)	(1,154,771)	(1,187,589)
	8,000	(975,765)	(1,008,162)	(1,040,979)	(1,073,796)	(1,106,614)	(1,139,431)	(1,172,249)	(1,205,066)
	9,000	(993,064)	(1,025,639)	(1,058,456)	(1,091,274)	(1,124,091)	(1,156,909)	(1,189,726)	(1,222,544)
	10,000	(1,010,401)	(1,043,116)	(1,075,934)	(1,108,751)	(1,141,568)	(1,174,386)	(1,207,203)	(1,240,021)
	11,000	(1,027,787)	(1,060,593)	(1,093,411)	(1,126,228)	(1,159,046)	(1,191,863)	(1,224,681)	(1,257,499)
	12,000	(1,045,253)	(1,078,071)	(1,110,888)	(1,143,706)	(1,176,523)	(1,209,340)	(1,242,158)	(1,274,976)
	13,000	(1,062,731)	(1,095,548)	(1,128,365)	(1,161,183)	(1,194,000)	(1,226,818)	(1,259,635)	(1,292,453)
14,000	(1,080,208)	(1,113,025)	(1,145,843)	(1,178,660)	(1,211,477)	(1,244,295)	(1,277,112)	(1,309,930)	

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(937,120)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(705,687)	(745,363)	(785,785)	(826,966)	(868,191)	(909,416)	(950,641)	(991,866)
	17.5%	(789,762)	(825,234)	(861,452)	(898,430)	(935,451)	(972,473)	(1,009,494)	(1,046,515)
	20.0%	(873,837)	(905,106)	(937,120)	(969,894)	(1,002,712)	(1,035,529)	(1,068,346)	(1,101,164)
	22.5%	(957,912)	(984,977)	(1,012,788)	(1,041,358)	(1,069,972)	(1,098,585)	(1,127,199)	(1,155,813)
	25.0%	(1,041,988)	(1,064,849)	(1,088,456)	(1,112,822)	(1,137,232)	(1,161,642)	(1,186,052)	(1,210,462)
	27.5%	(1,126,063)	(1,144,721)	(1,164,123)	(1,184,286)	(1,204,492)	(1,224,698)	(1,244,904)	(1,265,110)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(937,120)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 200,000	100,000	(773,837)	(805,106)	(837,120)	(869,894)	(902,712)	(935,529)	(968,346)	(1,001,164)
	150,000	(823,837)	(855,106)	(887,120)	(919,894)	(952,712)	(985,529)	(1,018,346)	(1,051,164)
	200,000	(873,837)	(905,106)	(937,120)	(969,894)	(1,002,712)	(1,035,529)	(1,068,346)	(1,101,164)
	250,000	(923,837)	(955,106)	(987,120)	(1,019,894)	(1,052,712)	(1,085,529)	(1,118,346)	(1,151,164)
	300,000	(973,837)	(1,005,106)	(1,037,120)	(1,069,894)	(1,102,712)	(1,135,529)	(1,168,346)	(1,201,164)
	350,000	(1,023,837)	(1,055,106)	(1,087,120)	(1,119,894)	(1,152,712)	(1,185,529)	(1,218,346)	(1,251,164)
	400,000	(1,073,837)	(1,105,106)	(1,137,120)	(1,169,894)	(1,202,712)	(1,235,529)	(1,268,346)	(1,301,164)
	450,000	(1,123,837)	(1,155,106)	(1,187,120)	(1,219,894)	(1,252,712)	(1,285,529)	(1,318,346)	(1,351,164)
	500,000	(1,173,837)	(1,205,106)	(1,237,120)	(1,269,894)	(1,302,712)	(1,335,529)	(1,368,346)	(1,401,164)
	550,000	(1,223,837)	(1,255,106)	(1,287,120)	(1,319,894)	(1,352,712)	(1,385,529)	(1,418,346)	(1,451,164)
	600,000	(1,273,837)	(1,305,106)	(1,337,120)	(1,369,894)	(1,402,712)	(1,435,529)	(1,468,346)	(1,501,164)
	650,000	(1,323,837)	(1,355,106)	(1,387,120)	(1,419,894)	(1,452,712)	(1,485,529)	(1,518,346)	(1,551,164)
	700,000	(1,373,837)	(1,405,106)	(1,437,120)	(1,469,894)	(1,502,712)	(1,535,529)	(1,568,346)	(1,601,164)
	750,000	(1,423,837)	(1,455,106)	(1,487,120)	(1,519,894)	(1,552,712)	(1,585,529)	(1,618,346)	(1,651,164)
	800,000	(1,473,837)	(1,505,106)	(1,537,120)	(1,569,894)	(1,602,712)	(1,635,529)	(1,668,346)	(1,701,164)
	850,000	(1,523,837)	(1,555,106)	(1,587,120)	(1,619,894)	(1,652,712)	(1,685,529)	(1,718,346)	(1,751,164)

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Scheme Typology: **Low Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(937,120)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%	(28,195)	(53,010)	(77,825)	(102,640)	(127,513)	(152,390)	(177,268)	
	75%	(152,073)	(176,880)	(208,501)	(237,181)	(265,927)	(294,702)	(323,487)	
	80%	(294,596)	(323,290)	(351,984)	(380,702)	(409,516)	(438,356)	(467,314)	
	85%	(438,404)	(467,137)	(495,877)	(524,753)	(553,701)	(582,819)	(612,179)	
	90%	(582,680)	(611,494)	(640,457)	(669,598)	(699,035)	(728,990)	(760,869)	
	95%	(727,631)	(756,801)	(786,241)	(816,834)	(848,822)	(881,658)	(914,563)	
	100%	(873,837)	(905,106)	(937,120)	(969,894)	(1,002,712)	(1,035,529)	(1,068,346)	
	105%	(1,025,763)	(1,058,477)	(1,091,207)	(1,123,938)	(1,156,669)	(1,189,399)	(1,222,130)	
	110%	(1,180,050)	(1,212,694)	(1,245,338)	(1,277,982)	(1,310,626)	(1,343,270)	(1,375,914)	
	115%	(1,334,354)	(1,366,911)	(1,399,469)	(1,432,026)	(1,464,583)	(1,497,140)	(1,529,698)	
	120%	(1,488,658)	(1,521,129)	(1,553,599)	(1,586,070)	(1,618,540)	(1,651,011)	(1,683,482)	
	125%	(1,642,962)	(1,675,346)	(1,707,730)	(1,740,114)	(1,772,498)	(1,804,881)	(1,837,265)	

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(937,120)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0	(791,018)	(820,382)	(850,979)	(882,805)	(915,513)	(948,331)	(981,148)	
	1,000	(809,567)	(839,062)	(870,236)	(902,301)	(935,113)	(967,930)	(1,000,748)	
	2,000	(828,174)	(858,043)	(889,542)	(921,895)	(954,712)	(987,530)	(1,020,347)	
	3,000	(846,795)	(877,235)	(908,926)	(941,494)	(974,312)	(1,007,129)	(1,039,947)	
	4,000	(865,442)	(896,453)	(928,366)	(961,094)	(993,911)	(1,026,729)	(1,059,546)	
	5,000	(884,342)	(915,743)	(947,876)	(980,693)	(1,013,511)	(1,046,328)	(1,079,146)	
	6,000	(903,490)	(935,065)	(967,476)	(1,000,293)	(1,033,110)	(1,065,928)	(1,098,745)	
	7,000	(922,708)	(954,463)	(987,075)	(1,019,892)	(1,052,710)	(1,085,527)	(1,118,345)	
	8,000	(941,945)	(973,927)	(1,006,675)	(1,039,492)	(1,072,309)	(1,105,127)	(1,137,944)	
	9,000	(961,251)	(993,457)	(1,026,274)	(1,059,092)	(1,091,909)	(1,124,726)	(1,157,543)	
	10,000	(980,601)	(1,013,056)	(1,045,874)	(1,078,691)	(1,111,508)	(1,144,326)	(1,177,143)	
	11,000	(1,000,000)	(1,032,656)	(1,065,473)	(1,098,291)	(1,131,108)	(1,163,925)	(1,196,743)	
	12,000	(1,019,488)	(1,052,255)	(1,085,073)	(1,117,890)	(1,150,707)	(1,183,525)	(1,216,342)	
	13,000	(1,039,037)	(1,071,855)	(1,104,672)	(1,137,490)	(1,170,307)	(1,203,124)	(1,235,942)	
	14,000	(1,058,637)	(1,091,454)	(1,124,272)	(1,157,089)	(1,189,907)	(1,222,724)	(1,255,541)	
	15,000	(1,078,236)	(1,111,054)	(1,143,871)	(1,176,689)	(1,209,506)	(1,242,323)	(1,275,141)	
	16,000	(1,097,836)	(1,130,653)	(1,163,471)	(1,196,288)	(1,229,106)	(1,261,923)	(1,294,740)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(937,120)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%	(1,432,271)	(1,437,047)	(1,441,823)	(1,446,599)	(1,451,375)	(1,456,151)	(1,460,927)	
	82%	(1,376,188)	(1,383,768)	(1,391,348)	(1,398,928)	(1,406,508)	(1,414,089)	(1,421,669)	
	84%	(1,320,105)	(1,330,489)	(1,340,874)	(1,351,258)	(1,361,642)	(1,372,026)	(1,382,411)	
	86%	(1,264,022)	(1,277,211)	(1,290,399)	(1,303,587)	(1,316,776)	(1,329,964)	(1,343,153)	
	88%	(1,207,939)	(1,223,932)	(1,239,924)	(1,255,917)	(1,271,910)	(1,287,902)	(1,303,895)	
	90%	(1,151,856)	(1,170,653)	(1,189,450)	(1,208,246)	(1,227,043)	(1,245,840)	(1,264,637)	
	92%	(1,095,774)	(1,117,374)	(1,138,975)	(1,160,576)	(1,182,177)	(1,203,778)	(1,225,379)	
	94%	(1,039,691)	(1,064,096)	(1,088,501)	(1,112,906)	(1,137,311)	(1,161,716)	(1,186,120)	
	96%	(983,671)	(1,010,817)	(1,038,026)	(1,065,235)	(1,092,444)	(1,119,653)	(1,146,862)	
	98%	(928,392)	(957,611)	(987,551)	(1,017,565)	(1,047,578)	(1,077,591)	(1,107,604)	
	100%	(873,837)	(905,106)	(937,120)	(969,894)	(1,002,712)	(1,035,529)	(1,068,346)	
	102%	(821,225)	(853,356)	(887,320)	(922,224)	(957,845)	(993,467)	(1,029,088)	
	104%	(768,958)	(803,349)	(838,181)	(875,034)	(912,979)	(951,405)	(989,830)	
	106%	(716,913)	(753,676)	(790,745)	(828,433)	(868,334)	(909,342)	(950,572)	
	108%	(665,034)	(704,210)	(743,620)	(783,399)	(824,286)	(867,293)	(911,314)	
110%	(613,335)	(654,926)	(696,726)	(738,824)	(781,343)	(825,712)	(872,056)		
112%	(561,677)	(605,784)	(650,005)	(694,466)	(739,259)	(784,743)	(832,877)		
114%	(510,151)	(556,677)	(603,401)	(650,272)	(697,415)	(745,050)	(794,176)		
116%	(458,625)	(507,725)	(556,879)	(606,189)	(655,746)	(705,688)	(756,264)		
118%	(407,237)	(458,776)	(510,452)	(562,251)	(614,224)	(666,508)	(719,304)		
120%	(355,856)	(409,917)	(464,079)	(518,332)	(572,791)	(627,461)	(682,581)		

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(937,120)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-	(873,837)	(905,106)	(937,120)	(969,894)	(1,002,712)	(1,035,529)	(1,068,346)	
	10,000	(873,837)	(896,504)	(919,729)	(943,675)	(967,753)	(991,831)	(1,015,909)	
	20,000	(873,837)	(887,926)	(902,418)	(917,456)	(932,795)	(948,133)	(963,471)	
	30,000	(873,837)	(879,348)	(885,133)	(891,283)	(897,836)	(904,435)	(911,033)	
	40,000	(873,837)	(870,771)	(867,903)	(865,243)	(862,878)	(860,737)	(858,596)	
	50,000	(873,837)	(862,193)	(850,703)	(839,315)	(828,067)	(817,039)	(806,158)	
	60,000	(873,837)	(853,647)	(833,547)	(813,479)	(793,497)	(773,583)	(753,773)	
	70,000	(873,837)	(845,126)	(816,436)	(787,777)	(759,138)	(730,498)	(701,911)	
	80,000	(873,837)	(836,752)	(799,666)	(762,580)	(725,495)	(688,409)	(651,324)	
	90,000	(873,837)	(828,401)	(782,966)	(737,547)	(692,137)	(646,727)	(601,318)	
	100,000	(873,837)	(820,051)	(766,321)	(712,594)	(658,874)	(605,207)	(551,540)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

**Appraisal Ref:** San31 (see Typologies Matrix)  
**Scheme Typology:** Low Value Greenfield  
**Site Typology:** Location / Value Zone: Low Greenfield/Brownfield: Greenfield  
**Notes:** No Units: 45

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				45 Units													
AH Policy requirement (% Target)				10%													
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%													
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented											
		Social Rent:		0.0%													
		First Homes:		25.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)				20.64		£ psm											
<b>Unit mix -</b>		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units					
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
2 bed House		35.0%		14.2		12.4%		0.6		33%		14.7					
3 bed House		40.0%		16.2		26.8%		1.2		39%		17.4					
4 bed House		20.0%		8.1		20.0%		0.9		20%		9.0					
5 bed House		5.0%		2.0		5.9%		0.3		5%		2.3					
1 bed Flat		0.0%		0.0		22.5%		1.0		2%		1.0					
2 bed Flat		0.0%		0.0		12.4%		0.6		1%		0.6					
Total number of units		100.0%		40.5		100.0%		4.5		100%		45.0					
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross % (sqft)		Gross (GIA) per unit (sqm)		Gross (GIA) per unit (sqft)									
1 bed House		62.0		667		62.0		667									
2 bed House		79.0		850		79.0		850									
3 bed House		100.0		1,076		100.0		1,076									
4 bed House		128.0		1,378		128.0		1,378									
5 bed House		160.0		1,722		160.0		1,722									
1 bed Flat		50.0		538		58.8		633									
2 bed Flat		70.0		753		82.4		886									
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross % (sqft)		Gross (GIA) per unit (sqm)		Gross (GIA) per unit (sqft)									
1 bed House		62.0		667		62.0		667									
2 bed House		79.0		850		79.0		850									
3 bed House		100.0		1,076		100.0		1,076									
4 bed House		128.0		1,378		128.0		1,378									
5 bed House		160.0		1,722		160.0		1,722									
1 bed Flat		50.0		538		58.8		633									
2 bed Flat		70.0		753		82.4		886									
<b>Total Gross Floor areas -</b>		OMS Units GIA (sqm)		AH units GIA (sqft)		Total GIA (all units) (sqm)		Total GIA (all units) (sqft)									
1 bed House		0		0		0		0									
2 bed House		1,120		12,054		1,164		12,528									
3 bed House		1,620		17,438		1,741		18,736									
4 bed House		1,037		11,160		1,152		12,400									
5 bed House		324		3,488		366		3,945									
1 bed Flat		0		0		60		641									
2 bed Flat		0		0		46		495									
		4,101		44,139		4,528		48,744									
AH % by floor area:						9.45% AH % by floor area (difference due to mix)											
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		£ psm		£ psf		total MV (£ (no AH))									
1 bed House		145,000		2,339		217		0									
2 bed House		170,000		2,152		200		2,504,610									
3 bed House		205,000		2,050		190		3,568,230									
4 bed House		265,000		2,070		192		2,385,000									
5 bed House		340,000		2,125		197		778,770									
1 bed Flat		115,000		2,300		214		116,438									
2 bed Flat		135,000		1,929		179		75,330									
								9,428,378									
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		87,000		60%		72,500		50%		101,500		70%		108,750		75%	
2 bed House		102,000		60%		85,000		50%		119,000		70%		127,500		75%	
3 bed House		123,000		60%		102,500		50%		143,500		70%		153,750		75%	
4 bed House		159,000		60%		132,500		50%		185,500		70%		198,750		75%	
5 bed House		204,000		60%		170,000		50%		238,000		70%		255,000		75%	
1 bed Flat		69,000		60%		57,500		50%		80,500		70%		86,250		75%	
2 bed Flat		81,000		60%		67,500		50%		94,500		70%		101,250		75%	
										* capped @£250K							

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.2	@	170,000	2,409,750
3 bed House	16.2	@	205,000	3,321,000
4 bed House	8.1	@	265,000	2,146,500
5 bed House	2.0	@	340,000	688,500
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	40.5			8,565,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.4	@	102,000	42,687
3 bed House	0.9	@	123,000	111,254
4 bed House	0.7	@	159,000	107,325
5 bed House	0.2	@	204,000	40,622
1 bed Flat	0.8	@	69,000	52,397
2 bed Flat	0.4	@	81,000	33,899
	3.4			388,182
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	119,000	16,601
3 bed House	0.3	@	143,500	43,265
4 bed House	0.2	@	185,500	41,738
5 bed House	0.1	@	238,000	15,797
1 bed Flat	0.3	@	80,500	20,377
2 bed Flat	0.1	@	94,500	13,183
	1.1			150,960
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>	<b>45</b>			<b>9,104,892</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>323,485</b>
			<b>71 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>
<b>Grant</b>	5	AH units @	0 per unit	-
<b>Total GDV</b>				<b>9,104,892</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL		4,101 sqm (Market only)		20.64 £ psm		(84,637)
	<b>CIL analysis:</b>	0.93% % of GDV		1,881 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		2,055 per unit		(92,475)
	Sub-total					(92,475)
	<b>S106 analysis:</b>	82,200 £ per ha	1.02% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum		4,528 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		1.13 ha @		0 £ per ha (if brownfield)		-
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		- sqm @		1,374 psm		-
2 bed House		1,164 sqm @		1,374 psm		(1,599,208)
3 bed House		1,741 sqm @		1,374 psm		(2,391,584)
4 bed House		1,152 sqm @		1,374 psm		(1,582,848)
5 bed House		366 sqm @		1,374 psm		(503,544)
1 bed Flat		60 sqm @		1,576 psm		(93,865)
2 bed Flat		46 sqm @		1,576 psm		(72,422)
Garages for 3 bed House	(OMS only)	16 units @	50% @	11,754 £ per garage		(95,207)
Garages for 4 bed House	(OMS only)	8 units @	75% @	11,754 £ per garage		(71,406)
Garages for 5 bed House	(OMS only)	2 units @	120% @	11,754 £ per garage		(28,562)
External works		6,438,646 @		15.0%		(965,797)
	<b>Ext. Works analysis:</b>			21,462 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		45 units @		1,003 £ per unit		(45,135)
M4(2) Category 2 Housing	Aff units	5 units @	100% @	521 £ per unit		(2,345)
M4(2) Category 2 Housing	OMS units	41 units @	100% @	521 £ per unit		(21,101)
M4(3) Category 3 Housing	Aff units	5 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	41 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		45 units @		4,449 £ per unit		(200,205)
Renewable Energy		45 units @		0 £ per unit		-
EV Charging Points - Houses		43 units @		0 £ per unit		-
EV Charging Points - Flats		2 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		45 units @		0 £ per unit		-
	Sub-total					(268,785)
	<b>Policy Costs analysis: (design costs only)</b>			5,973 £ per unit (total units)		
Contingency (on construction)		7,673,228 @		5.0%		(383,661)

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	7,673,228 @		<b>6.5%</b>		(498,760)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	8,565,750 OMS @		<b>3.00%</b>	5,711 £ per unit	(256,973)
Residential Sales Agent Costs	8,565,750 OMS @		<b>1.00%</b>	1,904 £ per unit	(85,658)
Residential Sales Legal Costs	8,565,750 OMS @		<b>0.25%</b>	476 £ per unit	(21,414)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,312 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(166,063)
<b>Developers Profit -</b>					
Profit on OMS	8,565,750		<b>20.00%</b>		(1,713,150)
Margin on AH	539,142		<b>6.00%</b> on AH values		(32,349)
<b>Profit analysis:</b>		<b>9,104,892</b>		<b>19.17% blended GDV</b>	<b>(1,745,499)</b>
		<b>9,453,658</b>		<b>18.46% on costs</b>	<b>(1,745,499)</b>
<b>TOTAL COSTS</b>					<b>(11,199,156)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(2,094,264)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(2,094,264)</b>
<b>RLV analysis:</b>	<b>(46,539) £ per plot</b>	<b>(1,861,568) £ per ha (net)</b>	<b>(753,366) £ per acre (net)</b>		
		<b>(1,489,255) £ per ha (gross)</b>	<b>(602,693) £ per acre (gross)</b>		
			<b>-23.00% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		1.13 ha (net)		2.78 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		1.41 ha (gross)		3.47 acres (gross)	
<b>Density analysis:</b>		<b>4,025 sqm/ha (net)</b>		<b>17,535 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	12,355 £ per plot	494,200 £ per ha (net)	<b>200,000</b> £ per acre (net)		<b>555,975</b>
<b>BLV analysis:</b>		<b>395,360 £ per ha (gross)</b>	<b>160,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(2,355,768) £ per ha (net)</b>	<b>(953,366) £ per acre (net)</b>		<b>(2,650,239)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(953,366)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(857,304)	(889,084)	(920,863)	(952,643)	(984,422)	(1,016,202)	(1,047,982)	
	10.00	(874,801)	(905,706)	(936,611)	(967,516)	(998,420)	(1,029,325)	(1,060,230)	
	20.00	(892,299)	(922,329)	(952,358)	(982,388)	(1,012,418)	(1,042,448)	(1,072,478)	
	30.00	(909,796)	(938,951)	(968,106)	(997,261)	(1,026,416)	(1,055,571)	(1,084,726)	
	40.00	(927,293)	(955,573)	(983,854)	(1,012,134)	(1,040,414)	(1,068,694)	(1,096,974)	
	50.00	(944,791)	(972,196)	(999,601)	(1,027,006)	(1,054,412)	(1,081,817)	(1,109,222)	
	60.00	(962,288)	(988,818)	(1,015,349)	(1,041,879)	(1,068,410)	(1,094,940)	(1,121,470)	
	70.00	(979,785)	(1,005,441)	(1,031,096)	(1,056,752)	(1,082,407)	(1,108,063)	(1,133,718)	
	80.00	(997,283)	(1,022,063)	(1,046,844)	(1,071,625)	(1,096,405)	(1,121,186)	(1,145,967)	
	90.00	(1,014,780)	(1,038,686)	(1,062,592)	(1,086,497)	(1,110,403)	(1,134,309)	(1,158,215)	
	100.00	(1,032,277)	(1,055,308)	(1,078,339)	(1,101,370)	(1,124,401)	(1,147,432)	(1,170,463)	
	110.00	(1,049,775)	(1,071,931)	(1,094,087)	(1,116,243)	(1,138,399)	(1,160,555)	(1,182,711)	
	120.00	(1,067,272)	(1,088,553)	(1,109,834)	(1,131,115)	(1,152,397)	(1,173,678)	(1,194,959)	
	130.00	(1,084,769)	(1,105,175)	(1,125,582)	(1,145,988)	(1,166,394)	(1,186,801)	(1,207,207)	
	140.00	(1,102,266)	(1,121,798)	(1,141,329)	(1,160,861)	(1,180,392)	(1,199,924)	(1,219,455)	
	150.00	(1,119,764)	(1,138,420)	(1,157,077)	(1,175,734)	(1,194,390)	(1,213,047)	(1,231,703)	
	160.00	(1,137,261)	(1,155,043)	(1,172,825)	(1,190,606)	(1,208,388)	(1,226,170)	(1,243,951)	
	170.00	(1,154,758)	(1,171,665)	(1,188,572)	(1,205,479)	(1,222,386)	(1,239,293)	(1,256,200)	
	180.00	(1,172,256)	(1,188,288)	(1,204,320)	(1,220,352)	(1,236,384)	(1,252,416)	(1,268,448)	
	190.00	(1,189,753)	(1,204,910)	(1,220,067)	(1,235,224)	(1,250,382)	(1,265,539)	(1,280,696)	
200.00	(1,207,250)	(1,221,533)	(1,235,815)	(1,250,097)	(1,264,379)	(1,278,662)	(1,292,944)		
210.00	(1,224,748)	(1,238,155)	(1,251,562)	(1,264,970)	(1,278,377)	(1,291,785)	(1,305,192)		
220.00	(1,242,245)	(1,254,777)	(1,267,310)	(1,279,843)	(1,292,375)	(1,304,908)	(1,317,440)		
230.00	(1,259,742)	(1,271,400)	(1,283,058)	(1,294,715)	(1,306,373)	(1,318,031)	(1,329,688)		
240.00	(1,277,240)	(1,288,022)	(1,298,805)	(1,309,588)	(1,320,371)	(1,331,154)	(1,341,936)		
250.00	(1,294,737)	(1,304,645)	(1,314,553)	(1,324,461)	(1,334,369)	(1,344,277)	(1,354,185)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(953,366)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(857,906)	(887,879)	(917,853)	(947,827)	(977,801)	(1,007,775)	(1,037,749)	
	1,000	(875,187)	(905,161)	(935,135)	(965,108)	(995,082)	(1,025,056)	(1,055,030)	
	2,000	(892,468)	(922,442)	(952,416)	(982,390)	(1,012,364)	(1,042,337)	(1,072,311)	
	3,000	(909,749)	(939,723)	(969,697)	(999,671)	(1,029,645)	(1,059,619)	(1,089,593)	
	4,000	(927,031)	(957,005)	(986,978)	(1,016,952)	(1,046,926)	(1,076,900)	(1,106,874)	
	5,000	(944,312)	(974,286)	(1,004,260)	(1,034,234)	(1,064,207)	(1,094,181)	(1,124,155)	
	6,000	(961,593)	(991,567)	(1,021,541)	(1,051,515)	(1,081,489)	(1,111,463)	(1,141,436)	
	7,000	(978,875)	(1,008,848)	(1,038,822)	(1,068,796)	(1,098,770)	(1,128,744)	(1,158,718)	
	8,000	(996,156)	(1,026,130)	(1,056,104)	(1,086,077)	(1,116,051)	(1,146,025)	(1,175,999)	
	9,000	(1,013,437)	(1,043,411)	(1,073,385)	(1,103,359)	(1,133,333)	(1,163,306)	(1,193,280)	
	10,000	(1,030,718)	(1,060,692)	(1,090,666)	(1,120,640)	(1,150,614)	(1,180,588)	(1,210,562)	
	11,000	(1,048,000)	(1,077,974)	(1,107,947)	(1,137,921)	(1,167,895)	(1,197,869)	(1,227,843)	
	12,000	(1,065,281)	(1,095,255)	(1,125,229)	(1,155,203)	(1,185,176)	(1,215,150)	(1,245,124)	
	13,000	(1,082,562)	(1,112,536)	(1,142,510)	(1,172,484)	(1,202,458)	(1,232,432)	(1,262,405)	
	14,000	(1,099,844)	(1,129,817)	(1,159,791)	(1,189,765)	(1,219,739)	(1,249,713)	(1,279,687)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(953,366)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(722,233)	(760,766)	(799,299)	(837,832)	(876,365)	(914,899)	(953,432)	
	17.5%	(807,826)	(842,079)	(876,333)	(910,586)	(944,840)	(979,093)	(1,013,347)	
	20.0%	(893,419)	(923,392)	(953,366)	(983,340)	(1,013,314)	(1,043,288)	(1,073,262)	
	22.5%	(979,011)	(1,004,706)	(1,030,400)	(1,056,094)	(1,081,788)	(1,107,483)	(1,133,177)	
	25.0%	(1,064,604)	(1,086,019)	(1,107,433)	(1,128,848)	(1,150,263)	(1,171,677)	(1,193,092)	
	27.5%	(1,150,197)	(1,167,332)	(1,184,467)	(1,201,602)	(1,218,737)	(1,235,872)	(1,253,007)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(953,366)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 200,000	100,000	(793,419)	(823,392)	(853,366)	(883,340)	(913,314)	(943,288)	(973,262)	
	150,000	(843,419)	(873,392)	(903,366)	(933,340)	(963,314)	(993,288)	(1,023,262)	
	200,000	(893,419)	(923,392)	(953,366)	(983,340)	(1,013,314)	(1,043,288)	(1,073,262)	
	250,000	(943,419)	(973,392)	(1,003,366)	(1,033,340)	(1,063,314)	(1,093,288)	(1,123,262)	
	300,000	(993,419)	(1,023,392)	(1,053,366)	(1,083,340)	(1,113,314)	(1,143,288)	(1,173,262)	
	350,000	(1,043,419)	(1,073,392)	(1,103,366)	(1,133,340)	(1,163,314)	(1,193,288)	(1,223,262)	
	400,000	(1,093,419)	(1,123,392)	(1,153,366)	(1,183,340)	(1,213,314)	(1,243,288)	(1,273,262)	
	450,000	(1,143,419)	(1,173,392)	(1,203,366)	(1,233,340)	(1,263,314)	(1,293,288)	(1,323,262)	
	500,000	(1,193,419)	(1,223,392)	(1,253,366)	(1,283,340)	(1,313,314)	(1,343,288)	(1,373,262)	
	550,000	(1,243,419)	(1,273,392)	(1,303,366)	(1,333,340)	(1,363,314)	(1,393,288)	(1,423,262)	
	600,000	(1,293,419)	(1,323,392)	(1,353,366)	(1,383,340)	(1,413,314)	(1,443,288)	(1,473,262)	
	650,000	(1,343,419)	(1,373,392)	(1,403,366)	(1,433,340)	(1,463,314)	(1,493,288)	(1,523,262)	
	700,000	(1,393,419)	(1,423,392)	(1,453,366)	(1,483,340)	(1,513,314)	(1,543,288)	(1,573,262)	
	750,000	(1,443,419)	(1,473,392)	(1,503,366)	(1,533,340)	(1,563,314)	(1,593,288)	(1,623,262)	
	800,000	(1,493,419)	(1,523,392)	(1,553,366)	(1,583,340)	(1,613,314)	(1,643,288)	(1,673,262)	
	850,000	(1,543,419)	(1,573,392)	(1,603,366)	(1,633,340)	(1,663,314)	(1,693,288)	(1,723,262)	



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Scheme Typology: **Low Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(953,366)						
		(8,932)	(34,140)	(59,379)	(84,619)	(109,903)	(135,216)	(160,581)
		(136,098)	(161,290)	(186,518)	(218,035)	(247,384)	(276,872)	(306,558)
		(278,699)	(308,025)	(337,517)	(367,275)	(397,379)	(427,893)	(458,442)
		(429,425)	(459,640)	(489,982)	(520,324)	(550,742)	(581,341)	(611,939)
		(583,449)	(613,762)	(644,152)	(674,542)	(704,933)	(735,323)	(765,713)
		(738,395)	(768,577)	(798,759)	(828,941)	(859,123)	(889,305)	(919,488)
		(893,419)	(923,392)	(953,366)	(983,340)	(1,013,314)	(1,043,288)	(1,073,262)
		(1,048,442)	(1,078,208)	(1,107,973)	(1,137,739)	(1,167,505)	(1,197,270)	(1,227,036)
		(1,203,466)	(1,233,023)	(1,262,581)	(1,292,138)	(1,321,695)	(1,351,253)	(1,380,810)
		(1,358,489)	(1,387,838)	(1,417,188)	(1,446,537)	(1,475,886)	(1,505,235)	(1,534,584)
		(1,513,513)	(1,542,654)	(1,571,795)	(1,600,936)	(1,630,077)	(1,659,218)	(1,688,359)
		(1,668,536)	(1,697,469)	(1,726,402)	(1,755,335)	(1,784,267)	(1,813,200)	(1,842,133)

**TABLE 7**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(953,366)						
		(807,198)	(837,172)	(867,146)	(897,120)	(927,094)	(957,067)	(987,041)
		(826,578)	(856,552)	(886,526)	(916,499)	(946,473)	(976,447)	(1,006,421)
		(845,958)	(875,931)	(905,905)	(935,879)	(965,853)	(995,827)	(1,025,801)
		(865,337)	(895,311)	(925,285)	(955,259)	(985,233)	(1,015,207)	(1,045,181)
		(884,717)	(914,691)	(944,665)	(974,639)	(1,004,613)	(1,034,586)	(1,064,560)
		(904,097)	(934,071)	(964,045)	(994,018)	(1,023,992)	(1,053,966)	(1,083,940)
		(923,477)	(953,450)	(983,424)	(1,013,398)	(1,043,372)	(1,073,346)	(1,103,320)
		(942,856)	(972,830)	(1,002,804)	(1,032,778)	(1,062,752)	(1,092,726)	(1,122,699)
		(962,236)	(992,210)	(1,022,184)	(1,052,158)	(1,082,132)	(1,112,105)	(1,142,079)
		(981,616)	(1,011,590)	(1,041,564)	(1,071,537)	(1,101,511)	(1,131,485)	(1,161,459)
		(1,000,996)	(1,030,969)	(1,060,943)	(1,090,917)	(1,120,891)	(1,150,865)	(1,180,839)
		(1,020,375)	(1,050,349)	(1,080,323)	(1,110,297)	(1,140,271)	(1,170,245)	(1,200,218)
		(1,039,755)	(1,069,729)	(1,099,703)	(1,129,677)	(1,159,650)	(1,189,624)	(1,219,598)
		(1,059,135)	(1,089,109)	(1,119,082)	(1,149,056)	(1,179,030)	(1,209,004)	(1,238,978)
		(1,078,515)	(1,108,488)	(1,138,462)	(1,168,436)	(1,198,410)	(1,228,384)	(1,258,358)
		(1,097,894)	(1,127,868)	(1,157,842)	(1,187,816)	(1,217,790)	(1,247,764)	(1,277,737)
	(1,117,274)	(1,147,248)	(1,177,222)	(1,207,196)	(1,237,169)	(1,267,143)	(1,297,117)	

**TABLE 8**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(953,366)						
		(1,448,888)	(1,451,088)	(1,453,289)	(1,455,489)	(1,457,689)	(1,459,890)	(1,462,090)
		(1,393,341)	(1,398,319)	(1,403,296)	(1,408,274)	(1,413,252)	(1,418,230)	(1,423,207)
		(1,337,794)	(1,345,549)	(1,353,304)	(1,361,059)	(1,368,814)	(1,376,569)	(1,384,324)
		(1,282,247)	(1,292,779)	(1,303,312)	(1,313,844)	(1,324,377)	(1,334,909)	(1,345,442)
		(1,226,700)	(1,240,010)	(1,253,320)	(1,266,629)	(1,279,939)	(1,293,249)	(1,306,559)
		(1,171,153)	(1,187,240)	(1,203,327)	(1,219,415)	(1,235,502)	(1,251,589)	(1,267,676)
		(1,115,606)	(1,134,471)	(1,153,335)	(1,172,200)	(1,191,064)	(1,209,929)	(1,228,793)
		(1,060,059)	(1,081,701)	(1,103,343)	(1,124,985)	(1,146,627)	(1,168,268)	(1,189,910)
		(1,004,512)	(1,028,932)	(1,053,351)	(1,077,770)	(1,102,189)	(1,126,608)	(1,151,027)
		(948,966)	(976,162)	(1,003,359)	(1,030,555)	(1,057,752)	(1,084,948)	(1,112,145)
		(893,419)	(923,392)	(953,366)	(983,340)	(1,013,314)	(1,043,288)	(1,073,262)
		(837,872)	(870,623)	(903,374)	(936,125)	(968,877)	(1,001,628)	(1,034,379)
		(782,325)	(817,853)	(853,382)	(888,910)	(924,439)	(959,968)	(995,496)
	(726,778)	(765,084)	(803,390)	(841,696)	(880,001)	(918,307)	(956,613)	
	(671,231)	(712,314)	(753,397)	(794,481)	(835,564)	(876,647)	(917,730)	
	(615,799)	(659,545)	(703,291)	(747,036)	(791,781)	(835,526)	(879,271)	
	(560,352)	(606,887)	(653,422)	(700,957)	(746,689)	(793,327)	(839,965)	
	(504,905)	(554,456)	(604,007)	(652,558)	(702,109)	(751,660)	(801,211)	
	(449,458)	(502,025)	(553,592)	(605,159)	(657,726)	(710,293)	(762,860)	
	(394,011)	(449,806)	(504,601)	(558,396)	(613,191)	(667,986)	(722,781)	
	(338,564)	(398,209)	(454,854)	(511,500)	(569,145)	(626,790)	(684,435)	

**TABLE 8**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(953,366)						
		(893,419)	(923,392)	(953,366)	(983,340)	(1,013,314)	(1,043,288)	(1,073,262)
		(893,419)	(914,751)	(936,083)	(957,415)	(978,748)	(1,000,080)	(1,021,412)
		(893,419)	(906,109)	(918,800)	(931,491)	(944,181)	(956,872)	(969,562)
		(893,419)	(897,468)	(901,517)	(905,566)	(909,615)	(913,664)	(917,713)
		(893,419)	(888,826)	(884,233)	(879,641)	(875,048)	(870,456)	(865,863)
		(893,419)	(880,184)	(866,950)	(853,716)	(840,482)	(827,248)	(814,014)
		(893,419)	(871,543)	(849,667)	(827,791)	(805,915)	(784,040)	(762,164)
		(893,419)	(862,901)	(832,384)	(801,866)	(771,349)	(740,832)	(710,314)
		(893,419)	(854,260)	(815,101)	(775,942)	(736,783)	(697,624)	(658,465)
		(893,419)	(845,618)	(797,817)	(750,017)	(702,216)	(654,416)	(606,615)
	(893,419)	(836,976)	(780,534)	(724,092)	(667,650)	(611,208)	(554,765)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Appraisal Ref: **San32** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **80**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				80 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		OMS Unit mix%		MV # units		AH mix%	
						AH # units	
						Overall mix%	
						Total # units	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	14.4	12.4%	1.0	19%	15.4
3 bed House		40.0%	28.8	26.8%	2.1	39%	30.9
4 bed House		20.0%	14.4	20.0%	1.6	20%	16.0
5 bed House		5.0%	3.6	5.9%	0.5	5%	4.1
1 bed Flat		10.0%	7.2	22.5%	1.8	11%	9.0
2 bed Flat		5.0%	3.6	12.4%	1.0	6%	4.6
Total number of units		100.0%	72.0	100.0%	8.0	100%	80.0
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqft)	
		(sqft)		%		(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqft)	
		(sqft)		%		(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		OMS Units GIA (sqm)		AH units GIA (sqft)		Total GIA (all units) (sqft)	
		(sqft)		(sqft)		(sqft)	
1 bed House		0	0	0	0	0	0
2 bed House		1,138	12,245	78	844	1,216	13,089
3 bed House		2,880	31,000	214	2,308	3,094	33,308
4 bed House		1,843	19,840	205	2,204	2,048	22,044
5 bed House		576	6,200	76	813	652	7,013
1 bed Flat		424	4,559	106	1,140	529	5,699
2 bed Flat		296	3,191	82	879	378	4,071
		7,157	77,035	761	8,188	7,917	85,223
AH % by floor area:				9.61% AH % by floor area (difference due to mix)			
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		£ psm		£ psf	
						total MV £ (no AH)	
1 bed House		145,000	2,339	217		0	
2 bed House		170,000	2,152	200		2,616,640	
3 bed House		205,000	2,050	190		6,343,520	
4 bed House		265,000	2,070	192		4,240,000	
5 bed House		340,000	2,125	197		1,384,480	
1 bed Flat		115,000	2,300	214		1,035,000	
2 bed Flat		135,000	1,929	179		619,920	
						16,239,560	
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £	
						% of MV	
						First Homes £*	
						% of MV	
						Other Int. £	
						% of MV	
1 bed House		87,000	60%	72,500	50%	101,500	70%
2 bed House		102,000	60%	85,000	50%	119,000	70%
3 bed House		123,000	60%	102,500	50%	143,500	70%
4 bed House		159,000	60%	132,500	50%	185,500	70%
5 bed House		204,000	60%	170,000	50%	238,000	70%
1 bed Flat		69,000	60%	57,500	50%	80,500	70%
2 bed Flat		81,000	60%	67,500	50%	94,500	70%
						* capped @£250K	

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.4	@	170,000	2,448,000
3 bed House	28.8	@	205,000	5,904,000
4 bed House	14.4	@	265,000	3,816,000
5 bed House	3.6	@	340,000	1,224,000
1 bed Flat	7.2	@	115,000	828,000
2 bed Flat	3.6	@	135,000	486,000
	72.0			14,706,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.7	@	102,000	75,888
3 bed House	1.6	@	123,000	197,784
4 bed House	1.2	@	159,000	190,800
5 bed House	0.4	@	204,000	72,216
1 bed Flat	1.4	@	69,000	93,150
2 bed Flat	0.7	@	81,000	60,264
	6.0			690,102
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.2	@	119,000	29,512
3 bed House	0.5	@	143,500	76,916
4 bed House	0.4	@	185,500	74,200
5 bed House	0.1	@	238,000	28,084
1 bed Flat	0.5	@	80,500	36,225
2 bed Flat	0.2	@	94,500	23,436
	2.0			268,373
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	8.0		-
<b>Sub-total GDV Residential</b>	<b>80</b>			<b>15,664,475</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>575,085</b>
			<b>73 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>
<b>Grant</b>	<b>8</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				<b>15,664,475</b>

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Scheme Typology: **Low Value Greenfield** No Units: **80**  
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 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(26,999)
Planning Application Professional Fees, Surveys and reports						(80,000)
CIL						(147,716)
		7,157 sqm (Market only)		20.64 £ psm		
		0.94% % of GDV		1,846 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	80 units @		9,633 per unit		(770,640)
	Sub-total					(770,640)
		385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)		
<b>S106 analysis:</b>						
AH Commuted Sum						-
		7,917 sqm (total)		0 £ psm		
<b>Comm. Sum analysis:</b>						
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		2.00 ha @		0 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	80 units @		0 per unit		-
	Sub-total					-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
1 bed House		- sqm @		1,211 psm		-
2 bed House		1,216 sqm @		1,211 psm		(1,472,537)
3 bed House		3,094 sqm @		1,211 psm		(3,747,318)
4 bed House		2,048 sqm @		1,211 psm		(2,480,128)
5 bed House		652 sqm @		1,211 psm		(788,991)
1 bed Flat		529 sqm @		1,410 psm		(746,471)
2 bed Flat		378 sqm @		1,410 psm		(533,212)
Garages for 3 bed House	(OMS only)	29 units @	50% @	11,754 £ per garage		(169,258)
Garages for 4 bed House	(OMS only)	14 units @	75% @	11,754 £ per garage		(126,943)
Garages for 5 bed House	(OMS only)	4 units @	120% @	11,754 £ per garage		(50,777)
		7,917				
External works						(1,517,345)
		10,115,635 @		15.0%		
				18,967 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(80,240)
		80 units @		1,003 £ per unit		
M4(2) Category 2 Housing	Aff units	8 units @	100% @	521 £ per unit		(4,168)
M4(2) Category 2 Housing	OMS units	72 units @	100% @	521 £ per unit		(37,512)
M4(3) Category 3 Housing	Aff units	8 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	72 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		80 units @		4,449 £ per unit		(355,920)
Renewable Energy		80 units @		0 £ per unit		-
EV Charging Points - Houses		66 units @		0 £ per unit		-
EV Charging Points - Flats		14 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		80 units @		0 £ per unit		-
	Sub-total					(477,840)
				5,973 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						(605,541)
		12,110,821 @		5.0%		

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Scheme Typology: **Low Value Greenfield** No Units: **80**  
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 Notes:

<b>Professional Fees</b>	12,110,821	@	6.5%		(787,203)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	14,706,000	OMS @	3.00%	5,515 £ per unit	(441,180)
Residential Sales Agent Costs	14,706,000	OMS @	1.00%	1,838 £ per unit	(147,060)
Residential Sales Legal Costs	14,706,000	OMS @	0.25%	460 £ per unit	(36,765)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>7,938 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		7.00% APR		0.565% pcm	(228,479)
<b>Developers Profit -</b>					
Profit on OMS	14,706,000		20.00%		(2,941,200)
Margin on AH	958,475		6.00%	on AH values	(57,509)
<b>Profit analysis:</b>					
	15,664,475			19.14% blended GDV	(2,998,709)
	15,492,404			19.36% on costs	(2,998,709)
<b>TOTAL COSTS</b>					<b>(18,491,112)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(2,826,637)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(2,826,637)</b>
<b>RLV analysis:</b>	(35,333) £ per plot	(1,413,319) £ per ha (net)	(571,962) £ per acre (net)		
		(1,130,655) £ per ha (gross)	(457,570) £ per acre (gross)		
			-18.04% % RLV / GDV		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		40.0	dph (net)		
Site Area (net)		2.00	ha (net)	4.94	acres (net)
Net to Gross ratio		80%			
Site Area (gross)		2.50	ha (gross)	6.18	acres (gross)
<b>Density analysis:</b>					
		3,959	sqm/ha (net)	17,245	sqft/ac (net)
		32	dph (gross)		
Benchmark Land Value (net)	12,355 £ per plot	494,200	£ per ha (net)	200,000	£ per acre (net)
<b>BLV analysis:</b>					
		395,360	£ per ha (gross)	160,000	£ per acre (gross)

<b>BALANCE</b>					
Surplus/(Deficit)		(1,907,519) £ per ha (net)	(771,962) £ per acre (net)		(3,815,037)

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 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(771,962)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(683,373)	(711,713)	(740,053)	(768,393)	(796,733)	(825,073)	(853,413)	
	10.00	(700,551)	(728,032)	(755,513)	(782,994)	(810,475)	(837,957)	(865,438)	
	20.00	(717,728)	(744,350)	(770,973)	(797,595)	(824,217)	(850,840)	(877,462)	
	30.00	(734,906)	(760,669)	(786,433)	(812,196)	(837,960)	(863,723)	(889,486)	
	40.00	(752,083)	(776,988)	(801,892)	(826,797)	(851,702)	(876,606)	(901,511)	
	50.00	(769,261)	(793,307)	(817,352)	(841,398)	(865,444)	(889,489)	(913,535)	
	60.00	(786,439)	(809,625)	(832,812)	(855,999)	(879,186)	(902,373)	(925,559)	
	70.00	(803,616)	(825,944)	(848,272)	(870,600)	(892,928)	(915,256)	(937,584)	
	80.00	(820,794)	(842,263)	(863,732)	(885,201)	(906,670)	(928,139)	(949,608)	
	90.00	(837,971)	(858,582)	(879,192)	(899,802)	(920,412)	(941,022)	(961,632)	
	100.00	(855,149)	(874,900)	(894,652)	(914,403)	(934,154)	(953,905)	(973,657)	
	110.00	(872,327)	(891,219)	(910,111)	(929,004)	(947,896)	(966,789)	(985,681)	
	120.00	(889,504)	(907,538)	(925,571)	(943,605)	(961,638)	(979,672)	(997,705)	
	130.00	(906,682)	(923,856)	(941,031)	(958,206)	(975,380)	(992,555)	(1,009,730)	
	140.00	(923,859)	(940,175)	(956,491)	(972,807)	(989,122)	(1,005,438)	(1,021,754)	
	150.00	(941,037)	(956,494)	(971,951)	(987,408)	(1,002,865)	(1,018,321)	(1,033,778)	
	160.00	(958,215)	(972,813)	(987,411)	(1,002,009)	(1,016,607)	(1,031,205)	(1,045,803)	
170.00	(975,392)	(989,131)	(1,002,870)	(1,016,610)	(1,030,349)	(1,044,088)	(1,057,827)		
180.00	(992,570)	(1,005,450)	(1,018,330)	(1,031,211)	(1,044,091)	(1,056,971)	(1,069,851)		
190.00	(1,009,747)	(1,021,769)	(1,033,790)	(1,045,811)	(1,057,833)	(1,069,854)	(1,081,876)		
200.00	(1,026,925)	(1,038,087)	(1,049,250)	(1,060,412)	(1,071,575)	(1,082,737)	(1,093,900)		
210.00	(1,044,103)	(1,054,406)	(1,064,710)	(1,075,013)	(1,085,317)	(1,095,621)	(1,105,924)		
220.00	(1,061,280)	(1,070,725)	(1,080,170)	(1,089,614)	(1,099,059)	(1,108,504)	(1,117,949)		
230.00	(1,078,458)	(1,087,044)	(1,095,630)	(1,104,215)	(1,112,801)	(1,121,387)	(1,129,973)		
240.00	(1,095,635)	(1,103,362)	(1,111,089)	(1,118,816)	(1,126,543)	(1,134,270)	(1,141,997)		
250.00	(1,112,813)	(1,119,681)	(1,126,549)	(1,133,417)	(1,140,285)	(1,147,153)	(1,154,022)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(771,962)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(552,517)	(578,924)	(605,492)	(632,059)	(658,626)	(685,194)	(711,761)	
	1,000	(569,701)	(596,205)	(622,773)	(649,340)	(675,908)	(702,475)	(729,042)	
	2,000	(586,919)	(613,487)	(640,054)	(666,621)	(693,189)	(719,756)	(746,324)	
	3,000	(604,201)	(630,768)	(657,335)	(683,903)	(710,470)	(737,037)	(763,605)	
	4,000	(621,482)	(648,049)	(674,617)	(701,184)	(727,751)	(754,319)	(780,886)	
	5,000	(638,763)	(665,331)	(691,898)	(718,465)	(745,033)	(771,600)	(798,167)	
	6,000	(656,045)	(682,612)	(709,179)	(735,747)	(762,314)	(788,881)	(815,449)	
	7,000	(673,326)	(699,893)	(726,461)	(753,028)	(779,595)	(806,163)	(832,730)	
	8,000	(690,607)	(717,175)	(743,742)	(770,309)	(796,877)	(823,444)	(850,011)	
	9,000	(707,888)	(734,456)	(761,023)	(787,591)	(814,158)	(840,725)	(867,293)	
	10,000	(725,170)	(751,737)	(778,304)	(804,872)	(831,439)	(858,007)	(884,574)	
	11,000	(742,451)	(769,018)	(795,586)	(822,153)	(848,720)	(875,288)	(901,855)	
	12,000	(759,732)	(786,300)	(812,867)	(839,434)	(866,002)	(892,569)	(919,136)	
	13,000	(777,014)	(803,581)	(830,148)	(856,716)	(883,283)	(909,850)	(936,418)	
14,000	(794,295)	(820,862)	(847,430)	(873,997)	(900,564)	(927,132)	(953,699)		

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(771,962)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(553,510)	(588,343)	(623,176)	(658,010)	(692,843)	(727,676)	(762,509)	
	17.5%	(636,169)	(666,869)	(697,569)	(728,270)	(758,970)	(789,670)	(820,370)	
	20.0%	(718,827)	(745,395)	(771,962)	(798,530)	(825,097)	(851,664)	(878,232)	
	22.5%	(801,486)	(823,921)	(846,355)	(868,790)	(891,224)	(913,658)	(936,093)	
	25.0%	(884,145)	(902,447)	(920,748)	(939,050)	(957,351)	(975,653)	(993,954)	
	27.5%	(966,804)	(980,973)	(995,141)	(1,009,310)	(1,023,478)	(1,037,647)	(1,051,815)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(771,962)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 200,000	100,000	(618,827)	(645,395)	(671,962)	(698,530)	(725,097)	(751,664)	(778,232)	
	150,000	(668,827)	(695,395)	(721,962)	(748,530)	(775,097)	(801,664)	(828,232)	
	200,000	(718,827)	(745,395)	(771,962)	(798,530)	(825,097)	(851,664)	(878,232)	
	250,000	(768,827)	(795,395)	(821,962)	(848,530)	(875,097)	(901,664)	(928,232)	
	300,000	(818,827)	(845,395)	(871,962)	(898,530)	(925,097)	(951,664)	(978,232)	
	350,000	(868,827)	(895,395)	(921,962)	(948,530)	(975,097)	(1,001,664)	(1,028,232)	
	400,000	(918,827)	(945,395)	(971,962)	(998,530)	(1,025,097)	(1,051,664)	(1,078,232)	
	450,000	(968,827)	(995,395)	(1,021,962)	(1,048,530)	(1,075,097)	(1,101,664)	(1,128,232)	
	500,000	(1,018,827)	(1,045,395)	(1,071,962)	(1,098,530)	(1,125,097)	(1,151,664)	(1,178,232)	
	550,000	(1,068,827)	(1,095,395)	(1,121,962)	(1,148,530)	(1,175,097)	(1,201,664)	(1,228,232)	
	600,000	(1,118,827)	(1,145,395)	(1,171,962)	(1,198,530)	(1,225,097)	(1,251,664)	(1,278,232)	
	650,000	(1,168,827)	(1,195,395)	(1,221,962)	(1,248,530)	(1,275,097)	(1,301,664)	(1,328,232)	
	700,000	(1,218,827)	(1,245,395)	(1,271,962)	(1,298,530)	(1,325,097)	(1,351,664)	(1,378,232)	
	750,000	(1,268,827)	(1,295,395)	(1,321,962)	(1,348,530)	(1,375,097)	(1,401,664)	(1,428,232)	
	800,000	(1,318,827)	(1,345,395)	(1,371,962)	(1,398,530)	(1,425,097)	(1,451,664)	(1,478,232)	
	850,000	(1,368,827)	(1,395,395)	(1,421,962)	(1,448,530)	(1,475,097)	(1,501,664)	(1,528,232)	

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Scheme Typology: **Low Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(771,962)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			40,865	18,783	(3,298)	(25,379)	(47,460)	(69,589)	(91,723)
			(70,671)	(92,688)	(114,752)	(136,832)	(158,948)	(181,105)	(206,308)
	Build Cost		(182,798)	(208,095)	(233,676)	(259,372)	(285,180)	(311,172)	(337,397)
	100%		(313,438)	(339,282)	(365,329)	(391,648)	(418,338)	(445,100)	(471,862)
	(105% = 5% increase)		(446,878)	(473,498)	(500,119)	(526,739)	(553,527)	(580,378)	(607,230)
			(582,474)	(609,183)	(635,893)	(662,602)	(689,312)	(716,021)	(742,731)
			(718,827)	(745,395)	(771,962)	(798,530)	(825,097)	(851,664)	(878,232)
			(855,181)	(881,607)	(908,032)	(934,457)	(960,882)	(987,307)	(1,013,732)
			(991,535)	(1,017,818)	(1,044,101)	(1,070,384)	(1,096,667)	(1,122,950)	(1,149,233)
			(1,127,889)	(1,154,030)	(1,180,171)	(1,206,312)	(1,232,452)	(1,258,593)	(1,284,734)
			(1,264,243)	(1,290,242)	(1,316,240)	(1,342,239)	(1,368,237)	(1,394,236)	(1,420,235)
			(1,400,597)	(1,426,453)	(1,452,310)	(1,478,166)	(1,504,023)	(1,529,879)	(1,555,735)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(771,962)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(632,607)	(659,174)	(685,742)	(712,309)	(738,876)	(765,444)	(792,011)
			(651,987)	(678,554)	(705,121)	(731,689)	(758,256)	(784,824)	(811,391)
			(671,367)	(697,934)	(724,501)	(751,069)	(777,636)	(804,203)	(830,771)
			(690,746)	(717,314)	(743,881)	(770,448)	(797,016)	(823,583)	(850,150)
			(710,126)	(736,693)	(763,261)	(789,828)	(816,395)	(842,963)	(869,530)
	Part L 2025/FHS		(729,506)	(756,073)	(782,640)	(809,208)	(835,775)	(862,343)	(888,910)
	4,449		(748,885)	(775,453)	(802,020)	(828,588)	(855,155)	(881,722)	(908,290)
			(768,265)	(794,833)	(821,400)	(847,967)	(874,535)	(901,102)	(927,669)
			(787,645)	(814,212)	(840,780)	(867,347)	(893,914)	(920,482)	(947,049)
			(807,025)	(833,592)	(860,159)	(886,727)	(913,294)	(939,862)	(966,429)
			(826,404)	(852,972)	(879,539)	(906,107)	(932,674)	(959,241)	(985,809)
			(845,784)	(872,352)	(898,919)	(925,486)	(952,054)	(978,621)	(1,005,188)
			(865,164)	(891,731)	(918,299)	(944,866)	(971,433)	(998,000)	(1,024,568)
			(884,544)	(911,111)	(937,678)	(964,246)	(990,813)	(1,017,380)	(1,043,948)
			(903,923)	(930,491)	(957,058)	(983,626)	(1,010,193)	(1,036,760)	(1,063,328)
			(923,303)	(949,871)	(976,438)	(1,003,005)	(1,029,573)	(1,056,140)	(1,082,707)
			(942,683)	(969,250)	(995,818)	(1,022,385)	(1,048,952)	(1,075,520)	(1,102,087)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(771,962)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(1,255,256)	(1,255,002)	(1,254,748)	(1,254,494)	(1,254,240)	(1,253,986)	(1,253,731)
			(1,201,613)	(1,204,041)	(1,206,469)	(1,208,897)	(1,211,325)	(1,213,753)	(1,216,181)
	Market Values		(1,147,970)	(1,153,080)	(1,158,191)	(1,163,301)	(1,168,411)	(1,173,521)	(1,178,631)
	100%		(1,094,327)	(1,102,120)	(1,109,912)	(1,117,704)	(1,125,497)	(1,133,289)	(1,141,082)
	(105% = 5% increase)		(1,040,684)	(1,051,159)	(1,061,633)	(1,072,108)	(1,082,583)	(1,093,057)	(1,103,532)
			(987,042)	(1,000,198)	(1,013,355)	(1,026,512)	(1,039,668)	(1,052,825)	(1,065,982)
			(933,399)	(949,238)	(965,076)	(980,915)	(996,754)	(1,012,593)	(1,028,432)
			(879,756)	(898,277)	(916,798)	(935,319)	(953,840)	(972,361)	(990,882)
			(826,113)	(847,316)	(868,519)	(889,722)	(910,925)	(932,129)	(953,332)
			(772,470)	(796,356)	(820,241)	(844,126)	(868,011)	(891,896)	(915,782)
			(718,827)	(745,395)	(771,962)	(798,530)	(825,097)	(851,664)	(878,232)
			(665,185)	(694,434)	(723,684)	(752,933)	(782,183)	(811,432)	(840,682)
			(611,542)	(643,473)	(675,405)	(707,337)	(739,268)	(771,200)	(803,132)
			(558,156)	(592,513)	(627,127)	(661,740)	(696,354)	(730,968)	(765,582)
			(504,857)	(541,854)	(578,852)	(616,144)	(653,440)	(690,736)	(728,032)
			(451,618)	(491,220)	(530,823)	(570,548)	(610,526)	(650,504)	(690,482)
			(398,989)	(440,662)	(482,914)	(525,241)	(567,611)	(610,272)	(652,932)
			(346,921)	(390,688)	(435,003)	(479,937)	(524,930)	(570,039)	(615,382)
			(295,227)	(341,230)	(387,625)	(434,642)	(482,291)	(529,948)	(577,842)
			(243,825)	(292,117)	(340,723)	(389,799)	(439,651)	(489,974)	(540,296)
			(191,509)	(243,268)	(294,168)	(345,412)	(397,265)	(450,000)	(502,987)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(771,962)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(718,827)	(745,395)	(771,962)	(798,530)	(825,097)	(851,664)	(878,232)
			(718,827)	(736,753)	(754,679)	(772,605)	(790,531)	(808,456)	(826,382)
	Grant (£ per unit)		(718,827)	(728,112)	(737,396)	(746,680)	(755,964)	(765,248)	(774,532)
			(718,827)	(719,470)	(720,113)	(720,755)	(721,398)	(722,040)	(722,683)
			(718,827)	(710,828)	(702,829)	(694,830)	(686,831)	(678,832)	(670,833)
			(718,827)	(702,187)	(685,546)	(668,905)	(652,265)	(635,624)	(618,983)
			(718,827)	(693,545)	(668,263)	(642,981)	(617,699)	(592,416)	(567,134)
			(718,827)	(684,904)	(650,980)	(617,056)	(583,132)	(549,208)	(515,284)
			(718,827)	(676,262)	(633,697)	(591,131)	(548,566)	(506,020)	(463,613)
			(718,827)	(667,620)	(616,413)	(565,206)	(514,054)	(463,055)	(412,055)
			(718,827)	(658,979)	(599,130)	(539,281)	(479,482)	(420,090)	(360,497)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Appraisal Ref: **San33** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **150**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		150 Units							
AH Policy requirement (% Target)		10%							
Open Market Sale (OMS) housing		Open Market Sale (OMS) 90%							
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		20.64 £ psm							
<b>Unit mix -</b>		<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House		20.0%	27.0	12.4%	1.9	19%	28.9		
3 bed House		40.0%	54.0	26.8%	4.0	39%	58.0		
4 bed House		20.0%	27.0	20.0%	3.0	20%	30.0		
5 bed House		5.0%	6.8	5.9%	0.9	5%	7.6		
1 bed Flat		10.0%	13.5	22.5%	3.4	11%	16.9		
2 bed Flat		5.0%	6.8	12.4%	1.9	6%	8.6		
Total number of units		100.0%	135.0	100.0%	15.0	100%	150.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House		62.0	667			62.0	667		
2 bed House		79.0	850			79.0	850		
3 bed House		100.0	1,076			100.0	1,076		
4 bed House		128.0	1,378			128.0	1,378		
5 bed House		160.0	1,722			160.0	1,722		
1 bed Flat		50.0	538	85.0%		58.8	633		
2 bed Flat		70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House		62.0	667			62.0	667		
2 bed House		79.0	850			79.0	850		
3 bed House		100.0	1,076			100.0	1,076		
4 bed House		128.0	1,378			128.0	1,378		
5 bed House		160.0	1,722			160.0	1,722		
1 bed Flat		50.0	538	85.0%		58.8	633		
2 bed Flat		70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House		0	0	0	0	0	0		
2 bed House		2,133	22,959	147	1,582	2,280	24,541		
3 bed House		5,400	58,125	402	4,327	5,802	62,452		
4 bed House		3,456	37,200	384	4,133	3,840	41,333		
5 bed House		1,080	11,625	142	1,524	1,222	13,149		
1 bed Flat		794	8,548	199	2,137	993	10,685		
2 bed Flat		556	5,983	153	1,649	709	7,632		
		13,419	144,441	1,426	15,352	14,845	159,793		
AH % by floor area:		9.61% AH % by floor area (difference due to mix)							
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House		145,000	2,339	217	0				
2 bed House		170,000	2,152	200	4,906,200				
3 bed House		205,000	2,050	190	11,894,100				
4 bed House		265,000	2,070	192	7,950,000				
5 bed House		340,000	2,125	197	2,595,900				
1 bed Flat		115,000	2,300	214	1,940,625				
2 bed Flat		135,000	1,929	179	1,162,350				
					30,449,175				
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House		87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House		102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House		123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House		159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House		204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat		69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat		81,000	60%	67,500	50%	94,500	70%	101,250	75%
* capped @£250K									

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Scheme Typology: **Low Value Greenfield**      No Units: **150**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	27.0	@	170,000	4,590,000
3 bed House	54.0	@	205,000	11,070,000
4 bed House	27.0	@	265,000	7,155,000
5 bed House	6.8	@	340,000	2,295,000
1 bed Flat	13.5	@	115,000	1,552,500
2 bed Flat	6.8	@	135,000	911,250
	135.0			27,573,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	1.4	@	102,000	142,290
3 bed House	3.0	@	123,000	370,845
4 bed House	2.3	@	159,000	357,750
5 bed House	0.7	@	204,000	135,405
1 bed Flat	2.5	@	69,000	174,656
2 bed Flat	1.4	@	81,000	112,995
	11.3			1,293,941
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.5	@	119,000	55,335
3 bed House	1.0	@	143,500	144,218
4 bed House	0.8	@	185,500	139,125
5 bed House	0.2	@	238,000	52,658
1 bed Flat	0.8	@	80,500	67,922
2 bed Flat	0.5	@	94,500	43,943
	3.8			503,199
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	15.0		-
<b>Sub-total GDV Residential</b>				
	<b>150</b>			<b>29,370,891</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,078,284</b>
	<b>73 £ psm (total GIA sqm)</b>		<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	15	AH units @	0 per unit	-
<b>Total GDV</b>				<b>29,370,891</b>



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Scheme Typology: **Low Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(36,659)
Planning Application Professional Fees, Surveys and reports						(110,000)
CIL		13,419 sqm (Market only)		20.64 £ psm		(276,968)
	<b>CIL analysis:</b>	0.94% % of GDV		1,846 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	150 units @		9,633 per unit		(1,444,950)
	Sub-total				(1,444,950)	
	<b>S106 analysis:</b>	385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum			14,845 sqm (total)	0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		3.75 ha @		0 £ per ha (if brownfield)		-
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	150 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House			- sqm @	1,211 psm		-
2 bed House			2,280 sqm @	1,211 psm		(2,761,007)
3 bed House			5,802 sqm @	1,211 psm		(7,026,222)
4 bed House			3,840 sqm @	1,211 psm		(4,650,240)
5 bed House			1,222 sqm @	1,211 psm		(1,479,358)
1 bed Flat			993 sqm @	1,410 psm		(1,399,632)
2 bed Flat		14,845	709 sqm @	1,410 psm		(999,773)
Garages for 3 bed House	(OMS only)	54 units @	50% @	11,754 £ per garage		(317,358)
Garages for 4 bed House	(OMS only)	27 units @	75% @	11,754 £ per garage		(238,019)
Garages for 5 bed House	(OMS only)	7 units @	120% @	11,754 £ per garage		(95,207)
External works			18,966,816 @	15.0%		(2,845,022)
	<b>Ext. Works analysis:</b>			18,967 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		150 units @		1,003 £ per unit		(150,450)
M4(2) Category 2 Housing	Aff units	15 units @	100% @	521 £ per unit		(7,815)
M4(2) Category 2 Housing	OMS units	135 units @	100% @	521 £ per unit		(70,335)
M4(3) Category 3 Housing	Aff units	15 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	135 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		150 units @		4,449 £ per unit		(667,350)
Renewable Energy		150 units @		0 £ per unit		-
EV Charging Points - Houses		125 units @		0 £ per unit		-
EV Charging Points - Flats		25 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		150 units @		0 £ per unit		-
	Sub-total				(895,950)	
	<b>Policy Costs analysis: (design costs only)</b>			5,973 £ per unit (total units)		
Contingency (on construction)			22,707,789 @	5.0%		(1,135,389)

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	22,707,789 @		<b>6.5%</b>		(1,476,006)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	27,573,750 OMS @		<b>3.00%</b>	5,515 £ per unit	(827,213)
Residential Sales Agent Costs	27,573,750 OMS @		<b>1.00%</b>	1,838 £ per unit	(275,738)
Residential Sales Legal Costs	27,573,750 OMS @		<b>0.25%</b>	460 £ per unit	(68,934)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>7,879 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(408,084)
<b>Developers Profit -</b>					
Profit on OMS	27,573,750		<b>20.00%</b>		(5,514,750)
Margin on AH	1,797,141		<b>6.00%</b> on AH values		(107,828)
<b>Profit analysis:</b>	<b>29,370,891</b>		<b>19.14% blended GDV</b>	<b>(5,622,578)</b>	
	<b>28,877,730</b>		<b>19.47% on costs</b>	<b>(5,622,578)</b>	
<b>TOTAL COSTS</b>					<b>(34,500,308)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(5,129,417)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		7.00%		-
Residual Land Value					<b>(5,129,417)</b>
<b>RLV analysis:</b>	<b>(34,196) £ per plot</b>	<b>(1,367,845) £ per ha (net)</b>	<b>(553,559) £ per acre (net)</b>		
		<b>(1,094,276) £ per ha (gross)</b>	<b>(442,847) £ per acre (gross)</b>		
			<b>-17.46% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		3.75 ha (net)		9.27 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		4.69 ha (gross)		11.58 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,245 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	12,355 £ per plot	494,200 £ per ha (net)	<b>200,000</b> £ per acre (net)		<b>1,853,250</b>
<b>BLV analysis:</b>		<b>395,360 £ per ha (gross)</b>	<b>160,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,862,045) £ per ha (net)</b>	<b>(753,559) £ per acre (net)</b>		<b>(6,982,667)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(753,559)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(660,282)	(690,330)	(720,453)	(750,855)	(781,912)	(813,650)	(845,387)
	10.00		(677,938)	(707,175)	(736,483)	(766,012)	(796,504)	(827,329)	(858,154)
	20.00		(695,670)	(724,020)	(752,532)	(781,186)	(811,095)	(841,008)	(870,921)
	30.00		(713,402)	(740,865)	(768,581)	(796,684)	(825,686)	(854,687)	(883,688)
	40.00		(731,134)	(757,775)	(784,630)	(812,187)	(840,277)	(868,366)	(896,456)
	50.00		(748,866)	(774,716)	(800,679)	(827,690)	(854,868)	(882,045)	(909,223)
	60.00		(766,597)	(791,656)	(816,927)	(843,193)	(869,459)	(895,724)	(921,990)
	70.00		(784,417)	(808,597)	(833,342)	(858,696)	(884,050)	(909,403)	(934,757)
	80.00		(802,249)	(825,537)	(849,757)	(874,199)	(898,641)	(923,082)	(947,524)
	90.00		(820,081)	(842,642)	(866,172)	(889,702)	(913,232)	(936,762)	(960,291)
	100.00		(837,913)	(859,969)	(882,587)	(905,205)	(927,823)	(950,441)	(973,059)
	110.00		(855,745)	(877,296)	(899,002)	(920,708)	(942,414)	(964,120)	(985,826)
	120.00		(873,829)	(894,623)	(915,417)	(936,211)	(957,005)	(977,799)	(998,593)
	130.00		(892,068)	(911,950)	(931,832)	(951,714)	(971,596)	(991,478)	(1,011,360)
	140.00		(910,306)	(929,277)	(948,247)	(967,217)	(986,187)	(1,005,157)	(1,024,127)
	150.00		(928,545)	(946,603)	(964,662)	(982,720)	(1,000,778)	(1,018,836)	(1,036,894)
	160.00		(946,784)	(963,930)	(981,077)	(998,223)	(1,015,369)	(1,032,515)	(1,049,661)
	170.00		(965,023)	(981,257)	(997,491)	(1,013,726)	(1,029,960)	(1,046,194)	(1,062,429)
	180.00		(983,262)	(998,584)	(1,013,906)	(1,029,229)	(1,044,551)	(1,059,873)	(1,075,196)
	190.00		(1,001,500)	(1,015,911)	(1,030,321)	(1,044,732)	(1,059,142)	(1,073,553)	(1,087,963)
200.00		(1,019,739)	(1,033,238)	(1,046,736)	(1,060,235)	(1,073,733)	(1,087,232)	(1,100,730)	
210.00		(1,037,978)	(1,050,565)	(1,063,151)	(1,075,738)	(1,088,324)	(1,100,911)	(1,113,497)	
220.00		(1,056,217)	(1,067,891)	(1,079,566)	(1,091,241)	(1,102,915)	(1,114,590)	(1,126,264)	
230.00		(1,074,456)	(1,085,218)	(1,095,981)	(1,106,744)	(1,117,506)	(1,128,269)	(1,139,032)	
240.00		(1,092,694)	(1,102,545)	(1,112,396)	(1,122,247)	(1,132,097)	(1,141,948)	(1,151,799)	
250.00		(1,110,933)	(1,119,872)	(1,128,811)	(1,137,749)	(1,146,688)	(1,155,627)	(1,164,566)	

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(753,559)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(526,645)	(553,872)	(581,858)	(609,887)	(638,136)	(666,488)	(695,069)
	1,000		(543,962)	(571,567)	(599,596)	(627,681)	(655,974)	(684,428)	(713,333)
	2,000		(561,411)	(589,305)	(617,335)	(645,520)	(673,813)	(702,367)	(731,681)
	3,000		(579,015)	(607,044)	(635,073)	(663,359)	(691,726)	(720,307)	(750,030)
	4,000		(596,753)	(624,783)	(652,905)	(681,198)	(709,666)	(738,524)	(768,379)
	5,000		(614,492)	(642,521)	(670,744)	(699,037)	(727,606)	(756,873)	(786,728)
	6,000		(632,230)	(660,290)	(688,583)	(716,965)	(745,545)	(775,222)	(805,077)
	7,000		(649,969)	(678,128)	(706,421)	(734,905)	(763,716)	(793,571)	(823,426)
	8,000		(667,707)	(695,967)	(724,264)	(752,844)	(782,065)	(811,920)	(841,775)
	9,000		(685,513)	(713,806)	(742,203)	(770,784)	(800,414)	(830,269)	(860,124)
	10,000		(703,352)	(731,645)	(760,143)	(788,907)	(818,762)	(848,617)	(878,472)
	11,000		(721,191)	(749,502)	(778,083)	(807,256)	(837,111)	(866,966)	(896,821)
	12,000		(739,030)	(767,442)	(796,022)	(825,605)	(855,460)	(885,315)	(915,170)
	13,000		(756,868)	(785,381)	(814,099)	(843,954)	(873,809)	(903,664)	(933,519)
	14,000		(774,741)	(803,321)	(832,448)	(862,303)	(892,158)	(922,013)	(951,868)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(753,559)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(531,487)	(568,046)	(604,773)	(641,653)	(679,774)	(717,895)	(756,016)
	17.5%		(614,146)	(646,572)	(679,166)	(711,913)	(745,901)	(779,889)	(813,877)
	20.0%		(696,805)	(725,098)	(753,559)	(782,173)	(812,028)	(841,883)	(871,738)
	22.5%		(779,464)	(803,624)	(827,952)	(852,433)	(878,155)	(903,878)	(929,600)
	25.0%		(862,123)	(882,150)	(902,345)	(922,693)	(944,283)	(965,872)	(987,461)
	27.5%		(944,782)	(960,676)	(976,738)	(992,953)	(1,010,410)	(1,027,866)	(1,045,322)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(753,559)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 200,000	100,000		(596,805)	(625,098)	(653,559)	(682,173)	(712,028)	(741,883)	(771,738)
	150,000		(646,805)	(675,098)	(703,559)	(732,173)	(762,028)	(791,883)	(821,738)
	200,000		(696,805)	(725,098)	(753,559)	(782,173)	(812,028)	(841,883)	(871,738)
	250,000		(746,805)	(775,098)	(803,559)	(832,173)	(862,028)	(891,883)	(921,738)
	300,000		(796,805)	(825,098)	(853,559)	(882,173)	(912,028)	(941,883)	(971,738)
	350,000		(846,805)	(875,098)	(903,559)	(932,173)	(962,028)	(991,883)	(1,021,738)
	400,000		(896,805)	(925,098)	(953,559)	(982,173)	(1,012,028)	(1,041,883)	(1,071,738)
	450,000		(946,805)	(975,098)	(1,003,559)	(1,032,173)	(1,062,028)	(1,091,883)	(1,121,738)
	500,000		(996,805)	(1,025,098)	(1,053,559)	(1,082,173)	(1,112,028)	(1,141,883)	(1,171,738)
	550,000		(1,046,805)	(1,075,098)	(1,103,559)	(1,132,173)	(1,162,028)	(1,191,883)	(1,221,738)
	600,000		(1,096,805)	(1,125,098)	(1,153,559)	(1,182,173)	(1,212,028)	(1,241,883)	(1,271,738)
	650,000		(1,146,805)	(1,175,098)	(1,203,559)	(1,232,173)	(1,262,028)	(1,291,883)	(1,321,738)
	700,000		(1,196,805)	(1,225,098)	(1,253,559)	(1,282,173)	(1,312,028)	(1,341,883)	(1,371,738)
	750,000		(1,246,805)	(1,275,098)	(1,303,559)	(1,332,173)	(1,362,028)	(1,391,883)	(1,421,738)
	800,000		(1,296,805)	(1,325,098)	(1,353,559)	(1,382,173)	(1,412,028)	(1,441,883)	(1,471,738)
	850,000		(1,346,805)	(1,375,098)	(1,403,559)	(1,432,173)	(1,462,028)	(1,491,883)	(1,521,738)

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Scheme Typology: **Low Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(753,559)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		56,521	34,431	12,341	(9,749)	(31,840)	(53,960)	(76,086)
	75%		(54,450)	(76,459)	(98,496)	(120,549)	(142,620)	(164,723)	(186,868)
	80%		(165,810)	(187,817)	(212,712)	(238,260)	(263,876)	(289,586)	(315,436)
	85%		(291,317)	(316,895)	(342,579)	(368,431)	(394,509)	(420,944)	(447,976)
	90%		(422,345)	(448,442)	(474,918)	(501,991)	(530,020)	(558,341)	(586,802)
	95%		(556,902)	(584,880)	(613,055)	(641,363)	(669,803)	(698,482)	(727,858)
	100%		(696,805)	(725,098)	(753,559)	(782,173)	(812,028)	(841,883)	(871,738)
	105%		(837,955)	(867,098)	(896,802)	(926,506)	(956,210)	(985,914)	(1,015,618)
	110%		(982,180)	(1,011,733)	(1,041,286)	(1,070,839)	(1,100,392)	(1,129,945)	(1,159,498)
	115%		(1,126,966)	(1,156,368)	(1,185,770)	(1,215,172)	(1,244,574)	(1,273,976)	(1,303,378)
	120%		(1,271,752)	(1,301,003)	(1,330,254)	(1,359,505)	(1,388,756)	(1,418,007)	(1,447,258)
	125%		(1,416,537)	(1,445,638)	(1,474,738)	(1,503,838)	(1,532,938)	(1,562,038)	(1,591,138)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(753,559)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(608,167)	(636,197)	(664,384)	(692,677)	(721,210)	(750,331)	(780,186)
	1,000		(628,061)	(656,097)	(684,390)	(712,748)	(741,329)	(770,909)	(800,764)
	2,000		(647,955)	(676,103)	(704,396)	(732,868)	(761,632)	(791,487)	(821,343)
	3,000		(667,848)	(696,109)	(724,406)	(752,987)	(782,211)	(812,066)	(841,921)
	4,000		(687,822)	(716,115)	(744,526)	(773,106)	(802,789)	(832,644)	(862,499)
	5,000		(707,829)	(736,122)	(764,645)	(793,512)	(823,367)	(853,222)	(883,077)
	6,000		(727,835)	(756,184)	(784,764)	(814,090)	(843,945)	(873,800)	(903,655)
	7,000		(747,841)	(776,303)	(804,883)	(834,668)	(864,523)	(894,378)	(924,233)
	8,000		(767,847)	(796,422)	(825,391)	(855,246)	(885,101)	(914,956)	(944,812)
	9,000		(787,961)	(816,541)	(845,970)	(875,825)	(905,680)	(935,535)	(965,390)
	10,000		(808,080)	(836,693)	(866,548)	(896,403)	(926,258)	(956,113)	(985,968)
	11,000		(828,199)	(857,271)	(887,126)	(916,981)	(946,836)	(976,691)	(1,006,546)
	12,000		(848,318)	(877,849)	(907,704)	(937,559)	(967,414)	(997,269)	(1,027,124)
	13,000		(868,572)	(898,427)	(928,282)	(958,137)	(987,992)	(1,017,847)	(1,047,702)
	14,000		(889,150)	(919,005)	(948,860)	(978,715)	(1,008,570)	(1,038,425)	(1,068,281)
	15,000		(909,729)	(939,584)	(969,439)	(999,294)	(1,029,149)	(1,059,004)	(1,088,859)
	16,000		(930,307)	(960,162)	(990,017)	(1,019,872)	(1,049,727)	(1,079,582)	(1,109,437)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(753,559)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,270,227)	(1,271,201)	(1,272,175)	(1,273,149)	(1,274,123)	(1,275,097)	(1,276,071)
	82%		(1,212,465)	(1,216,327)	(1,220,189)	(1,224,051)	(1,227,914)	(1,231,776)	(1,235,638)
	84%		(1,154,703)	(1,161,453)	(1,168,204)	(1,174,954)	(1,181,704)	(1,188,454)	(1,195,205)
	86%		(1,096,941)	(1,106,579)	(1,116,218)	(1,125,856)	(1,135,495)	(1,145,133)	(1,154,771)
	88%		(1,039,179)	(1,051,706)	(1,064,232)	(1,076,759)	(1,089,285)	(1,101,812)	(1,114,338)
	90%		(981,417)	(996,832)	(1,012,247)	(1,027,661)	(1,043,076)	(1,058,490)	(1,073,905)
	92%		(923,656)	(941,958)	(960,261)	(978,564)	(996,866)	(1,015,169)	(1,033,472)
	94%		(865,894)	(887,085)	(908,275)	(929,466)	(950,657)	(971,848)	(993,038)
	96%		(808,755)	(832,211)	(856,290)	(880,368)	(904,447)	(928,526)	(952,605)
	98%		(752,604)	(778,348)	(804,304)	(831,271)	(858,238)	(885,205)	(912,172)
	100%		(696,805)	(725,098)	(753,559)	(782,173)	(812,028)	(841,883)	(871,738)
	102%		(641,242)	(672,089)	(703,172)	(734,388)	(765,819)	(798,562)	(831,305)
	104%		(585,853)	(619,383)	(652,956)	(686,826)	(720,835)	(755,241)	(790,872)
	106%		(531,745)	(566,850)	(603,067)	(639,411)	(676,060)	(712,900)	(750,439)
	108%		(478,873)	(515,644)	(553,333)	(592,294)	(631,421)	(670,874)	(710,582)
	110%		(426,729)	(465,495)	(504,871)	(545,291)	(587,064)	(629,025)	(671,268)
	112%		(375,066)	(416,005)	(457,364)	(499,419)	(542,745)	(587,378)	(632,209)
	114%		(323,722)	(366,940)	(410,461)	(454,478)	(499,336)	(545,804)	(593,234)
	116%		(272,603)	(318,165)	(363,957)	(410,109)	(456,864)	(504,699)	(554,432)
	118%		(221,665)	(269,597)	(317,735)	(366,136)	(414,977)	(464,589)	(515,689)
	120%		(173,653)	(221,199)	(271,702)	(322,431)	(373,490)	(425,109)	(477,782)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(753,559)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(696,805)	(725,098)	(753,559)	(782,173)	(812,028)	(841,883)	(871,738)
	10,000		(696,805)	(716,177)	(735,616)	(755,226)	(775,324)	(796,003)	(816,682)
	20,000		(696,805)	(707,256)	(717,707)	(728,312)	(738,949)	(750,123)	(761,626)
	30,000		(696,805)	(698,335)	(699,866)	(701,397)	(703,064)	(704,730)	(706,571)
	40,000		(696,805)	(689,414)	(682,024)	(674,633)	(667,242)	(659,874)	(652,569)
	50,000		(696,805)	(680,493)	(664,182)	(647,870)	(631,559)	(615,247)	(598,935)
	60,000		(696,805)	(671,573)	(646,340)	(621,107)	(595,893)	(570,698)	(545,503)
	70,000		(696,805)	(662,652)	(628,542)	(594,476)	(560,410)	(526,344)	(492,278)
	80,000		(696,805)	(653,738)	(610,801)	(567,864)	(524,927)	(482,006)	(439,378)
	90,000		(696,805)	(644,867)	(593,059)	(541,252)	(489,542)	(438,404)	(387,788)
	100,000		(696,805)	(635,996)	(575,318)	(514,673)	(454,754)	(395,626)	(337,064)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Appraisal Ref: **San34** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **225**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				225 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64		£ psm	
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	20.0%	40.5	12.4%	2.8	19%	43.3	
3 bed House	40.0%	81.0	26.8%	6.0	39%	87.0	
4 bed House	20.0%	40.5	20.0%	4.5	20%	45.0	
5 bed House	5.0%	10.1	5.9%	1.3	5%	11.5	
1 bed Flat	10.0%	20.3	22.5%	5.1	11%	25.3	
2 bed Flat	5.0%	10.1	12.4%	2.8	6%	12.9	
Total number of units	100.0%	202.5	100.0%	22.5	100%	225.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	62.0	667		62.0	667		
2 bed House	79.0	850		79.0	850		
3 bed House	100.0	1,076		100.0	1,076		
4 bed House	128.0	1,378		128.0	1,378		
5 bed House	160.0	1,722		160.0	1,722		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	70.0	753	85.0%	82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	62.0	667		62.0	667		
2 bed House	79.0	850		79.0	850		
3 bed House	100.0	1,076		100.0	1,076		
4 bed House	128.0	1,378		128.0	1,378		
5 bed House	160.0	1,722		160.0	1,722		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	70.0	753	85.0%	82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	0	0	0	0	0	0	
2 bed House	3,200	34,439	220	2,372	3,420	36,812	
3 bed House	8,100	87,188	603	6,491	8,703	93,678	
4 bed House	5,184	55,800	576	6,200	5,760	62,000	
5 bed House	1,620	17,438	212	2,286	1,832	19,724	
1 bed Flat	1,191	12,822	298	3,205	1,489	16,027	
2 bed Flat	834	8,975	230	2,473	1,064	11,448	
	20,129	216,661	2,139	23,028	22,268	239,689	
<b>AH % by floor area:</b>				<b>9.61% AH % by floor area (difference due to mix)</b>			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House	145,000	2,339	217			0	
2 bed House	170,000	2,152	200			7,359,300	
3 bed House	205,000	2,050	190			17,841,150	
4 bed House	265,000	2,070	192			11,925,000	
5 bed House	340,000	2,125	197			3,893,850	
1 bed Flat	115,000	2,300	214			2,910,938	
2 bed Flat	135,000	1,929	179			1,743,525	
						45,673,763	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250
* capped @£250K							

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	40.5	@	170,000	6,885,000
3 bed House	81.0	@	205,000	16,605,000
4 bed House	40.5	@	265,000	10,732,500
5 bed House	10.1	@	340,000	3,442,500
1 bed Flat	20.3	@	115,000	2,328,750
2 bed Flat	10.1	@	135,000	1,366,875
	202.5			41,360,625
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	2.1	@	102,000	213,435
3 bed House	4.5	@	123,000	556,268
4 bed House	3.4	@	159,000	536,625
5 bed House	1.0	@	204,000	203,108
1 bed Flat	3.8	@	69,000	261,984
2 bed Flat	2.1	@	81,000	169,493
	16.9			1,940,912
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.7	@	119,000	83,003
3 bed House	1.5	@	143,500	216,326
4 bed House	1.1	@	185,500	208,688
5 bed House	0.3	@	238,000	78,986
1 bed Flat	1.3	@	80,500	101,883
2 bed Flat	0.7	@	94,500	65,914
	5.6			754,799
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	22.5		-
<b>Sub-total GDV Residential</b>				
	225			44,056,336
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,617,427</b>
	73 £ psm (total GIA sqm)		7,189 £ per unit (total units)	
<b>Grant</b>	23	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>44,056,336</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield**      No Units: **225**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(47,009)
Planning Application Professional Fees, Surveys and reports					(140,000)
CIL		20,129 sqm (Market only)		20.64 £ psm	(415,452)
	<b>CIL analysis:</b>	0.94% % of GDV		1,846 £ per unit (total units)	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	225 units @		9,633 per unit	(2,167,425)
	Sub-total				(2,167,425)
	<b>S106 analysis:</b>	385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum		22,268 sqm (total)		0 £ psm	-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		5.63 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	225 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @		1,211 psm	-
2 bed House		3,420 sqm @		1,211 psm	(4,141,511)
3 bed House		8,703 sqm @		1,211 psm	(10,539,333)
4 bed House		5,760 sqm @		1,211 psm	(6,975,360)
5 bed House		1,832 sqm @		1,211 psm	(2,219,036)
1 bed Flat		1,489 sqm @		1,410 psm	(2,099,449)
2 bed Flat		22,268 1,064 sqm @		1,410 psm	(1,499,659)
Garages for 3 bed House (OMS only)	81 units @		50% @	11,754 £ per garage	(476,037)
Garages for 4 bed House (OMS only)	41 units @		75% @	11,754 £ per garage	(357,028)
Garages for 5 bed House (OMS only)	10 units @		120% @	11,754 £ per garage	(142,811)
External works		28,450,224 @		15.0%	(4,267,534)
	<b>Ext. Works analysis:</b>			18,967 £ per unit (total units)	
Policy Costs on design -		225 units @		1,003 £ per unit	(225,675)
Net Biodiversity costs					
M4(2) Category 2 Housing Aff units	23 units @		100% @	521 £ per unit	(11,723)
M4(2) Category 2 Housing OMS units	203 units @		100% @	521 £ per unit	(105,503)
M4(3) Category 3 Housing Aff units	23 units @		0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units	203 units @		0% @	10,111 £ per unit	-
Part L 2025/FHS	225 units @			4,449 £ per unit	(1,001,025)
Renewable Energy	225 units @			0 £ per unit	-
EV Charging Points - Houses	187 units @			0 £ per unit	-
EV Charging Points - Flats	38 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency	225 units @			0 £ per unit	-
	Sub-total				(1,343,925)
	<b>Policy Costs analysis: (design costs only)</b>			5,973 £ per unit (total units)	
Contingency (on construction)		34,061,683 @		5.0%	(1,703,084)

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	34,061,683 @	6.5%		(2,214,009)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	41,360,625 OMS @	3.00%	5,515 £ per unit	(1,240,819)
Residential Sales Agent Costs	41,360,625 OMS @	1.00%	1,838 £ per unit	(413,606)
Residential Sales Legal Costs	41,360,625 OMS @	0.25%	460 £ per unit	(103,402)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>7,857 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(599,647)
<b>Developers Profit -</b>				
Profit on OMS	41,360,625	20.00%		(8,272,125)
Margin on AH	2,695,711	6.00% on AH values		(161,743)
<b>Profit analysis:</b>	<b>44,056,336</b>	<b>19.14% blended GDV</b>	<b>(8,433,868)</b>	
	<b>43,216,136</b>	<b>19.52% on costs</b>	<b>(8,433,868)</b>	
<b>TOTAL COSTS</b>				<b>(51,650,004)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(7,593,668)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(7,593,668)</b>
<b>RLV analysis:</b>	<b>(33,750) £ per plot</b>	<b>(1,349,985) £ per ha (net)</b>	<b>(546,332) £ per acre (net)</b>	
		<b>(1,079,988) £ per ha (gross)</b>	<b>(437,065) £ per acre (gross)</b>	
			<b>-17.24% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	7.03 ha (gross)		17.37 acres (gross)	
<b>Density analysis:</b>	<b>3,959 sqm/ha (net)</b>	<b>17,245 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	12,355 £ per plot	494,200 £ per ha (net)	200,000 £ per acre (net)	<b>2,779,875</b>
<b>BLV analysis:</b>	<b>395,360 £ per ha (gross)</b>	<b>160,000 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)	<b>(1,844,185) £ per ha (net)</b>	<b>(746,332) £ per acre (net)</b>		<b>(10,373,543)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(746,332)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(653,130)	(683,141)	(713,264)	(743,628)	(774,523)	(806,260)	(837,997)
	10.00		(670,762)	(699,986)	(729,256)	(758,785)	(789,114)	(819,939)	(850,764)
	20.00		(688,482)	(716,831)	(745,304)	(773,942)	(803,705)	(833,618)	(863,531)
	30.00		(706,213)	(733,676)	(761,353)	(789,294)	(818,296)	(847,297)	(876,299)
	40.00		(723,945)	(750,548)	(777,402)	(804,797)	(832,887)	(860,976)	(889,066)
	50.00		(741,677)	(767,488)	(793,451)	(820,300)	(847,478)	(874,655)	(901,833)
	60.00		(759,409)	(784,429)	(809,538)	(835,803)	(862,069)	(888,334)	(914,600)
	70.00		(777,189)	(801,369)	(825,952)	(851,306)	(876,660)	(902,014)	(927,367)
	80.00		(795,021)	(818,310)	(842,367)	(866,809)	(891,251)	(915,693)	(940,134)
	90.00		(812,854)	(835,261)	(858,782)	(882,312)	(905,842)	(929,372)	(952,901)
	100.00		(830,686)	(852,579)	(875,197)	(897,815)	(920,433)	(943,051)	(965,669)
	110.00		(848,518)	(869,906)	(891,612)	(913,318)	(935,024)	(956,730)	(978,436)
	120.00		(866,439)	(887,233)	(908,027)	(928,821)	(949,615)	(970,409)	(991,203)
	130.00		(884,678)	(904,560)	(924,442)	(944,324)	(964,206)	(984,088)	(1,003,970)
	140.00		(902,917)	(921,887)	(940,857)	(959,827)	(978,797)	(997,767)	(1,016,737)
	150.00		(921,155)	(939,214)	(957,272)	(975,330)	(993,388)	(1,011,446)	(1,029,504)
	160.00		(939,394)	(956,540)	(973,687)	(990,833)	(1,007,979)	(1,025,125)	(1,042,272)
	170.00		(957,633)	(973,867)	(990,102)	(1,006,336)	(1,022,570)	(1,038,804)	(1,055,039)
	180.00		(975,872)	(991,194)	(1,006,516)	(1,021,839)	(1,037,161)	(1,052,484)	(1,067,806)
	190.00		(994,111)	(1,008,521)	(1,022,931)	(1,037,342)	(1,051,752)	(1,066,163)	(1,080,573)
200.00		(1,012,349)	(1,025,848)	(1,039,346)	(1,052,845)	(1,066,343)	(1,079,842)	(1,093,340)	
210.00		(1,030,588)	(1,043,175)	(1,055,761)	(1,068,348)	(1,080,934)	(1,093,521)	(1,106,107)	
220.00		(1,048,827)	(1,060,501)	(1,072,176)	(1,083,851)	(1,095,525)	(1,107,200)	(1,118,874)	
230.00		(1,067,066)	(1,077,828)	(1,088,591)	(1,099,354)	(1,110,116)	(1,120,879)	(1,131,642)	
240.00		(1,085,304)	(1,095,155)	(1,105,006)	(1,114,857)	(1,124,707)	(1,134,558)	(1,144,409)	
250.00		(1,103,543)	(1,112,482)	(1,121,421)	(1,130,360)	(1,139,299)	(1,148,237)	(1,157,176)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(746,332)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(519,671)	(546,781)	(574,706)	(602,736)	(630,947)	(659,260)	(687,841)
	1,000		(536,945)	(564,416)	(592,445)	(620,493)	(648,786)	(677,200)	(705,943)
	2,000		(554,346)	(582,154)	(610,183)	(638,332)	(666,625)	(695,140)	(724,272)
	3,000		(571,895)	(599,893)	(627,922)	(656,170)	(684,499)	(713,079)	(742,640)
	4,000		(589,602)	(617,631)	(645,716)	(674,009)	(702,439)	(731,134)	(760,989)
	5,000		(607,340)	(635,370)	(663,555)	(691,848)	(720,378)	(749,483)	(779,338)
	6,000		(625,079)	(653,108)	(681,394)	(709,737)	(738,318)	(767,832)	(797,687)
	7,000		(642,817)	(670,940)	(699,233)	(727,677)	(756,326)	(786,181)	(816,036)
	8,000		(660,556)	(688,779)	(717,072)	(745,617)	(774,675)	(804,530)	(834,385)
	9,000		(678,294)	(706,617)	(734,976)	(763,556)	(793,024)	(822,879)	(852,734)
	10,000		(696,163)	(724,456)	(752,915)	(781,520)	(811,373)	(841,228)	(871,083)
	11,000		(714,002)	(742,295)	(770,855)	(799,866)	(829,721)	(859,576)	(889,431)
	12,000		(731,841)	(760,214)	(788,795)	(818,215)	(848,070)	(877,925)	(907,780)
	13,000		(749,680)	(778,154)	(806,735)	(836,564)	(866,419)	(896,274)	(926,129)
14,000		(767,519)	(796,094)	(825,058)	(854,913)	(884,768)	(914,623)	(944,478)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(746,332)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(524,299)	(560,858)	(597,546)	(634,392)	(672,384)	(710,505)	(748,626)
	17.5%		(606,958)	(639,383)	(671,939)	(704,652)	(738,511)	(772,499)	(806,487)
	20.0%		(689,616)	(717,909)	(746,332)	(774,912)	(804,638)	(834,494)	(864,349)
	22.5%		(772,275)	(796,435)	(820,725)	(845,172)	(870,766)	(896,488)	(922,210)
	25.0%		(854,934)	(874,961)	(895,118)	(915,432)	(936,893)	(958,482)	(980,071)
	27.5%		(937,593)	(953,487)	(969,510)	(985,692)	(1,003,020)	(1,020,476)	(1,037,932)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(746,332)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 200,000	100,000		(589,616)	(617,909)	(646,332)	(674,912)	(704,638)	(734,494)	(764,349)
	150,000		(639,616)	(667,909)	(696,332)	(724,912)	(754,638)	(784,494)	(814,349)
	200,000		(689,616)	(717,909)	(746,332)	(774,912)	(804,638)	(834,494)	(864,349)
	250,000		(739,616)	(767,909)	(796,332)	(824,912)	(854,638)	(884,494)	(914,349)
	300,000		(789,616)	(817,909)	(846,332)	(874,912)	(904,638)	(934,494)	(964,349)
	350,000		(839,616)	(867,909)	(896,332)	(924,912)	(954,638)	(984,494)	(1,014,349)
	400,000		(889,616)	(917,909)	(946,332)	(974,912)	(1,004,638)	(1,034,494)	(1,064,349)
	450,000		(939,616)	(967,909)	(996,332)	(1,024,912)	(1,054,638)	(1,084,494)	(1,114,349)
	500,000		(989,616)	(1,017,909)	(1,046,332)	(1,074,912)	(1,104,638)	(1,134,494)	(1,164,349)
	550,000		(1,039,616)	(1,067,909)	(1,096,332)	(1,124,912)	(1,154,638)	(1,184,494)	(1,214,349)
	600,000		(1,089,616)	(1,117,909)	(1,146,332)	(1,174,912)	(1,204,638)	(1,234,494)	(1,264,349)
	650,000		(1,139,616)	(1,167,909)	(1,196,332)	(1,224,912)	(1,254,638)	(1,284,494)	(1,314,349)
	700,000		(1,189,616)	(1,217,909)	(1,246,332)	(1,274,912)	(1,304,638)	(1,334,494)	(1,364,349)
	750,000		(1,239,616)	(1,267,909)	(1,296,332)	(1,324,912)	(1,354,638)	(1,384,494)	(1,414,349)
	800,000		(1,289,616)	(1,317,909)	(1,346,332)	(1,374,912)	(1,404,638)	(1,434,494)	(1,464,349)
	850,000		(1,339,616)	(1,367,909)	(1,396,332)	(1,424,912)	(1,454,638)	(1,484,494)	(1,514,349)

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Scheme Typology: **Low Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(746,332)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		61,855	39,778	17,688	(4,402)	(26,493)	(48,599)	(70,724)
	75%		(49,088)	(71,097)	(93,120)	(115,172)	(137,228)	(159,331)	(181,461)
	80%		(160,418)	(182,411)	(206,024)	(231,556)	(257,154)	(282,846)	(308,661)
	85%		(284,595)	(310,155)	(335,822)	(361,637)	(387,675)	(414,051)	(440,978)
	90%		(415,532)	(441,587)	(467,996)	(494,972)	(522,868)	(551,190)	(579,613)
	95%		(549,854)	(577,728)	(605,904)	(634,175)	(662,614)	(691,254)	(720,469)
	100%		(689,616)	(717,909)	(746,332)	(774,912)	(804,638)	(834,494)	(864,349)
	105%		(830,727)	(859,708)	(889,412)	(919,116)	(948,820)	(978,524)	(1,008,229)
	110%		(974,790)	(1,004,343)	(1,033,896)	(1,063,449)	(1,093,002)	(1,122,555)	(1,152,109)
	115%		(1,119,576)	(1,148,978)	(1,178,380)	(1,207,782)	(1,237,184)	(1,266,586)	(1,295,989)
	120%		(1,264,362)	(1,293,613)	(1,322,864)	(1,352,115)	(1,381,366)	(1,410,617)	(1,439,869)
	125%		(1,409,148)	(1,438,248)	(1,467,348)	(1,496,448)	(1,525,548)	(1,554,648)	(1,583,749)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(746,332)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(601,016)	(629,045)	(657,195)	(685,488)	(713,982)	(742,941)	(772,796)
	1,000		(620,910)	(648,939)	(677,201)	(705,521)	(734,101)	(763,519)	(793,374)
	2,000		(640,803)	(668,914)	(697,207)	(725,640)	(754,244)	(784,098)	(813,953)
	3,000		(660,697)	(688,920)	(717,213)	(745,759)	(774,821)	(804,676)	(834,531)
	4,000		(680,634)	(708,927)	(737,298)	(765,879)	(795,399)	(825,254)	(855,109)
	5,000		(700,640)	(728,933)	(757,417)	(786,122)	(815,977)	(845,832)	(875,687)
	6,000		(720,646)	(748,956)	(777,537)	(806,700)	(836,555)	(866,410)	(896,265)
	7,000		(740,652)	(769,075)	(797,656)	(827,278)	(857,133)	(886,988)	(916,843)
	8,000		(760,658)	(789,194)	(818,002)	(847,857)	(877,712)	(907,567)	(937,422)
	9,000		(780,733)	(809,314)	(838,580)	(868,435)	(898,290)	(928,145)	(958,000)
	10,000		(800,852)	(829,433)	(859,158)	(889,013)	(918,868)	(948,723)	(978,578)
	11,000		(820,972)	(849,881)	(879,736)	(909,591)	(939,446)	(969,301)	(999,156)
	12,000		(841,091)	(870,459)	(900,314)	(930,169)	(960,024)	(989,879)	(1,019,734)
	13,000		(861,210)	(891,037)	(920,892)	(950,747)	(980,602)	(1,010,457)	(1,040,312)
	14,000		(881,760)	(911,615)	(941,471)	(971,326)	(1,001,181)	(1,031,036)	(1,060,891)
	15,000		(902,339)	(932,194)	(962,049)	(991,904)	(1,021,759)	(1,051,614)	(1,081,469)
	16,000		(922,917)	(952,772)	(982,627)	(1,012,482)	(1,042,337)	(1,072,192)	(1,102,047)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(746,332)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(1,262,837)	(1,263,811)	(1,264,785)	(1,265,759)	(1,266,733)	(1,267,707)	(1,268,681)
	82%		(1,205,075)	(1,208,937)	(1,212,799)	(1,216,661)	(1,220,524)	(1,224,386)	(1,228,248)
	84%		(1,147,313)	(1,154,063)	(1,160,814)	(1,167,564)	(1,174,314)	(1,181,064)	(1,187,815)
	86%		(1,089,551)	(1,099,190)	(1,108,828)	(1,118,466)	(1,128,105)	(1,137,743)	(1,147,381)
	88%		(1,031,789)	(1,044,316)	(1,056,842)	(1,069,369)	(1,081,895)	(1,094,422)	(1,106,948)
	90%		(974,028)	(989,442)	(1,004,857)	(1,020,271)	(1,035,686)	(1,051,100)	(1,066,515)
	92%		(916,266)	(934,568)	(952,871)	(971,174)	(989,476)	(1,007,779)	(1,026,082)
	94%		(858,504)	(879,695)	(900,885)	(922,076)	(943,267)	(964,458)	(985,648)
	96%		(801,527)	(824,821)	(848,900)	(872,979)	(897,057)	(921,136)	(945,215)
	98%		(745,415)	(771,120)	(796,916)	(823,881)	(850,848)	(877,815)	(904,782)
	100%		(689,616)	(717,909)	(746,332)	(774,912)	(804,638)	(834,494)	(864,349)
	102%		(634,091)	(664,901)	(695,984)	(727,161)	(758,550)	(791,172)	(823,915)
104%		(578,759)	(612,232)	(645,804)	(679,638)	(713,607)	(747,851)	(783,482)	
106%		(524,810)	(559,782)	(595,916)	(632,260)	(668,872)	(705,672)	(743,049)	
108%		(472,017)	(508,715)	(546,281)	(585,143)	(624,258)	(663,685)	(703,355)	
110%		(419,935)	(458,646)	(497,941)	(538,220)	(579,913)	(621,836)	(664,079)	
112%		(368,308)	(409,211)	(450,512)	(492,490)	(535,640)	(580,226)	(625,020)	
114%		(316,982)	(360,182)	(403,668)	(447,623)	(492,379)	(538,652)	(586,083)	
116%		(265,898)	(311,426)	(357,199)	(403,305)	(449,986)	(497,694)	(547,281)	
118%		(214,978)	(262,892)	(310,995)	(359,361)	(408,165)	(457,685)	(508,608)	
120%		(168,261)	(214,512)	(264,983)	(315,691)	(366,714)	(418,275)	(470,824)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(746,332)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(689,616)	(717,909)	(746,332)	(774,912)	(804,638)	(834,494)	(864,349)
	10,000		(689,616)	(708,988)	(728,389)	(747,998)	(767,934)	(788,614)	(809,293)
	20,000		(689,616)	(700,068)	(710,519)	(721,084)	(731,722)	(742,734)	(754,237)
	30,000		(689,616)	(691,147)	(692,677)	(694,207)	(695,836)	(697,503)	(699,184)
	40,000		(689,616)	(682,226)	(674,835)	(667,444)	(660,054)	(652,663)	(645,341)
	50,000		(689,616)	(673,305)	(665,993)	(640,681)	(624,370)	(608,058)	(591,747)
	60,000		(689,616)	(664,384)	(659,151)	(613,937)	(588,742)	(563,547)	(538,351)
	70,000		(689,616)	(655,463)	(621,391)	(587,325)	(553,259)	(519,193)	(485,127)
	80,000		(689,616)	(646,586)	(603,649)	(560,713)	(517,776)	(474,896)	(432,362)
	90,000		(689,616)	(637,715)	(585,908)	(534,100)	(482,472)	(431,445)	(380,904)
	100,000		(689,616)	(628,845)	(568,166)	(507,578)	(447,795)	(388,747)	(330,251)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Appraisal Ref: **San35** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **350**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	350 Units
AH Policy requirement (% Target)	10%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 90%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented
	2.5% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	63.0	12.4%	4.3	19%	67.3
3 bed House	40.0%	126.0	26.8%	9.4	39%	135.4
4 bed House	20.0%	63.0	20.0%	7.0	20%	70.0
5 bed House	5.0%	15.8	5.9%	2.1	5%	17.8
1 bed Flat	10.0%	31.5	22.5%	7.9	11%	39.4
2 bed Flat	5.0%	15.8	12.4%	4.3	6%	20.1
<b>Total number of units</b>	<b>100.0%</b>	<b>315.0</b>	<b>100.0%</b>	<b>35.0</b>	<b>100%</b>	<b>350.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	MV # units (sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	Total # units (sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	MV # units (sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	Total # units (sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	MV # units (sqft)	AH units GIA (sqm)	Total GIA (all units) (sqm)	Total # units (sqft)
1 bed House	0	0	0	0	0
2 bed House	4,977	53,572	343	5,320	57,262
3 bed House	12,600	135,625	938	13,538	145,722
4 bed House	8,064	86,800	896	8,960	96,445
5 bed House	2,520	27,125	330	2,850	30,681
1 bed Flat	1,853	19,945	463	2,316	24,931
2 bed Flat	1,297	13,961	357	1,654	17,809
	<b>31,311</b>	<b>337,029</b>	<b>3,328</b>	<b>35,821</b>	<b>372,850</b>

AH % by floor area: 9.61% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	145,000	2,339	217	0
2 bed House	170,000	2,152	200	11,447,800
3 bed House	205,000	2,050	190	27,752,900
4 bed House	265,000	2,070	192	18,550,000
5 bed House	340,000	2,125	197	6,057,100
1 bed Flat	115,000	2,300	214	4,528,125
2 bed Flat	135,000	1,929	179	2,712,150
				<b>71,048,075</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	63.0	@	170,000	10,710,000
3 bed House	126.0	@	205,000	25,830,000
4 bed House	63.0	@	265,000	16,695,000
5 bed House	15.8	@	340,000	5,355,000
1 bed Flat	31.5	@	115,000	3,622,500
2 bed Flat	15.8	@	135,000	2,126,250
	315.0			64,338,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	3.3	@	102,000	332,010
3 bed House	7.0	@	123,000	865,305
4 bed House	5.3	@	159,000	834,750
5 bed House	1.5	@	204,000	315,945
1 bed Flat	5.9	@	69,000	407,531
2 bed Flat	3.3	@	81,000	263,655
	26.3			3,019,196
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.1	@	119,000	129,115
3 bed House	2.3	@	143,500	336,508
4 bed House	1.8	@	185,500	324,625
5 bed House	0.5	@	238,000	122,868
1 bed Flat	2.0	@	80,500	158,484
2 bed Flat	1.1	@	94,500	102,533
	8.8			1,174,132
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	35.0		-
<b>Sub-total GDV Residential</b>				
	350			68,532,078
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>2,515,997</b>
	73 £ psm (total GIA sqm)		7,189 £ per unit (total units)	
<b>Grant</b>	35	AH units @	0 per unit	-
<b>Total GDV</b>				<b>68,532,078</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(64,259)
Planning Application Professional Fees, Surveys and reports						(190,000)
CIL		31,311 sqm (Market only)		20.64 £ psm		(646,259)
	<b>CIL analysis:</b>	0.94% % of GDV		1,846 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	350 units @		9,633 per unit		(3,371,550)
	Sub-total					(3,371,550)
	<b>S106 analysis:</b>	385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum		34,639 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		8.75 ha @		0 £ per ha (if brownfield)		-
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	350 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		- sqm @		1,211 psm		-
2 bed House		5,320 sqm @		1,211 psm		(6,442,350)
3 bed House		13,538 sqm @		1,211 psm		(16,394,518)
4 bed House		8,960 sqm @		1,211 psm		(10,850,560)
5 bed House		2,850 sqm @		1,211 psm		(3,451,834)
1 bed Flat		2,316 sqm @		1,410 psm		(3,265,809)
2 bed Flat		34,639 1,654 sqm @		1,410 psm		(2,332,804)
Garages for 3 bed House (OMS only)	126 units @		50% @	11,754 £ per garage		(740,502)
Garages for 4 bed House (OMS only)	63 units @		75% @	11,754 £ per garage		(555,377)
Garages for 5 bed House (OMS only)	16 units @		120% @	11,754 £ per garage		(222,151)
External works		44,255,904 @		15.0%		(6,638,386)
	<b>Ext. Works analysis:</b>			18,967 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		350 units @		1,003 £ per unit		(351,050)
M4(2) Category 2 Housing Aff units	35 units @		100% @	521 £ per unit		(18,235)
M4(2) Category 2 Housing OMS units	315 units @		100% @	521 £ per unit		(164,115)
M4(3) Category 3 Housing Aff units	35 units @		0% @	10,111 £ per unit		-
M4(3) Category 3 Housing OMS units	315 units @		0% @	10,111 £ per unit		-
Part L 2025/FHS	350 units @			4,449 £ per unit		(1,557,150)
Renewable Energy	350 units @			0 £ per unit		-
EV Charging Points - Houses	291 units @			0 £ per unit		-
EV Charging Points - Flats	59 units @		4 flats per charger	0 £ per 4 units		-
Water Efficiency	350 units @			0 £ per unit		-
	Sub-total					(2,090,550)
	<b>Policy Costs analysis: (design costs only)</b>			5,973 £ per unit (total units)		
Contingency (on construction)		52,984,840 @		5.0%		(2,649,242)

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	52,984,840 @		<b>6.5%</b>		(3,444,015)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	64,338,750 OMS @		<b>3.00%</b>	5,515 £ per unit	(1,930,163)
Residential Sales Agent Costs	64,338,750 OMS @		<b>1.00%</b>	1,838 £ per unit	(643,388)
Residential Sales Legal Costs	64,338,750 OMS @		<b>0.25%</b>	460 £ per unit	(160,847)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>7,841 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(918,919)
<b>Developers Profit -</b>					
Profit on OMS	64,338,750		<b>20.00%</b>		(12,867,750)
Margin on AH	4,193,328		<b>6.00%</b> on AH values		(251,600)
<b>Profit analysis:</b>		<b>68,532,078</b>		<b>19.14% blended GDV</b>	<b>(13,119,350)</b>
		<b>67,113,480</b>		<b>19.55% on costs</b>	<b>(13,119,350)</b>
<b>TOTAL COSTS</b>					<b>(80,232,830)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(11,700,752)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(11,700,752)</b>
<b>RLV analysis:</b>	<b>(33,431) £ per plot</b>	<b>(1,337,229) £ per ha (net)</b>	<b>(541,169) £ per acre (net)</b>		
		<b>(1,069,783) £ per ha (gross)</b>	<b>(432,935) £ per acre (gross)</b>		
			<b>-17.07% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		8.75 ha (net)		21.62 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		10.94 ha (gross)		27.03 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,245 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	12,355 £ per plot	494,200 £ per ha (net)	<b>200,000</b> £ per acre (net)		<b>4,324,250</b>
<b>BLV analysis:</b>		<b>395,360 £ per ha (gross)</b>	<b>160,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,831,429) £ per ha (net)</b>	<b>(741,169) £ per acre (net)</b>		<b>(16,025,002)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(741,169)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(648,022)	(678,006)	(708,129)	(738,465)	(856,910)	(1,196,174)	(1,535,438)	
	10.00	(665,654)	(694,851)	(724,093)	(753,622)	(947,577)	(1,281,174)	(1,614,771)	
	20.00	(683,347)	(711,696)	(740,142)	(768,780)	(1,038,243)	(1,366,174)	(1,694,105)	
	30.00	(701,079)	(728,542)	(756,191)	(806,646)	(1,128,910)	(1,451,174)	(1,773,438)	
	40.00	(718,810)	(745,387)	(772,240)	(902,980)	(1,219,577)	(1,536,174)	(1,852,772)	
	50.00	(736,542)	(762,326)	(788,288)	(999,313)	(1,310,244)	(1,621,174)	(1,932,105)	
	60.00	(754,274)	(779,266)	(804,337)	(1,095,646)	(1,400,910)	(1,706,174)	(2,011,438)	
	70.00	(772,027)	(796,207)	(892,382)	(1,191,980)	(1,491,577)	(1,791,174)	(2,090,772)	
	80.00	(789,859)	(813,147)	(994,382)	(1,288,313)	(1,582,244)	(1,876,174)	(2,170,105)	
	90.00	(807,691)	(830,087)	(1,096,383)	(1,384,647)	(1,672,911)	(1,961,174)	(2,249,438)	
	100.00	(825,523)	(915,785)	(1,198,383)	(1,480,980)	(1,763,577)	(2,046,175)	(2,328,772)	
	110.00	(843,355)	(1,023,452)	(1,300,383)	(1,577,313)	(1,854,244)	(2,131,175)	(2,408,105)	
	120.00	(861,187)	(1,131,119)	(1,402,383)	(1,673,647)	(1,944,911)	(2,216,175)	(2,487,438)	
	130.00	(973,188)	(1,238,786)	(1,504,383)	(1,769,980)	(2,035,577)	(2,301,175)	(2,566,772)	
	140.00	(1,086,522)	(1,346,452)	(1,606,383)	(1,866,314)	(2,126,244)	(2,386,175)	(2,646,105)	
	150.00	(1,199,855)	(1,454,119)	(1,708,383)	(1,962,647)	(2,216,911)	(2,471,175)	(2,725,439)	
	160.00	(1,313,189)	(1,561,786)	(1,810,383)	(2,058,980)	(2,307,578)	(2,556,175)	(2,804,772)	
170.00	(1,426,522)	(1,669,453)	(1,912,383)	(2,155,314)	(2,398,244)	(2,641,175)	(2,884,105)		
180.00	(1,539,855)	(1,777,119)	(2,014,383)	(2,251,647)	(2,488,911)	(2,726,175)	(2,963,439)		
190.00	(1,653,189)	(1,884,786)	(2,116,383)	(2,347,981)	(2,579,578)	(2,811,175)	(3,042,772)		
200.00	(1,766,522)	(1,992,453)	(2,218,383)	(2,444,314)	(2,670,245)	(2,896,175)	(3,122,106)		
210.00	(1,879,856)	(2,100,120)	(2,320,383)	(2,540,647)	(2,760,911)	(2,981,175)	(3,201,439)		
220.00	(1,993,189)	(2,207,786)	(2,422,384)	(2,636,981)	(2,851,578)	(3,066,175)	(3,280,773)		
230.00	(2,106,522)	(2,315,453)	(2,524,384)	(2,733,314)	(2,942,245)	(3,151,175)	(3,360,106)		
240.00	(2,219,856)	(2,423,120)	(2,626,384)	(2,829,648)	(3,032,912)	(3,236,175)	(3,439,439)		
250.00	(2,333,189)	(2,530,787)	(2,728,384)	(2,925,981)	(3,123,578)	(3,321,176)	(3,518,773)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(741,169)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9.633	-	(514,701)	(541,723)	(569,598)	(597,628)	(625,812)	(654,105)	(682,678)	
	1,000	(531,944)	(559,312)	(587,337)	(615,366)	(643,651)	(672,038)	(714,869)	
	2,000	(549,312)	(577,046)	(605,075)	(633,197)	(661,490)	(689,977)	(828,886)	
	3,000	(566,815)	(594,784)	(622,814)	(651,036)	(679,336)	(707,917)	(942,904)	
	4,000	(584,494)	(612,523)	(640,581)	(668,874)	(697,276)	(729,362)	(1,056,921)	
	5,000	(602,232)	(630,262)	(658,420)	(686,713)	(715,216)	(843,371)	(1,170,939)	
	6,000	(619,971)	(648,000)	(676,259)	(704,575)	(733,155)	(957,388)	(1,284,956)	
	7,000	(637,709)	(665,805)	(694,098)	(722,514)	(751,095)	(1,071,406)	(1,398,974)	
	8,000	(655,448)	(683,644)	(711,937)	(740,454)	(857,855)	(1,185,423)	(1,512,991)	
	9,000	(673,190)	(701,483)	(729,813)	(768,394)	(971,873)	(1,299,441)	(1,627,009)	
	10,000	(691,028)	(719,321)	(747,753)	(776,334)	(1,085,890)	(1,413,458)	(1,741,026)	
	11,000	(708,867)	(737,160)	(765,693)	(872,340)	(1,199,908)	(1,527,476)	(1,855,044)	
	12,000	(726,706)	(755,052)	(783,632)	(986,358)	(1,313,926)	(1,641,494)	(1,969,062)	
	13,000	(744,545)	(772,991)	(801,572)	(1,100,375)	(1,427,943)	(1,755,511)	(2,083,079)	
	14,000	(762,384)	(790,931)	(886,825)	(1,214,393)	(1,541,961)	(1,869,529)	(2,197,097)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(741,169)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(519,164)	(555,723)	(592,383)	(629,230)	(911,792)	(1,247,626)	(1,583,460)	
	17.5%	(601,823)	(634,249)	(666,776)	(699,490)	(977,919)	(1,309,620)	(1,641,321)	
	20.0%	(684,482)	(712,775)	(741,169)	(769,750)	(1,044,046)	(1,371,614)	(1,699,182)	
	22.5%	(767,140)	(791,300)	(815,562)	(840,010)	(1,110,173)	(1,433,608)	(1,757,043)	
	25.0%	(849,799)	(869,826)	(889,955)	(910,270)	(1,176,300)	(1,495,602)	(1,814,904)	
	27.5%	(932,458)	(948,352)	(964,348)	(980,530)	(1,242,427)	(1,557,596)	(1,872,766)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(741,169)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 200,000	100,000	(584,482)	(612,775)	(641,169)	(669,750)	(944,046)	(1,271,614)	(1,599,182)	
	150,000	(634,482)	(662,775)	(691,169)	(719,750)	(994,046)	(1,321,614)	(1,649,182)	
	200,000	(684,482)	(712,775)	(741,169)	(769,750)	(1,044,046)	(1,371,614)	(1,699,182)	
	250,000	(734,482)	(762,775)	(791,169)	(819,750)	(1,094,046)	(1,421,614)	(1,749,182)	
	300,000	(784,482)	(812,775)	(841,169)	(869,750)	(1,144,046)	(1,471,614)	(1,799,182)	
	350,000	(834,482)	(862,775)	(891,169)	(919,750)	(1,194,046)	(1,521,614)	(1,849,182)	
	400,000	(884,482)	(912,775)	(941,169)	(969,750)	(1,244,046)	(1,571,614)	(1,899,182)	
	450,000	(934,482)	(962,775)	(991,169)	(1,019,750)	(1,294,046)	(1,621,614)	(1,949,182)	
	500,000	(984,482)	(1,012,775)	(1,041,169)	(1,069,750)	(1,344,046)	(1,671,614)	(1,999,182)	
	550,000	(1,034,482)	(1,062,775)	(1,091,169)	(1,119,750)	(1,394,046)	(1,721,614)	(2,049,182)	
	600,000	(1,084,482)	(1,112,775)	(1,141,169)	(1,169,750)	(1,444,046)	(1,771,614)	(2,099,182)	
	650,000	(1,134,482)	(1,162,775)	(1,191,169)	(1,219,750)	(1,494,046)	(1,821,614)	(2,149,182)	
	700,000	(1,184,482)	(1,212,775)	(1,241,169)	(1,269,750)	(1,544,046)	(1,871,614)	(2,199,182)	
	750,000	(1,234,482)	(1,262,775)	(1,291,169)	(1,319,750)	(1,594,046)	(1,921,614)	(2,249,182)	
	800,000	(1,284,482)	(1,312,775)	(1,341,169)	(1,369,750)	(1,644,046)	(1,971,614)	(2,299,182)	
850,000	(1,334,482)	(1,362,775)	(1,391,169)	(1,419,750)	(1,694,046)	(2,021,614)	(2,349,182)		



# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2

Scheme Typology: **Low Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(741,169)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			65,663	43,598	21,507	(583)	(22,673)	(44,769)	(66,894)
			(45,258)	(67,267)	(89,279)	(111,331)	(133,383)	(155,480)	(177,599)
	Build Cost		(156,567)	(178,553)	(201,248)	(226,767)	(252,352)	(278,032)	(303,834)
	100%		(279,793)	(305,340)	(330,995)	(356,785)	(382,798)	(409,137)	(435,988)
	(105% = 5% increase)		(410,665)	(436,690)	(463,065)	(489,960)	(517,760)	(546,082)	(574,479)
			(544,829)	(572,620)	(600,796)	(629,040)	(657,479)	(686,092)	(714,881)
			(684,482)	(712,775)	(741,169)	(769,750)	(1,044,046)	(1,371,614)	(1,699,182)
			(825,565)	(960,084)	(1,286,714)	(1,613,344)	(1,939,974)	(2,266,603)	(2,593,233)
			(1,533,134)	(1,858,826)	(2,184,518)	(2,510,209)	(2,835,901)	(3,161,593)	(3,487,285)
			(2,432,814)	(2,757,568)	(3,082,321)	(3,407,075)	(3,731,829)	(4,056,582)	(4,381,336)
			(3,332,494)	(3,656,310)	(3,980,125)	(4,303,941)	(4,627,756)	(4,951,572)	(5,275,387)
			(4,232,174)	(4,555,052)	(4,877,929)	(5,200,806)	(5,523,684)	(5,846,561)	(6,169,438)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(741,169)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(595,908)	(623,937)	(652,060)	(680,353)	(708,820)	(802,720)	(1,130,288)
			(615,802)	(643,831)	(672,066)	(700,359)	(728,939)	(930,590)	(1,258,158)
			(635,695)	(663,779)	(692,073)	(720,478)	(749,058)	(1,058,460)	(1,386,028)
			(655,589)	(683,786)	(712,079)	(740,597)	(858,762)	(1,186,330)	(1,513,898)
			(675,499)	(703,792)	(732,136)	(760,716)	(986,632)	(1,314,200)	(1,641,768)
	Part L 2025/FHS		(695,505)	(723,798)	(752,255)	(786,940)	(1,114,502)	(1,442,070)	(1,769,638)
	4,449		(715,511)	(743,804)	(772,374)	(914,804)	(1,242,372)	(1,569,940)	(1,897,508)
			(735,517)	(763,913)	(792,493)	(1,042,674)	(1,370,242)	(1,697,810)	(2,025,378)
			(755,523)	(784,032)	(842,976)	(1,170,544)	(1,498,112)	(1,825,680)	(2,153,248)
			(775,571)	(804,151)	(970,846)	(1,298,414)	(1,625,982)	(1,953,550)	(2,281,118)
			(795,690)	(824,271)	(1,098,716)	(1,426,284)	(1,753,852)	(2,081,420)	(2,408,988)
			(815,809)	(899,018)	(1,226,586)	(1,554,154)	(1,881,722)	(2,209,291)	(2,536,859)
			(835,928)	(1,026,888)	(1,354,456)	(1,682,025)	(2,009,593)	(2,337,161)	(2,664,729)
			(856,048)	(1,154,759)	(1,482,327)	(1,809,895)	(2,137,463)	(2,465,031)	(2,792,599)
			(955,061)	(1,282,629)	(1,610,197)	(1,937,765)	(2,265,333)	(2,592,901)	(2,920,469)
			(1,082,931)	(1,410,499)	(1,738,067)	(2,065,635)	(2,393,203)	(2,720,771)	(3,048,339)
			(1,210,801)	(1,538,369)	(1,865,937)	(2,193,505)	(2,521,073)	(2,848,641)	(3,176,209)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(741,169)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(4,012,573)	(4,126,201)	(4,239,829)	(4,353,457)	(4,467,085)	(4,580,713)	(4,694,342)
			(3,584,693)	(3,719,715)	(3,854,737)	(3,989,759)	(4,124,781)	(4,259,804)	(4,394,826)
	Market Values		(3,156,813)	(3,313,229)	(3,469,645)	(3,626,061)	(3,782,478)	(3,938,894)	(4,095,310)
	100%		(2,728,933)	(2,906,743)	(3,084,554)	(3,262,364)	(3,440,174)	(3,617,984)	(3,795,794)
	(105% = 5% increase)		(2,301,054)	(2,500,258)	(2,699,462)	(2,898,666)	(3,097,870)	(3,297,074)	(3,496,278)
			(1,873,174)	(2,093,772)	(2,314,370)	(2,534,968)	(2,755,566)	(2,976,164)	(3,196,762)
			(1,445,294)	(1,687,286)	(1,929,278)	(2,171,270)	(2,413,262)	(2,655,254)	(2,897,246)
			(1,017,414)	(1,280,800)	(1,544,186)	(1,807,572)	(2,070,958)	(2,334,344)	(2,597,730)
			(796,365)	(874,314)	(1,159,094)	(1,443,874)	(1,728,654)	(2,013,434)	(2,298,214)
			(740,280)	(765,958)	(791,730)	(1,080,176)	(1,386,350)	(1,692,524)	(1,998,698)
			(684,482)	(712,775)	(741,169)	(769,750)	(1,044,046)	(1,371,614)	(1,699,182)
			(628,983)	(659,784)	(690,849)	(721,998)	(753,388)	(1,050,704)	(1,399,666)
			(573,701)	(607,124)	(640,696)	(674,503)	(708,445)	(742,643)	(1,100,150)
			(519,860)	(554,748)	(590,807)	(627,152)	(663,737)	(700,510)	(800,634)
			(467,122)	(503,770)	(541,246)	(580,035)	(619,150)	(658,551)	(698,192)
			(415,083)	(453,765)	(493,002)	(533,186)	(574,805)	(616,702)	(658,944)
			(363,481)	(404,359)	(445,631)	(487,540)	(530,583)	(575,118)	(619,885)
			(312,174)	(355,355)	(398,815)	(442,726)	(487,411)	(533,544)	(580,975)
			(261,109)	(306,618)	(352,372)	(398,453)	(445,086)	(492,704)	(542,172)
			(210,201)	(258,103)	(306,181)	(354,532)	(403,298)	(452,755)	(503,564)
			(164,410)	(209,735)	(260,194)	(310,877)	(361,874)	(413,394)	(465,864)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(741,169)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(684,482)	(712,775)	(741,169)	(769,750)	(1,044,046)	(1,371,614)	(1,699,182)
			(684,482)	(703,854)	(723,226)	(742,836)	(815,972)	(1,086,522)	(1,357,072)
	Grant (£ per unit)		(684,482)	(694,933)	(705,384)	(715,921)	(726,559)	(801,430)	(1,014,961)
	-		(684,482)	(686,012)	(687,542)	(689,072)	(690,674)	(692,340)	(694,007)
			(684,482)	(677,091)	(669,700)	(662,309)	(654,919)	(647,528)	(640,179)
			(684,482)	(668,170)	(651,858)	(635,547)	(619,235)	(602,923)	(586,612)
			(684,482)	(659,249)	(634,024)	(608,829)	(583,634)	(558,438)	(533,243)
			(684,482)	(650,349)	(616,283)	(582,217)	(548,151)	(514,085)	(480,019)
			(684,482)	(641,478)	(598,541)	(555,604)	(512,668)	(469,838)	(427,366)
			(684,482)	(632,607)	(580,800)	(528,992)	(477,438)	(426,475)	(375,990)
			(684,482)	(623,736)	(563,058)	(502,520)	(442,825)	(383,839)	(325,385)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.2 - Summary Table

Appraisal Ref:	San28	San29	San30	San31	San32	San33	San34	San35
Scheme Typology:	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Low	Low	Low	Low	Low	Low	Low	Low
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	1,662,000	2,984,339	5,968,678	9,104,892	15,664,475	29,370,891	44,056,336	68,532,078
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	3,906	3,906	3,936	11,479	11,479	11,479	11,479
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	19.16%	19.16%	19.17%	19.14%	19.14%	19.14%	19.14%
Developers Profit (% on costs)	21.93%	17.97%	18.47%	18.46%	19.36%	19.47%	19.52%	19.55%
Developers Profit Total (£)	332,400	571,708	1,143,416	1,745,499	2,998,709	5,622,578	8,433,868	13,119,350
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-
RLV (£/acre (net))	(377,266)	(830,031)	(737,120)	(753,366)	(571,962)	(553,559)	(546,332)	(541,169)
RLV (£/ha (net))	(932,225)	(2,051,007)	(1,821,424)	(1,861,568)	(1,413,319)	(1,367,845)	(1,349,985)	(1,337,229)
RLV (% of GDV)	-11.22%	-25.77%	-22.89%	-23.00%	-18.04%	-17.46%	-17.24%	-17.07%
RLV Total (£)	(186,445)	(769,128)	(1,366,068)	(2,094,264)	(2,826,637)	(5,129,417)	(7,593,668)	(11,700,752)
BLV (£/acre (net))	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
BLV (£/ha (net))	494,200	494,200	494,200	494,200	494,200	494,200	494,200	494,200
BLV Total (£)	98,840	185,325	370,650	555,975	988,400	1,853,250	2,779,875	4,324,250
Surplus/Deficit (£/acre) [RLV-BLV]	(577,266)	(1,030,031)	(937,120)	(953,366)	(771,962)	(753,559)	(746,332)	(741,169)
Surplus/Deficit (£/ha)	(1,426,425)	(2,545,207)	(2,315,624)	(2,355,768)	(1,907,519)	(1,862,045)	(1,844,185)	(1,831,429)
Surplus/Deficit Total (£)	(285,285)	(954,453)	(1,736,718)	(2,650,239)	(3,815,037)	(6,982,667)	(10,373,543)	(16,025,002)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Appraisal Ref: **San36** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **8**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		8 Units						
AH Policy requirement (% Target)		0%						
Open Market Sale (OMS) housing		100%						
AH tenure split %		75.0% % Rented						
Open Market Sale (OMS)		100%						
Affordable Rent:		75.0%						
Social Rent:		0.0%						
First Homes:		25.0%						
Other Intermediate (LCHO/Sub-Market etc.):		0.0%						
		100% 100.0%						
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8		
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2		
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0		
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0		
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0		
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0		
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	202	2,170	0	0	202	2,170		
3 bed House	272	2,928	0	0	272	2,928		
4 bed House	210	2,260	0	0	210	2,260		
5 bed House	0	0	0	0	0	0		
1 bed Flat	0	0	0	0	0	0		
2 bed Flat	0	0	0	0	0	0		
	684	7,358	0	0	684	7,358		
AH % by floor area:		0.00% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	150,000	2,830	263	0				
2 bed House	190,000	2,639	245	532,000				
3 bed House	240,000	2,824	262	768,000				
4 bed House	300,000	2,857	265	600,000				
5 bed House	355,000	2,219	206	0				
1 bed Flat	135,000	2,700	251	0				
2 bed Flat	150,000	2,143	199	0				
				1,900,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
					* capped @£250K			

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	2.8	@	190,000	532,000
3 bed House	3.2	@	240,000	768,000
4 bed House	2.0	@	300,000	600,000
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	8.0			1,900,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	114,000	-
3 bed House	0.0	@	144,000	-
4 bed House	0.0	@	180,000	-
5 bed House	0.0	@	213,000	-
1 bed Flat	0.0	@	81,000	-
2 bed Flat	0.0	@	90,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	133,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	210,000	-
5 bed House	0.0	@	248,500	-
1 bed Flat	0.0	@	94,500	-
2 bed Flat	0.0	@	105,000	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>1,900,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>
<b>Grant</b>	0	AH units @	0 per unit	-
<b>Total GDV</b>				<b>1,900,000</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(3,696)
Planning Application Professional Fees, Surveys and reports					(10,000)
CIL					(14,110)
		684 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		<b>0.74% % of GDV</b>	<b>1,764 £ per unit (total units)</b>		
Site Specific S106 Contributions	Year 1		0	-	
	Year 2		0	-	
	Year 3		0	-	
	Year 4		0	-	
	Year 5		0	-	
	Year 6		0	-	
	Year 7		0	-	
	Year 8		0	-	
	Year 9		0	-	
	Year 10		0	-	
	Year 11		0	-	
	Year 12		0	-	
	Year 13		0	-	
	Year 14		0	-	
	Year 15		0	-	
	Years 1-15	8 units @	0 per unit	-	
	Sub-total			-	
<b>S106 analysis:</b>		<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>	
AH Commuted Sum		684 sqm (total)	0 £ psm	-	
<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>			
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					-
		0.20 ha @	0 £ per ha (if brownfield)	-	
Site Infrastructure costs -					
	Year 1	0		-	
	Year 2	0		-	
	Year 3	0		-	
	Year 4	0		-	
	Year 5	0		-	
	Year 6	0		-	
	Year 7	0		-	
	Year 8	0		-	
	Year 9	0		-	
	Year 10	0		-	
	Year 11	0		-	
	Year 12	0		-	
	Year 13	0		-	
	Year 14	0		-	
	Year 15	0		-	
	Years 1-15	8 units @	0 per unit	-	
	Sub-total			-	
<b>Infra. Costs analysis:</b>		<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>	
1 bed House		- sqm @	1,374 psm	-	
2 bed House		202 sqm @	1,374 psm	(276,998)	
3 bed House		272 sqm @	1,374 psm	(373,728)	
4 bed House		210 sqm @	1,374 psm	(288,540)	
5 bed House		- sqm @	1,374 psm	-	
1 bed Flat		- sqm @	1,576 psm	-	
2 bed Flat		684 sqm @	1,576 psm	-	
Garages for 3 bed House	(OMS only)	3 units @	50% @	11,754 £ per garage	(18,806)
Garages for 4 bed House	(OMS only)	2 units @	75% @	11,754 £ per garage	(17,631)
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage	-
External works					(146,356)
<b>Ext. Works analysis:</b>		<b>975,704 @</b>	<b>15.0%</b>	<b>18,294 £ per unit (total units)</b>	
Policy Costs on design -					
Net Biodiversity costs					(8,024)
M4(2) Category 2 Housing	Aff units	- units @	100% @	0 £ per unit	-
M4(2) Category 2 Housing	OMS units	8 units @	100% @	0 £ per unit	-
M4(3) Category 3 Housing	Aff units	- units @	0% @	0 £ per unit	-
M4(3) Category 3 Housing	OMS units	8 units @	0% @	0 £ per unit	-
Part L 2025/FHS		8 units @		4,449 £ per unit	(35,592)
Renewable Energy		8 units @		0 £ per unit	-
EV Charging Points - Houses		8 units @		0 £ per unit	-
EV Charging Points - Flats		- units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		8 units @		0 £ per unit	-
	Sub-total				(43,616)
<b>Policy Costs analysis: (design costs only)</b>			<b>5,452 £ per unit (total units)</b>		
Contingency (on construction)					(58,284)
		1,165,675 @	5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**

Notes:

<b>Professional Fees</b>	1,165,675 @		<b>6.5%</b>		(75,769)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	1,900,000 OMS @		<b>3.00%</b>	7,125 £ per unit	(57,000)
Residential Sales Agent Costs	1,900,000 OMS @		<b>1.00%</b>	2,375 £ per unit	(19,000)
Residential Sales Legal Costs	1,900,000 OMS @		<b>0.25%</b>	594 £ per unit	(4,750)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>11,344 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(2,128)
<b>Developers Profit -</b>					
Profit on OMS	1,900,000		<b>20.00%</b>		(380,000)
Margin on AH	0		<b>6.00%</b> on AH values		-
<b>Profit analysis:</b>		<b>1,900,000</b>		<b>20.00% blended GDV</b>	<b>(380,000)</b>
		<b>1,520,412</b>		<b>24.99% on costs</b>	<b>(380,000)</b>
<b>TOTAL COSTS</b>					<b>(1,900,412)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(412)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		7.00%		-
Residual Land Value					<b>(412)</b>
<b>RLV analysis:</b>	<b>(51) £ per plot</b>	<b>(2,059) £ per ha (net)</b>	<b>(833) £ per acre (net)</b>		
		<b>(1,647) £ per ha (gross)</b>	<b>(666) £ per acre (gross)</b>		
			<b>-0.02% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.20 ha (net)		0.49 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.25 ha (gross)		0.62 acres (gross)	
<b>Density analysis:</b>		<b>3,418 sqm/ha (net)</b>		<b>14,889 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	13,899 £ per plot	555,975 £ per ha (net)		<b>225,000 £ per acre (net)</b>	<b>111,195</b>
<b>BLV analysis:</b>		<b>444,780 £ per ha (gross)</b>		<b>180,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(558,034) £ per ha (net)</b>		<b>(225,833) £ per acre (net)</b>	<b>(111,607)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(225,833)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(179,761)	(239,871)	(282,604)	(325,359)	(368,115)	(411,056)	(454,189)	
	10.00	(191,734)	(253,021)	(295,080)	(337,142)	(379,223)	(421,474)	(463,975)	
	20.00	(203,708)	(266,186)	(307,555)	(348,924)	(390,337)	(431,893)	(473,769)	
	30.00	(238,789)	(279,355)	(320,031)	(360,707)	(401,450)	(442,317)	(483,596)	
	40.00	(252,632)	(292,524)	(332,507)	(372,490)	(412,563)	(452,765)	(493,429)	
	50.00	(266,474)	(305,692)	(344,982)	(384,272)	(423,676)	(463,213)	(503,306)	
	60.00	(280,316)	(318,861)	(357,458)	(396,055)	(434,789)	(473,661)	(513,212)	
	70.00	(294,158)	(332,030)	(369,934)	(407,837)	(445,902)	(484,130)	(523,145)	
	80.00	(308,001)	(345,199)	(382,409)	(419,626)	(457,015)	(494,615)	(533,077)	
	90.00	(321,850)	(358,367)	(394,885)	(431,434)	(468,128)	(505,106)	(543,010)	
	100.00	(335,712)	(371,536)	(407,360)	(443,241)	(479,241)	(515,635)	(552,942)	
	110.00	(349,573)	(384,705)	(419,836)	(455,049)	(490,385)	(526,185)	(562,874)	
	120.00	(363,435)	(397,874)	(432,312)	(466,856)	(501,529)	(536,773)	(572,807)	
	130.00	(377,297)	(411,042)	(444,787)	(478,664)	(512,674)	(547,415)	(582,739)	
	140.00	(391,159)	(424,211)	(457,263)	(490,472)	(523,857)	(558,056)	(592,671)	
	150.00	(405,021)	(437,380)	(469,752)	(502,279)	(535,041)	(568,698)	(602,604)	
	160.00	(418,883)	(450,549)	(482,255)	(514,087)	(546,270)	(579,340)	(612,536)	
	170.00	(432,744)	(463,717)	(494,757)	(525,915)	(557,531)	(589,982)	(622,468)	
	180.00	(446,606)	(476,886)	(507,259)	(537,756)	(568,847)	(600,624)	(632,401)	
	190.00	(460,468)	(490,055)	(519,761)	(549,604)	(580,198)	(611,266)	(642,333)	
200.00	(474,330)	(503,224)	(532,263)	(561,487)	(591,549)	(621,907)	(652,266)		
210.00	(488,192)	(516,406)	(544,766)	(573,396)	(602,900)	(632,549)	(662,198)		
220.00	(502,054)	(529,603)	(557,268)	(585,349)	(614,252)	(643,191)	(672,130)		
230.00	(515,915)	(542,799)	(569,804)	(597,373)	(625,603)	(653,833)	(682,063)		
240.00	(529,777)	(555,996)	(582,341)	(609,434)	(636,954)	(664,475)	(691,995)		
250.00	(543,639)	(569,193)	(594,923)	(621,495)	(648,306)	(675,116)	(701,927)		

**TABLE 2**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(225,833)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 -	-	(225,833)	(267,029)	(308,354)	(349,679)	(391,048)	(432,560)	(474,398)	
	1,000	(242,032)	(283,251)	(324,576)	(365,901)	(407,304)	(448,840)	(490,822)	
	2,000	(258,232)	(299,473)	(340,798)	(382,123)	(423,561)	(465,143)	(507,336)	
	3,000	(274,431)	(315,695)	(357,020)	(398,345)	(439,818)	(481,457)	(523,934)	
	4,000	(290,630)	(331,918)	(373,242)	(414,567)	(456,074)	(497,818)	(540,539)	
	5,000	(306,829)	(348,140)	(389,465)	(430,819)	(472,331)	(514,223)	(557,144)	
	6,000	(323,037)	(364,362)	(405,687)	(447,076)	(488,614)	(530,696)	(573,749)	
	7,000	(339,259)	(380,584)	(421,909)	(463,333)	(504,916)	(547,272)	(590,355)	
	8,000	(355,481)	(396,806)	(438,131)	(479,589)	(521,248)	(563,877)	(606,960)	
	9,000	(371,703)	(413,028)	(454,353)	(495,846)	(537,617)	(580,482)	(623,565)	
	10,000	(387,926)	(429,250)	(470,591)	(512,103)	(554,059)	(597,087)	(640,170)	
	11,000	(404,148)	(445,473)	(486,847)	(528,387)	(570,609)	(613,692)	(656,775)	
	12,000	(420,370)	(461,695)	(503,104)	(544,690)	(587,214)	(630,297)	(673,380)	
	13,000	(436,592)	(477,917)	(519,361)	(561,039)	(603,820)	(646,903)	(689,985)	
14,000	(452,814)	(494,139)	(535,617)	(577,443)	(620,425)	(663,508)	(706,591)		

**TABLE 3**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(225,833)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(38,195)	(82,144)	(126,204)	(170,263)	(237,264)	(288,387)	(339,837)	
	17.5%	(121,335)	(161,126)	(201,029)	(267,981)	(314,156)	(360,474)	(407,117)	
	20.0%	(225,833)	(267,029)	(308,354)	(349,679)	(391,048)	(432,560)	(474,398)	
	22.5%	(321,948)	(358,338)	(394,857)	(431,376)	(467,940)	(504,646)	(541,678)	
	25.0%	(418,063)	(449,647)	(481,361)	(513,074)	(544,832)	(576,732)	(608,958)	
	27.5%	(514,178)	(540,956)	(567,864)	(594,772)	(621,724)	(648,818)	(676,239)	

**TABLE 4**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(225,833)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 225,000	100,000	(100,833)	(142,029)	(183,354)	(224,679)	(266,048)	(307,560)	(349,398)	
	150,000	(150,833)	(192,029)	(233,354)	(274,679)	(316,048)	(357,560)	(399,398)	
	200,000	(200,833)	(242,029)	(283,354)	(324,679)	(366,048)	(407,560)	(449,398)	
	250,000	(250,833)	(292,029)	(333,354)	(374,679)	(416,048)	(457,560)	(499,398)	
	300,000	(300,833)	(342,029)	(383,354)	(424,679)	(466,048)	(507,560)	(549,398)	
	350,000	(350,833)	(392,029)	(433,354)	(474,679)	(516,048)	(557,560)	(599,398)	
	400,000	(400,833)	(442,029)	(483,354)	(524,679)	(566,048)	(607,560)	(649,398)	
	450,000	(450,833)	(492,029)	(533,354)	(574,679)	(616,048)	(657,560)	(699,398)	
	500,000	(500,833)	(542,029)	(583,354)	(624,679)	(666,048)	(707,560)	(749,398)	
	550,000	(550,833)	(592,029)	(633,354)	(674,679)	(716,048)	(757,560)	(799,398)	
	600,000	(600,833)	(642,029)	(683,354)	(724,679)	(766,048)	(807,560)	(849,398)	
	650,000	(650,833)	(692,029)	(733,354)	(774,679)	(816,048)	(857,560)	(899,398)	
	700,000	(700,833)	(742,029)	(783,354)	(824,679)	(866,048)	(907,560)	(949,398)	
	750,000	(750,833)	(792,029)	(833,354)	(874,679)	(916,048)	(957,560)	(999,398)	
	800,000	(800,833)	(842,029)	(883,354)	(924,679)	(966,048)	(1,007,560)	(1,049,398)	
	850,000	(850,833)	(892,029)	(933,354)	(974,679)	(1,016,048)	(1,057,560)	(1,099,398)	

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(225,833)							
			429,390	395,191	360,991	326,792	292,593	258,394	224,195
			323,809	289,388	254,967	220,546	186,125	151,704	117,273
			218,229	183,586	148,943	114,301	79,641	44,910	10,179
			112,649	77,784	42,899	7,945	(27,008)	(61,961)	(96,915)
			7,046	(28,130)	(63,306)	(98,481)	(133,657)	(168,864)	(225,475)
			(98,714)	(134,112)	(169,510)	(226,362)	(267,429)	(308,497)	(349,630)
			(225,833)	(267,029)	(308,354)	(349,679)	(391,048)	(432,560)	(474,398)
			(348,248)	(389,830)	(431,433)	(473,203)	(515,205)	(558,062)	(601,409)
			(470,792)	(512,813)	(554,982)	(597,866)	(641,477)	(685,088)	(728,700)
			(593,766)	(636,676)	(680,488)	(724,364)	(768,239)	(812,115)	(1,205,073)
			(718,442)	(762,582)	(806,722)	(850,861)	(1,081,759)	(1,625,176)	(2,168,593)
			(844,147)	(888,551)	(930,455)	(1,495,863)	(2,041,279)	(2,586,696)	(3,132,113)

**TABLE 7**

		Affordable Housing - % on site 0%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(225,833)							
			(134,777)	(170,397)	(227,617)	(268,920)	(310,245)	(351,572)	(393,084)
			1,000	(150,443)	(186,063)	(245,747)	(287,072)	(328,397)	(369,775)
			2,000	(166,108)	(201,729)	(263,899)	(305,224)	(346,549)	(387,979)
			3,000	(181,774)	(240,770)	(282,051)	(323,376)	(364,701)	(406,183)
			4,000	(197,440)	(258,881)	(300,203)	(341,528)	(382,874)	(424,386)
			5,000	(235,812)	(277,031)	(318,355)	(359,680)	(401,078)	(442,602)
			6,000	(253,923)	(295,183)	(336,507)	(377,832)	(419,282)	(460,868)
			7,000	(272,034)	(313,335)	(354,659)	(395,984)	(437,485)	(479,156)
			8,000	(290,162)	(331,487)	(372,811)	(414,177)	(455,689)	(497,495)
			9,000	(308,314)	(349,639)	(390,963)	(432,380)	(473,924)	(515,908)
			10,000	(326,466)	(367,791)	(409,115)	(450,584)	(492,190)	(534,405)
			11,000	(344,618)	(385,943)	(427,276)	(468,788)	(510,497)	(553,017)
			12,000	(362,770)	(404,095)	(445,479)	(486,991)	(528,846)	(571,638)
			13,000	(380,922)	(422,247)	(463,683)	(505,246)	(547,269)	(590,258)
			14,000	(399,074)	(440,399)	(481,887)	(523,511)	(565,795)	(608,878)
			15,000	(417,226)	(458,578)	(500,090)	(541,838)	(584,416)	(627,499)
		16,000	(435,378)	(476,782)	(518,302)	(560,207)	(603,036)	(646,119)	

**TABLE 8**

		Affordable Housing - % on site 0%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(225,833)							
			(817,190)	(923,179)	(1,180,398)	(1,437,618)	(1,694,837)	(1,952,056)	(2,209,276)
			82%	(757,033)	(773,045)	(789,058)	(964,682)	(1,249,721)	(1,819,799)
			84%	(696,876)	(715,896)	(734,917)	(753,937)	(804,605)	(1,117,464)
			86%	(636,719)	(658,747)	(680,775)	(702,803)	(724,831)	(746,871)
			88%	(577,117)	(601,598)	(626,634)	(651,670)	(676,706)	(701,742)
			90%	(518,341)	(545,252)	(572,552)	(600,537)	(628,580)	(656,624)
			92%	(459,700)	(489,451)	(519,281)	(549,486)	(580,455)	(611,506)
			94%	(401,201)	(433,751)	(466,428)	(499,199)	(532,396)	(566,389)
			96%	(342,702)	(378,177)	(413,652)	(449,272)	(485,004)	(521,284)
			98%	(284,205)	(322,603)	(361,003)	(399,404)	(437,982)	(476,726)
			100%	(225,833)	(267,029)	(308,354)	(349,679)	(391,048)	(432,560)
			102%	(153,982)	(192,127)	(255,704)	(299,954)	(344,204)	(388,559)
			104%	(103,490)	(144,159)	(184,829)	(250,230)	(297,405)	(344,580)
			106%	(52,998)	(96,192)	(139,386)	(182,580)	(250,606)	(300,705)
			108%	(2,506)	(48,224)	(93,943)	(139,662)	(185,421)	(256,831)
			110%	47,986	(257)	(48,500)	(96,744)	(144,987)	(193,336)
		112%	98,423	47,711	(3,057)	(53,825)	(104,593)	(155,385)	
		114%	148,841	95,664	42,386	(10,907)	(64,199)	(117,492)	
		116%	199,260	143,562	87,829	32,011	(23,806)	(79,623)	
		118%	249,679	191,460	133,241	74,930	16,588	(41,754)	
		120%	300,098	239,358	178,618	117,848	56,982	(3,885)	

**TABLE 8**

		Affordable Housing - % on site 0%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(225,833)							
			(225,833)	(267,029)	(308,354)	(349,679)	(391,048)	(432,560)	(474,398)
			10,000	(225,833)	(258,907)	(292,111)	(325,314)	(358,518)	(391,860)
			20,000	(225,833)	(250,797)	(275,868)	(300,950)	(326,032)	(351,161)
			30,000	(225,833)	(242,690)	(259,625)	(276,585)	(293,546)	(310,506)
			40,000	(225,833)	(234,582)	(243,382)	(252,221)	(261,060)	(269,899)
			50,000	(225,833)	(226,474)	(227,139)	(227,857)	(228,574)	(229,292)
			60,000	(225,833)	(198,016)	(191,557)	(185,149)	(178,745)	(172,341)
			70,000	(225,833)	(191,003)	(177,531)	(164,074)	(150,645)	(137,216)
			80,000	(225,833)	(183,990)	(163,505)	(143,020)	(122,545)	(102,090)
			90,000	(225,833)	(176,976)	(149,479)	(121,981)	(94,483)	(66,986)
		100,000	(225,833)	(169,963)	(135,453)	(100,942)	(66,431)	(31,920)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Appraisal Ref: **San37** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **15**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	15 Units
AH Policy requirement (% Target)	15%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 85%
AH tenure split %	Affordable Rent: 75.0%
	Social Rent: 0.0% 75.0% % Rented
	First Homes: 25.0%
	Other Intermediate (LCHO/Sub-Market etc.): 0.0% 3.8% % of total (>10% First Homes PPG 023)
	100.0% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	4.5	12.4%	0.3	32%	4.7
3 bed House	40.0%	5.1	26.8%	0.6	38%	5.7
4 bed House	25.0%	3.2	20.0%	0.5	24%	3.6
5 bed House	0.0%	0.0	5.9%	0.1	1%	0.1
1 bed Flat	0.0%	0.0	22.5%	0.5	3%	0.5
2 bed Flat	0.0%	0.0	12.4%	0.3	2%	0.3
<b>Total number of units</b>	<b>100.0%</b>	<b>12.8</b>	<b>100.0%</b>	<b>2.3</b>	<b>100%</b>	<b>15.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	353	3,795	22	237	375	4,032
3 bed House	510	5,490	60	649	570	6,139
4 bed House	408	4,392	58	620	466	5,012
5 bed House	0	0	21	229	21	229
1 bed Flat	0	0	30	321	30	321
2 bed Flat	0	0	23	247	23	247
	<b>1,271</b>	<b>13,676</b>	<b>214</b>	<b>2,303</b>	<b>1,484</b>	<b>15,979</b>

AH % by floor area: 14.41% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	900,885
3 bed House	240,000	2,400	223	1,368,720
4 bed House	300,000	2,344	218	1,091,250
5 bed House	355,000	2,219	206	47,126
1 bed Flat	135,000	2,700	251	68,344
2 bed Flat	150,000	2,143	199	41,850
				<b>3,518,175</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K



## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	4.5	@	190,000	847,875
3 bed House	5.1	@	240,000	1,224,000
4 bed House	3.2	@	300,000	956,250
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	12.8			3,028,125
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.2	@	114,000	23,855
3 bed House	0.5	@	144,000	65,124
4 bed House	0.3	@	180,000	60,750
5 bed House	0.1	@	213,000	21,207
1 bed Flat	0.4	@	81,000	30,755
2 bed Flat	0.2	@	90,000	18,833
	1.7			220,523
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.1	@	133,000	9,277
3 bed House	0.2	@	168,000	25,326
4 bed House	0.1	@	210,000	23,625
5 bed House	0.0	@	248,500	8,247
1 bed Flat	0.1	@	94,500	11,960
2 bed Flat	0.1	@	105,000	7,324
	0.6			85,759
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	2.3		-
<b>Sub-total GDV Residential</b>				
	<b>15</b>			<b>3,334,406</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>183,769</b>
		<b>124 £ psm (total GIA sqm)</b>	<b>12,251 £ per unit (total units)</b>	
<b>Grant</b>	2	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>3,334,406</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (6,930)									
Planning Application Professional Fees, Surveys and reports (20,000)									
CIL 1,271 sqm (Market only) 20.64 £ psm (26,224)									
CIL analysis: 0.79% % of GDV 1,748 £ per unit (total units)									
Site Specific S106 Contributions									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		15 units @		2,055 per unit				(30,825)	
Sub-total								(30,825)	
S106 analysis: 82,200 £ per ha 0.92% % of GDV 2,055 £ per unit (total units)									
AH Commuted Sum 1,484 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.38 ha @ 0 £ per ha (if brownfield)									
Site Infrastructure costs -									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		15 units @		0 per unit					
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,374 psm									
2 bed House 375 sqm @ 1,374 psm (514,671)									
3 bed House 570 sqm @ 1,374 psm (783,592)									
4 bed House 466 sqm @ 1,374 psm (639,734)									
5 bed House 21 sqm @ 1,374 psm (29,184)									
1 bed Flat 30 sqm @ 1,576 psm (46,932)									
2 bed Flat 1,484 23 sqm @ 1,576 psm (36,211)									
Garages for 3 bed House (OMS only) 5 units @ 50% @ 11,754 £ per garage (29,973)									
Garages for 4 bed House (OMS only) 3 units @ 75% @ 11,754 £ per garage (28,099)									
Garages for 5 bed House (OMS only) - units @ 120% @ 11,754 £ per garage									
External works 2,108,397 @ 15.0% (316,259)									
Ext. Works analysis: 21,084 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 15 units @ 1,003 £ per unit (15,045)									
M4(2) Category 2 Housing Aff units 2 units @ 100% @ 521 £ per unit (1,172)									
M4(2) Category 2 Housing OMS units 13 units @ 100% @ 521 £ per unit (6,643)									
M4(3) Category 3 Housing Aff units 2 units @ 0% @ 10,111 £ per unit									
M4(3) Category 3 Housing OMS units 13 units @ 0% @ 10,111 £ per unit									
Part L 2025/FHS 15 units @ 4,449 £ per unit (66,735)									
Renewable Energy 15 units @ 0 £ per unit									
EV Charging Points - Houses 14 units @ 0 £ per unit									
EV Charging Points - Flats 1 units @ 4 flats per charger 0 £ per 4 units									
Water Efficiency 15 units @ 0 £ per unit									
Sub-total (89,595)									
Policy Costs analysis: (design costs only) 5,973 £ per unit (total units)									
Contingency (on construction) 2,514,251 @ 5.0% (125,713)									

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	2,514,251 @		<b>6.5%</b>		(163,426)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	3,028,125 OMS @		<b>3.00%</b>	6,056 £ per unit	(90,844)
Residential Sales Agent Costs	3,028,125 OMS @		<b>1.00%</b>	2,019 £ per unit	(30,281)
Residential Sales Legal Costs	3,028,125 OMS @		<b>0.25%</b>	505 £ per unit	(7,570)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,246 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(40,987)
<b>Developers Profit -</b>					
Profit on OMS	3,028,125		<b>20.00%</b>		(605,625)
Margin on AH	306,281		<b>6.00%</b> on AH values		(18,377)
<b>Profit analysis:</b>		<b>3,334,406</b>		<b>18.71% blended GDV</b>	<b>(624,002)</b>
		<b>3,167,052</b>		<b>19.70% on costs</b>	<b>(624,002)</b>
<b>TOTAL COSTS</b>					<b>(3,791,053)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(456,647)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(456,647)</b>
<b>RLV analysis:</b>	<b>(30,443) £ per plot</b>	<b>(1,217,726) £ per ha (net)</b>	<b>(492,807) £ per acre (net)</b>		
		<b>(974,181) £ per ha (gross)</b>	<b>(394,246) £ per acre (gross)</b>		
			<b>-13.70% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.47 ha (gross)		1.16 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,244 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	13,899 £ per plot	555,975 £ per ha (net)		<b>225,000 £ per acre (net)</b>	<b>208,491</b>
<b>BLV analysis:</b>		<b>444,780 £ per ha (gross)</b>		<b>180,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,773,701) £ per ha (net)</b>		<b>(717,807) £ per acre (net)</b>	<b>(665,138)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(717,807)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(579,032)	(615,400)	(651,767)	(688,280)	(724,949)	(761,618)	(798,287)
	10.00		(595,767)	(631,298)	(666,829)	(702,586)	(738,413)	(774,241)	(810,183)
	20.00		(612,503)	(647,197)	(681,905)	(716,891)	(751,877)	(786,863)	(822,233)
	30.00		(629,238)	(663,096)	(697,053)	(731,197)	(765,341)	(799,486)	(834,283)
	40.00		(645,974)	(678,994)	(712,200)	(745,503)	(778,805)	(812,108)	(846,332)
	50.00		(662,709)	(694,893)	(727,347)	(759,808)	(792,269)	(824,731)	(858,382)
	60.00		(679,445)	(710,874)	(742,494)	(774,114)	(805,734)	(837,383)	(870,432)
	70.00		(696,180)	(726,862)	(757,641)	(788,419)	(819,198)	(850,272)	(882,482)
	80.00		(712,916)	(742,851)	(772,788)	(802,725)	(832,662)	(863,182)	(894,531)
	90.00		(729,744)	(758,840)	(787,935)	(817,030)	(846,126)	(876,093)	(906,581)
	100.00		(746,574)	(774,828)	(803,082)	(831,336)	(859,590)	(889,003)	(918,631)
	110.00		(763,404)	(790,817)	(818,229)	(845,642)	(873,146)	(901,914)	(930,681)
	120.00		(780,235)	(806,805)	(833,376)	(859,947)	(886,918)	(914,824)	(942,731)
	130.00		(797,065)	(822,794)	(848,523)	(874,253)	(900,689)	(927,735)	(954,780)
	140.00		(813,895)	(838,783)	(863,670)	(888,558)	(914,460)	(940,645)	(966,830)
	150.00		(830,725)	(854,771)	(878,817)	(902,920)	(928,231)	(953,556)	(978,880)
	160.00		(847,555)	(870,760)	(893,965)	(917,539)	(942,002)	(966,466)	(990,930)
	170.00		(864,385)	(886,748)	(909,112)	(932,170)	(955,773)	(979,376)	(1,002,979)
	180.00		(881,215)	(902,737)	(924,259)	(946,802)	(969,545)	(992,287)	(1,015,029)
	190.00		(898,045)	(918,725)	(939,553)	(961,434)	(983,316)	(1,005,197)	(1,027,079)
200.00		(914,875)	(934,714)	(955,045)	(976,066)	(997,087)	(1,018,108)	(1,039,129)	
210.00		(931,705)	(950,703)	(970,538)	(990,698)	(1,010,858)	(1,031,018)	(1,051,179)	
220.00		(948,535)	(966,748)	(986,030)	(1,005,330)	(1,024,629)	(1,043,929)	(1,063,228)	
230.00		(965,366)	(983,084)	(1,001,523)	(1,019,962)	(1,038,401)	(1,056,839)	(1,075,278)	
240.00		(982,196)	(999,437)	(1,017,015)	(1,034,594)	(1,052,172)	(1,069,750)	(1,087,328)	
250.00		(999,090)	(1,015,791)	(1,032,508)	(1,049,225)	(1,065,943)	(1,082,660)	(1,099,378)	

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(717,807)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-		(579,062)	(613,702)	(648,343)	(683,100)	(718,032)	(752,964)	(787,896)
	1,000		(595,856)	(630,497)	(665,137)	(699,989)	(734,921)	(769,853)	(804,806)
	2,000		(612,650)	(647,291)	(681,946)	(716,878)	(751,810)	(786,742)	(822,054)
	3,000		(629,444)	(664,085)	(698,835)	(733,767)	(768,699)	(803,631)	(839,328)
	4,000		(646,239)	(680,879)	(715,724)	(750,656)	(785,588)	(820,520)	(856,603)
	5,000		(663,033)	(697,682)	(732,614)	(767,546)	(802,478)	(837,440)	(873,877)
	6,000		(679,827)	(714,571)	(749,503)	(784,435)	(819,367)	(854,693)	(891,152)
	7,000		(696,621)	(731,460)	(766,392)	(801,324)	(836,256)	(871,968)	(908,426)
	8,000		(713,417)	(748,349)	(783,281)	(818,213)	(853,145)	(889,242)	(925,700)
	9,000		(730,306)	(765,238)	(800,170)	(835,102)	(870,075)	(906,517)	(942,975)
	10,000		(747,195)	(782,128)	(817,060)	(851,992)	(887,333)	(923,791)	(960,249)
	11,000		(764,085)	(799,017)	(833,949)	(868,881)	(904,607)	(941,065)	(977,524)
	12,000		(780,974)	(815,906)	(850,838)	(885,770)	(921,881)	(958,340)	(994,798)
	13,000		(797,863)	(832,795)	(867,727)	(902,712)	(939,156)	(975,614)	(1,012,073)
	14,000		(814,752)	(849,684)	(884,616)	(919,722)	(956,430)	(992,889)	(1,029,347)

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(717,807)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(421,344)	(465,596)	(509,868)	(554,412)	(598,955)	(643,499)	(688,443)
	17.5%		(517,459)	(556,905)	(596,371)	(636,109)	(675,847)	(715,585)	(755,724)
	20.0%		(613,574)	(648,214)	(682,875)	(717,807)	(752,739)	(787,671)	(823,004)
	22.5%		(709,689)	(739,524)	(769,378)	(799,505)	(829,631)	(859,757)	(890,284)
	25.0%		(805,804)	(830,833)	(855,882)	(881,202)	(906,523)	(931,843)	(957,565)
	27.5%		(901,919)	(922,142)	(942,385)	(962,900)	(983,415)	(1,003,930)	(1,024,845)

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(717,807)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 225,000	100,000		(488,574)	(523,214)	(557,875)	(592,807)	(627,739)	(662,671)	(698,004)
	150,000		(538,574)	(573,214)	(607,875)	(642,807)	(677,739)	(712,671)	(748,004)
	200,000		(588,574)	(623,214)	(657,875)	(692,807)	(727,739)	(762,671)	(798,004)
	250,000		(638,574)	(673,214)	(707,875)	(742,807)	(777,739)	(812,671)	(848,004)
	300,000		(688,574)	(723,214)	(757,875)	(792,807)	(827,739)	(862,671)	(898,004)
	350,000		(738,574)	(773,214)	(807,875)	(842,807)	(877,739)	(912,671)	(948,004)
	400,000		(788,574)	(823,214)	(857,875)	(892,807)	(927,739)	(962,671)	(998,004)
	450,000		(838,574)	(873,214)	(907,875)	(942,807)	(977,739)	(1,012,671)	(1,048,004)
	500,000		(888,574)	(923,214)	(957,875)	(992,807)	(1,027,739)	(1,062,671)	(1,098,004)
	550,000		(938,574)	(973,214)	(1,007,875)	(1,042,807)	(1,077,739)	(1,112,671)	(1,148,004)
	600,000		(988,574)	(1,023,214)	(1,057,875)	(1,092,807)	(1,127,739)	(1,162,671)	(1,198,004)
	650,000		(1,038,574)	(1,073,214)	(1,107,875)	(1,142,807)	(1,177,739)	(1,212,671)	(1,248,004)
	700,000		(1,088,574)	(1,123,214)	(1,157,875)	(1,192,807)	(1,227,739)	(1,262,671)	(1,298,004)
	750,000		(1,138,574)	(1,173,214)	(1,207,875)	(1,242,807)	(1,277,739)	(1,312,671)	(1,348,004)
	800,000		(1,188,574)	(1,223,214)	(1,257,875)	(1,292,807)	(1,327,739)	(1,362,671)	(1,398,004)
	850,000		(1,238,574)	(1,273,214)	(1,307,875)	(1,342,807)	(1,377,739)	(1,412,671)	(1,448,004)

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
		(717,807)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(717,807)							
			211,337	181,606	151,875	122,143	92,412	62,681	32,950
			86,280	56,542	26,805	(2,933)	(32,688)	(62,530)	(92,373)
			(39,475)	(69,246)	(99,104)	(129,007)	(158,998)	(189,060)	(231,305)
			(166,278)	(196,269)	(239,556)	(274,227)	(308,898)	(343,569)	(378,240)
			(317,646)	(352,234)	(386,822)	(421,464)	(456,271)	(491,078)	(525,886)
			(465,308)	(500,032)	(534,756)	(569,480)	(604,204)	(638,986)	(674,002)
			(613,574)	(648,214)	(682,875)	(717,807)	(752,739)	(787,671)	(823,004)
			(762,115)	(796,963)	(831,811)	(866,660)	(902,250)	(938,622)	(974,995)
			(911,219)	(945,984)	(981,838)	(1,018,125)	(1,054,412)	(1,090,699)	(1,126,986)
			(1,061,769)	(1,097,970)	(1,134,172)	(1,170,373)	(1,206,574)	(1,242,776)	(1,278,977)
			(1,214,274)	(1,250,390)	(1,286,505)	(1,322,621)	(1,358,737)	(1,394,852)	(1,430,968)
			(1,366,779)	(1,402,809)	(1,438,839)	(1,474,869)	(1,510,899)	(1,546,929)	(1,582,959)

**TABLE 7**

		Affordable Housing - % on site 15%															
		(717,807)	0%	5.0%	10%	15.0%	20%	25.0%	30%								
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(717,807)															
			(529,788)	(564,428)	(599,069)	(633,710)	(668,479)	(703,411)	(738,343)								
			1,000	(548,620)	(583,261)	(617,902)	(652,542)	(687,418)	(722,350)								
				2,000	(567,453)	(602,094)	(636,734)	(671,425)	(706,357)								
					3,000	(586,285)	(620,926)	(655,567)	(690,364)								
						4,000	(605,118)	(639,759)	(674,399)								
							5,000	(623,951)	(658,591)								
								6,000	(642,783)								
									7,000								
										8,000							
											9,000						
												10,000					
													11,000				
														12,000			
															13,000		
																14,000	
																	15,000
																	16,000

**TABLE 8**

		Affordable Housing - % on site 15%																			
		(717,807)	0%	5.0%	10%	15.0%	20%	25.0%	30%												
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(717,807)																			
			(1,227,482)	(1,232,779)	(1,238,076)	(1,243,373)	(1,248,670)	(1,253,967)	(1,259,264)												
			82%	(1,165,159)	(1,173,572)	(1,181,985)	(1,190,398)	(1,198,811)	(1,207,224)												
				84%	(1,102,836)	(1,114,365)	(1,125,895)	(1,137,424)	(1,148,953)												
					86%	(1,040,513)	(1,055,159)	(1,069,804)	(1,084,449)												
						88%	(978,190)	(995,952)	(1,013,714)												
							90%	(915,954)	(936,745)												
								92%	(855,365)												
									94%												
										96%											
											98%										
												100%									
													102%								
													104%								
														106%							
															108%						
																110%					
																	112%				
																		114%			
																			116%		
																				118%	
																					120%

**TABLE 8**

		Affordable Housing - % on site 15%										
		(717,807)	0%	5.0%	10%	15.0%	20%	25.0%	30%			
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(717,807)										
			(613,574)	(648,214)	(682,875)	(717,807)	(752,739)	(787,671)	(823,004)			
				10,000	(613,574)	(639,817)	(666,060)	(692,472)	(718,959)			
					20,000	(613,574)	(631,419)	(649,265)	(667,136)			
						30,000	(613,574)	(623,022)	(632,469)			
							40,000	(613,574)	(614,624)			
								50,000	(613,574)			
									60,000			
										70,000		
											80,000	
												90,000
												100,000

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Appraisal Ref: **San38** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Location / Value Zone: Medium Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **30**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				30 Units													
AH Policy requirement (% Target)				15%													
Open Market Sale (OMS) housing		Open Market Sale (OMS)		85%													
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented											
		Social Rent:		0.0%													
		First Homes:		25.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		3.8% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)				20.64		£ psm											
<b>Unit mix -</b>		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units					
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
2 bed House		35.0%		8.9		12.4%		0.6		32%		9.5					
3 bed House		40.0%		10.2		26.8%		1.2		38%		11.4					
4 bed House		25.0%		6.4		20.0%		0.9		24%		7.3					
5 bed House		0.0%		0.0		5.9%		0.3		1%		0.3					
1 bed Flat		0.0%		0.0		22.5%		1.0		3%		1.0					
2 bed Flat		0.0%		0.0		12.4%		0.6		2%		0.6					
Total number of units		100.0%		25.5		100.0%		4.5		100%		30.0					
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross % (sqft)		Gross (GIA) per unit (sqm)		Gross (GIA) per unit (sqft)									
1 bed House		62.0		667		62.0		667									
2 bed House		79.0		850		79.0		850									
3 bed House		100.0		1,076		100.0		1,076									
4 bed House		128.0		1,378		128.0		1,378									
5 bed House		160.0		1,722		160.0		1,722									
1 bed Flat		50.0		538		58.8		633									
2 bed Flat		70.0		753		82.4		886									
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross % (sqft)		Gross (GIA) per unit (sqm)		Gross (GIA) per unit (sqft)									
1 bed House		62.0		667		62.0		667									
2 bed House		79.0		850		79.0		850									
3 bed House		100.0		1,076		100.0		1,076									
4 bed House		128.0		1,378		128.0		1,378									
5 bed House		160.0		1,722		160.0		1,722									
1 bed Flat		50.0		538		58.8		633									
2 bed Flat		70.0		753		82.4		886									
<b>Total Gross Floor areas -</b>		OMS Units GIA (sqm)		AH units GIA (sqft)		Total GIA (all units) (sqm)		Total GIA (all units) (sqft)									
1 bed House		0		0		0		0									
2 bed House		705		7,589		749		8,064									
3 bed House		1,020		10,979		1,141		12,277									
4 bed House		816		8,783		931		10,023									
5 bed House		0		0		42		457									
1 bed Flat		0		0		60		641									
2 bed Flat		0		0		46		495									
		2,541		27,352		2,969		31,957									
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		£ psm		£ psf		total MV (£ (no AH)									
1 bed House		150,000		2,419		225		0									
2 bed House		190,000		2,405		223		1,801,770									
3 bed House		240,000		2,400		223		2,737,440									
4 bed House		300,000		2,344		218		2,182,500									
5 bed House		355,000		2,219		206		94,253									
1 bed Flat		135,000		2,700		251		136,688									
2 bed Flat		150,000		2,143		199		83,700									
								7,036,350									
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		90,000		60%		75,000		50%		105,000		70%		112,500		75%	
2 bed House		114,000		60%		95,000		50%		133,000		70%		142,500		75%	
3 bed House		144,000		60%		120,000		50%		168,000		70%		180,000		75%	
4 bed House		180,000		60%		150,000		50%		210,000		70%		225,000		75%	
5 bed House		213,000		60%		177,500		50%		248,500		70%		266,250		75%	
1 bed Flat		81,000		60%		67,500		50%		94,500		70%		101,250		75%	
2 bed Flat		90,000		60%		75,000		50%		105,000		70%		112,500		75%	

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	8.9	@	190,000	1,695,750
3 bed House	10.2	@	240,000	2,448,000
4 bed House	6.4	@	300,000	1,912,500
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	25.5			6,056,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.4	@	114,000	47,709
3 bed House	0.9	@	144,000	130,248
4 bed House	0.7	@	180,000	121,500
5 bed House	0.2	@	213,000	42,414
1 bed Flat	0.8	@	81,000	61,509
2 bed Flat	0.4	@	90,000	37,665
	3.4			441,045
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.1	@	133,000	18,554
3 bed House	0.3	@	168,000	50,652
4 bed House	0.2	@	210,000	47,250
5 bed House	0.1	@	248,500	16,494
1 bed Flat	0.3	@	94,500	23,920
2 bed Flat	0.1	@	105,000	14,648
	1.1			171,518
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>				
	<b>30</b>			<b>6,668,813</b>
<i>AH on-site cost analysis:</i>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>367,538</b>
		<b>124 £ psm (total GIA sqm)</b>	<b>12,251 £ per unit (total units)</b>	
<b>Grant</b>	5	AH units @	0 per unit	-
<b>Total GDV</b>				<b>6,668,813</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(13,860)
Planning Application Professional Fees, Surveys and reports						(40,000)
CIL						(52,448)
		2,541 sqm (Market only)		20.64 £ psm		
		0.79% % of GDV		1,748 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	30 units @		2,055 per unit		(61,650)
	Sub-total					(61,650)
		82,200 £ per ha	0.92% % of GDV	2,055 £ per unit (total units)		
<b>S106 analysis:</b>						
AH Commuted Sum						-
		2,969 sqm (total)		0 £ psm		
		0.00% % of GDV				
<b>Comm. Sum analysis:</b>						
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		0.75 ha @		0 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	30 units @		0 per unit		-
	Sub-total					-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
1 bed House						-
		- sqm @		1,374 psm		
2 bed House						(1,029,342)
		749 sqm @		1,374 psm		
3 bed House						(1,567,184)
		1,141 sqm @		1,374 psm		
4 bed House						(1,279,469)
		931 sqm @		1,374 psm		
5 bed House						(58,368)
		42 sqm @		1,374 psm		
1 bed Flat						(93,865)
		60 sqm @		1,576 psm		
2 bed Flat						(72,422)
		46 sqm @		1,576 psm		
		2,969				
		10 units @	50% @	11,754 £ per garage		(59,945)
		6 units @	75% @	11,754 £ per garage		(56,199)
		- units @	120% @	11,754 £ per garage		-
Garages for 3 bed House (OMS only)						
Garages for 4 bed House (OMS only)						
Garages for 5 bed House (OMS only)						
External works						(632,519)
		4,216,793 @		15.0%		
				21,084 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(30,090)
		30 units @		1,003 £ per unit		
M4(2) Category 2 Housing						(2,345)
		5 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing						(13,286)
		26 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing						-
		5 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing						-
		26 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(133,470)
		30 units @		4,449 £ per unit		
Renewable Energy						-
		30 units @		0 £ per unit		
EV Charging Points - Houses						-
		28 units @		0 £ per unit		
EV Charging Points - Flats						-
		2 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		30 units @		0 £ per unit		
		Sub-total				(179,190)
				5,973 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						(251,425)
		5,028,502 @		5.0%		



## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	5,028,502 @		<b>6.5%</b>		(326,853)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	6,056,250 OMS @		<b>3.00%</b>	6,056 £ per unit	(181,688)
Residential Sales Agent Costs	6,056,250 OMS @		<b>1.00%</b>	2,019 £ per unit	(60,563)
Residential Sales Legal Costs	6,056,250 OMS @		<b>0.25%</b>	505 £ per unit	(15,141)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,913 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(29,843)
<b>Developers Profit -</b>					
Profit on OMS	6,056,250		<b>20.00%</b>		(1,211,250)
Margin on AH	612,563		<b>6.00%</b> on AH values		(36,754)
<b>Profit analysis:</b>	<b>6,668,813</b>		<b>18.71% blended GDV</b>	<b>(1,248,004)</b>	
	<b>6,171,972</b>		<b>20.22% on costs</b>	<b>(1,248,004)</b>	
<b>TOTAL COSTS</b>					<b>(7,419,975)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(751,163)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(751,163)</b>
<b>RLV analysis:</b>	<b>(25,039) £ per plot</b>	<b>(1,001,550) £ per ha (net)</b>	<b>(405,322) £ per acre (net)</b>		
		<b>(801,240) £ per ha (gross)</b>	<b>(324,258) £ per acre (gross)</b>		
			<b>-11.26% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.94 ha (gross)		2.32 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,244 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	13,899 £ per plot	555,975 £ per ha (net)	<b>225,000</b> £ per acre (net)		<b>416,981</b>
<b>BLV analysis:</b>		<b>444,780 £ per ha (gross)</b>	<b>180,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,557,525) £ per ha (net)</b>	<b>(630,322) £ per acre (net)</b>		<b>(1,168,144)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(630,322)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(493,267)	(529,325)	(565,417)	(601,648)	(638,007)	(674,580)	(711,500)
	10.00		(509,564)	(544,808)	(580,122)	(615,536)	(651,116)	(686,908)	(723,089)
	20.00		(525,861)	(560,290)	(594,828)	(629,431)	(664,225)	(699,271)	(734,678)
	30.00		(542,159)	(575,773)	(609,533)	(643,359)	(677,367)	(711,642)	(746,291)
	40.00		(558,456)	(591,275)	(624,239)	(657,287)	(690,517)	(724,012)	(757,926)
	50.00		(574,754)	(606,798)	(638,944)	(671,215)	(703,668)	(736,383)	(769,570)
	60.00		(591,051)	(622,320)	(653,650)	(685,144)	(716,818)	(748,788)	(781,292)
	70.00		(607,349)	(637,843)	(668,374)	(699,072)	(729,974)	(761,205)	(793,045)
	80.00		(623,670)	(653,365)	(683,122)	(713,030)	(743,170)	(773,621)	(804,862)
	90.00		(640,009)	(668,888)	(697,869)	(727,002)	(756,365)	(786,051)	(816,854)
	100.00		(656,348)	(684,410)	(712,617)	(740,974)	(769,560)	(798,517)	(828,864)
	110.00		(672,688)	(699,944)	(727,365)	(754,946)	(782,764)	(811,009)	(840,889)
	120.00		(689,027)	(715,511)	(742,118)	(768,924)	(796,009)	(823,560)	(852,956)
	130.00		(705,367)	(731,078)	(756,912)	(782,944)	(809,253)	(836,196)	(865,029)
	140.00		(721,706)	(746,645)	(771,706)	(796,965)	(822,498)	(849,007)	(877,157)
	150.00		(738,068)	(762,212)	(786,500)	(810,985)	(835,784)	(861,852)	(889,297)
	160.00		(754,455)	(777,780)	(801,294)	(825,019)	(849,105)	(874,720)	(901,488)
170.00		(770,841)	(793,396)	(816,122)	(839,091)	(862,479)	(887,603)	(913,679)	
180.00		(787,227)	(809,012)	(830,967)	(853,163)	(876,070)	(900,533)	(925,870)	
190.00		(803,613)	(824,628)	(845,811)	(867,236)	(889,735)	(913,473)	(938,062)	
200.00		(820,018)	(840,244)	(860,656)	(881,362)	(903,418)	(926,467)	(950,253)	
210.00		(836,456)	(855,897)	(875,551)	(895,559)	(917,144)	(939,483)	(962,444)	
220.00		(852,894)	(871,566)	(890,451)	(909,966)	(930,870)	(952,545)	(974,636)	
230.00		(869,332)	(887,236)	(905,351)	(924,485)	(944,661)	(965,607)	(986,827)	
240.00		(885,775)	(902,905)	(920,291)	(939,005)	(958,452)	(978,669)	(999,018)	
250.00		(902,269)	(918,633)	(935,393)	(953,562)	(972,312)	(991,731)	(1,011,209)	

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(630,322)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2,055	-		(493,296)	(527,672)	(562,073)	(596,618)	(631,272)	(666,127)	(701,279)
	1,000		(509,650)	(544,027)	(578,470)	(613,015)	(647,716)	(682,623)	(717,892)
	2,000		(526,005)	(560,382)	(594,867)	(629,418)	(664,159)	(699,152)	(734,506)
	3,000		(542,360)	(576,736)	(611,264)	(645,861)	(680,647)	(715,705)	(751,163)
	4,000		(558,714)	(593,115)	(627,661)	(662,305)	(697,142)	(732,257)	(767,843)
	5,000		(575,069)	(609,512)	(644,057)	(678,749)	(713,638)	(748,843)	(784,652)
	6,000		(591,424)	(625,909)	(660,454)	(695,193)	(730,140)	(765,457)	(801,535)
	7,000		(607,779)	(642,306)	(676,895)	(711,662)	(746,692)	(782,071)	(818,693)
	8,000		(624,158)	(658,703)	(693,338)	(728,157)	(763,244)	(798,748)	(835,911)
	9,000		(640,555)	(675,100)	(709,782)	(744,653)	(779,797)	(815,480)	(853,201)
	10,000		(656,951)	(691,497)	(726,226)	(761,149)	(796,408)	(832,325)	(870,534)
	11,000		(673,348)	(707,928)	(742,677)	(777,680)	(813,022)	(849,424)	(887,925)
	12,000		(689,745)	(724,372)	(759,172)	(794,232)	(829,653)	(866,620)	(905,402)
	13,000		(706,142)	(740,815)	(775,668)	(810,784)	(846,340)	(883,838)	(922,879)
	14,000		(722,539)	(757,259)	(792,164)	(827,359)	(863,120)	(901,135)	(940,356)

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(630,322)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(334,675)	(378,663)	(422,762)	(466,927)	(511,280)	(555,890)	(600,859)
	17.5%		(430,790)	(469,972)	(509,265)	(548,624)	(588,172)	(627,977)	(668,140)
	20.0%		(526,905)	(561,281)	(595,769)	(630,322)	(665,064)	(700,063)	(735,420)
	22.5%		(623,019)	(652,590)	(682,272)	(712,020)	(741,956)	(772,149)	(802,700)
	25.0%		(719,134)	(743,900)	(768,776)	(793,717)	(818,848)	(844,235)	(869,981)
	27.5%		(815,249)	(835,209)	(855,279)	(875,415)	(895,740)	(916,321)	(937,261)

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(630,322)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 225,000	100,000		(401,905)	(436,281)	(470,769)	(505,322)	(540,064)	(575,063)	(610,420)
	150,000		(451,905)	(486,281)	(520,769)	(555,322)	(590,064)	(625,063)	(660,420)
	200,000		(501,905)	(536,281)	(570,769)	(605,322)	(640,064)	(675,063)	(710,420)
	250,000		(551,905)	(586,281)	(620,769)	(655,322)	(690,064)	(725,063)	(760,420)
	300,000		(601,905)	(636,281)	(670,769)	(705,322)	(740,064)	(775,063)	(810,420)
	350,000		(651,905)	(686,281)	(720,769)	(755,322)	(790,064)	(825,063)	(860,420)
	400,000		(701,905)	(736,281)	(770,769)	(805,322)	(840,064)	(875,063)	(910,420)
	450,000		(751,905)	(786,281)	(820,769)	(855,322)	(890,064)	(925,063)	(960,420)
	500,000		(801,905)	(836,281)	(870,769)	(905,322)	(940,064)	(975,063)	(1,010,420)
	550,000		(851,905)	(886,281)	(920,769)	(955,322)	(990,064)	(1,025,063)	(1,060,420)
	600,000		(901,905)	(936,281)	(970,769)	(1,005,322)	(1,040,064)	(1,075,063)	(1,110,420)
	650,000		(951,905)	(986,281)	(1,020,769)	(1,055,322)	(1,090,064)	(1,125,063)	(1,160,420)
	700,000		(1,001,905)	(1,036,281)	(1,070,769)	(1,105,322)	(1,140,064)	(1,175,063)	(1,210,420)
	750,000		(1,051,905)	(1,086,281)	(1,120,769)	(1,155,322)	(1,190,064)	(1,225,063)	(1,260,420)
	800,000		(1,101,905)	(1,136,281)	(1,170,769)	(1,205,322)	(1,240,064)	(1,275,063)	(1,310,420)
850,000		(1,151,905)	(1,186,281)	(1,220,769)	(1,255,322)	(1,290,064)	(1,325,063)	(1,360,420)	

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Scheme Typology: **Medium Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(630,322)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		263,301	233,489	203,677	173,865	144,053	114,241	84,429
	75%		139,715	109,972	80,230	50,443	20,651	(9,142)	(38,934)
	80%		16,008	(13,714)	(43,437)	(73,160)	(102,882)	(132,660)	(162,457)
	85%		(107,803)	(137,475)	(167,201)	(196,928)	(233,462)	(267,864)	(302,343)
	90%		(239,431)	(273,716)	(308,035)	(342,433)	(376,831)	(411,311)	(445,850)
	95%		(383,008)	(417,325)	(451,677)	(486,134)	(520,627)	(555,254)	(590,028)
	100%		(526,905)	(561,281)	(595,769)	(630,322)	(665,064)	(700,063)	(735,420)
	105%		(671,235)	(705,765)	(740,460)	(775,404)	(810,682)	(846,969)	(883,379)
	110%		(816,188)	(851,073)	(886,274)	(922,602)	(960,115)	(998,881)	(1,039,158)
	115%		(962,195)	(998,575)	(1,036,458)	(1,075,370)	(1,114,560)	(1,153,751)	(1,192,942)
	120%		(1,112,570)	(1,151,206)	(1,190,310)	(1,229,414)	(1,268,518)	(1,307,622)	(1,346,726)
	125%		(1,266,406)	(1,305,423)	(1,344,440)	(1,383,457)	(1,422,475)	(1,461,492)	(1,500,509)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(630,322)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(445,532)	(479,825)	(514,202)	(548,624)	(583,169)	(617,861)	(652,770)
	1,000		(463,793)	(498,134)	(532,510)	(566,985)	(601,537)	(636,284)	(671,310)
	2,000		(482,066)	(516,443)	(550,819)	(585,347)	(619,956)	(654,765)	(689,859)
	3,000		(500,375)	(534,752)	(569,163)	(603,708)	(638,375)	(673,247)	(708,348)
	4,000		(518,684)	(553,060)	(587,524)	(622,070)	(656,794)	(691,734)	(727,059)
	5,000		(536,993)	(571,369)	(605,886)	(640,471)	(675,242)	(710,283)	(745,703)
	6,000		(555,302)	(589,702)	(624,247)	(658,889)	(693,723)	(728,832)	(764,401)
	7,000		(573,610)	(608,063)	(642,609)	(677,308)	(712,204)	(747,418)	(783,221)
	8,000		(591,919)	(626,425)	(660,985)	(695,727)	(730,707)	(766,039)	(802,148)
	9,000		(610,241)	(644,786)	(679,404)	(714,199)	(749,256)	(784,680)	(821,411)
	10,000		(628,602)	(663,148)	(697,823)	(732,680)	(767,805)	(803,379)	(840,738)
	11,000		(646,964)	(681,509)	(716,242)	(751,161)	(786,398)	(822,190)	(860,136)
	12,000		(665,325)	(699,918)	(734,675)	(769,680)	(805,019)	(841,209)	(879,621)
	13,000		(683,687)	(718,337)	(753,156)	(788,229)	(823,658)	(860,471)	(899,186)
	14,000		(702,048)	(736,756)	(771,638)	(806,777)	(842,356)	(879,777)	(918,785)
	15,000		(720,433)	(755,175)	(790,119)	(825,377)	(861,159)	(899,168)	(938,385)
	16,000		(738,852)	(773,633)	(808,653)	(843,998)	(880,290)	(918,615)	(957,984)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(630,322)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,136,026)	(1,143,420)	(1,150,813)	(1,158,207)	(1,165,601)	(1,172,995)	(1,180,389)
	82%		(1,071,912)	(1,082,511)	(1,093,111)	(1,103,710)	(1,114,310)	(1,124,909)	(1,135,509)
	84%		(1,007,867)	(1,021,603)	(1,035,408)	(1,049,213)	(1,063,019)	(1,076,824)	(1,090,629)
	86%		(944,747)	(960,956)	(977,706)	(994,716)	(1,011,727)	(1,028,738)	(1,045,749)
	88%		(882,962)	(901,268)	(920,441)	(940,220)	(960,436)	(980,653)	(1,000,869)
	90%		(822,994)	(843,348)	(864,067)	(886,294)	(909,145)	(932,567)	(956,590)
	92%		(763,370)	(786,446)	(809,743)	(833,347)	(858,435)	(884,482)	(911,110)
	94%		(704,018)	(729,864)	(755,896)	(782,148)	(808,748)	(836,863)	(866,230)
	96%		(644,866)	(673,522)	(702,333)	(731,318)	(760,563)	(790,233)	(821,627)
	98%		(585,809)	(617,363)	(648,957)	(680,733)	(712,695)	(744,987)	(777,862)
	100%		(526,905)	(561,281)	(595,769)	(630,322)	(665,064)	(700,063)	(735,420)
	102%		(468,037)	(505,322)	(542,644)	(580,084)	(617,618)	(655,367)	(693,419)
	104%		(409,298)	(449,408)	(489,630)	(529,897)	(570,309)	(610,845)	(651,630)
	106%		(350,558)	(393,606)	(436,653)	(479,828)	(523,040)	(566,443)	(610,002)
	108%		(291,904)	(337,803)	(383,787)	(429,772)	(475,916)	(522,122)	(568,487)
	110%		(233,306)	(282,079)	(330,922)	(379,843)	(428,793)	(477,896)	(527,121)
	112%		(175,832)	(226,411)	(278,115)	(329,915)	(381,773)	(433,717)	(485,765)
	114%		(125,145)	(172,402)	(225,377)	(280,010)	(334,782)	(389,577)	(444,532)
	116%		(74,552)	(124,250)	(174,042)	(230,202)	(287,790)	(345,522)	(403,299)
	118%		(23,966)	(76,174)	(128,423)	(180,750)	(240,887)	(301,468)	(362,137)
	120%		26,619	(28,118)	(82,855)	(137,666)	(192,527)	(257,431)	(321,019)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(630,322)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(526,905)	(561,281)	(595,769)	(630,322)	(665,064)	(700,063)	(735,420)
	10,000		(526,905)	(553,092)	(579,348)	(605,683)	(632,129)	(658,728)	(685,559)
	20,000		(526,905)	(544,903)	(562,928)	(581,052)	(599,193)	(617,468)	(635,878)
	30,000		(526,905)	(536,714)	(546,524)	(556,421)	(566,336)	(576,299)	(586,339)
	40,000		(526,905)	(528,525)	(530,146)	(531,791)	(533,495)	(535,199)	(536,937)
	50,000		(526,905)	(520,337)	(513,769)	(507,201)	(500,654)	(494,148)	(487,641)
	60,000		(526,905)	(512,148)	(497,391)	(482,634)	(467,877)	(453,120)	(438,380)
	70,000		(526,905)	(503,959)	(481,013)	(458,067)	(435,121)	(412,175)	(389,230)
	80,000		(526,905)	(495,770)	(464,635)	(433,500)	(402,366)	(371,231)	(340,096)
	90,000		(526,905)	(487,581)	(448,257)	(408,933)	(369,610)	(330,318)	(291,027)
	100,000		(526,905)	(479,392)	(431,879)	(384,392)	(336,931)	(289,469)	(242,008)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Appraisal Ref: **San39** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **45**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	45 Units
AH Policy requirement (% Target)	15%
Open Market Sale (OMS) housing	85%
AH tenure split %	
Affordable Rent:	75.0%
Social Rent:	0.0%
First Homes:	25.0%
Other Intermediate (LCHO/Sub-Market etc.):	0.0%
	100.0% 100.0%
	75.0% % Rented
	3.8% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	13.4	12.4%	0.8	32%	14.2
3 bed House	40.0%	15.3	26.8%	1.8	38%	17.1
4 bed House	20.0%	7.7	20.0%	1.4	20%	9.0
5 bed House	5.0%	1.9	5.9%	0.4	5%	2.3
1 bed Flat	0.0%	0.0	22.5%	1.5	3%	1.5
2 bed Flat	0.0%	0.0	12.4%	0.8	2%	0.8
<b>Total number of units</b>	<b>100.0%</b>	<b>38.3</b>	<b>100.0%</b>	<b>6.8</b>	<b>100%</b>	<b>45.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,058	11,384	66	712	1,124	12,096
3 bed House	1,530	16,469	181	1,947	1,711	18,416
4 bed House	979	10,540	173	1,860	1,152	12,400
5 bed House	306	3,294	64	686	370	3,980
1 bed Flat	0	0	89	962	89	962
2 bed Flat	0	0	69	742	69	742
	<b>3,873</b>	<b>41,687</b>	<b>642</b>	<b>6,908</b>	<b>4,515</b>	<b>48,595</b>

AH % by floor area: 14.22% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	2,702,655
3 bed House	240,000	2,400	223	4,106,160
4 bed House	300,000	2,344	218	2,700,000
5 bed House	355,000	2,219	206	820,316
1 bed Flat	135,000	2,700	251	205,031
2 bed Flat	150,000	2,143	199	125,550
				<b>10,659,713</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	13.4	@	190,000	2,543,625
3 bed House	15.3	@	240,000	3,672,000
4 bed House	7.7	@	300,000	2,295,000
5 bed House	1.9	@	355,000	678,938
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	<b>38.3</b>			<b>9,189,563</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.6	@	114,000	71,564
3 bed House	1.4	@	144,000	195,372
4 bed House	1.0	@	180,000	182,250
5 bed House	0.3	@	213,000	63,620
1 bed Flat	1.1	@	81,000	92,264
2 bed Flat	0.6	@	90,000	56,498
	<b>5.1</b>			<b>661,568</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	<b>0.0</b>			<b>-</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.2	@	133,000	27,830
3 bed House	0.5	@	168,000	75,978
4 bed House	0.3	@	210,000	70,875
5 bed House	0.1	@	248,500	24,741
1 bed Flat	0.4	@	94,500	35,880
2 bed Flat	0.2	@	105,000	21,971
	<b>1.7</b>			<b>257,276</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	<b>0.0</b>	<b>6.8</b>		<b>-</b>
<b>Sub-total GDV Residential</b>				
	<b>45</b>			<b>10,108,406</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>551,306</b>
		<b>122 £ psm (total GIA sqm)</b>	<b>12,251 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>7</b>	AH units @	<b>0</b> per unit	<b>-</b>
<b>Total GDV</b>				
				<b>10,108,406</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(20,790)
Planning Application Professional Fees, Surveys and reports					(60,000)
CIL		3,873 sqm (Market only)		20.64 £ psm	(79,935)
	<b>CIL analysis:</b>	<b>0.79% % of GDV</b>		<b>1,776 £ per unit (total units)</b>	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	45 units @		2,055 per unit	(92,475)
	Sub-total				(92,475)
	<b>S106 analysis:</b>	<b>82,200 £ per ha</b>	<b>0.91% % of GDV</b>	<b>2,055 £ per unit (total units)</b>	
AH Commuted Sum		4,515 sqm (total)		0 £ psm	-
	<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		1.13 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	45 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>	
1 bed House		- sqm @		1,374 psm	-
2 bed House		1,124 sqm @		1,374 psm	(1,544,013)
3 bed House		1,711 sqm @		1,374 psm	(2,350,777)
4 bed House		1,152 sqm @		1,374 psm	(1,582,848)
5 bed House		370 sqm @		1,374 psm	(507,995)
1 bed Flat		89 sqm @		1,576 psm	(140,797)
2 bed Flat		69 sqm @		1,576 psm	(108,633)
Garages for 3 bed House (OMS only)	15 units @		50% @	11,754 £ per garage	(89,918)
Garages for 4 bed House (OMS only)	8 units @		75% @	11,754 £ per garage	(67,439)
Garages for 5 bed House (OMS only)	2 units @		120% @	11,754 £ per garage	(26,975)
External works		6,419,394 @		15.0%	(962,909)
	<b>Ext. Works analysis:</b>			<b>21,398 £ per unit (total units)</b>	
Policy Costs on design -					
Net Biodiversity costs		45 units @		1,003 £ per unit	(45,135)
M4(2) Category 2 Housing Aff units	7 units @		100% @	521 £ per unit	(3,517)
M4(2) Category 2 Housing OMS units	38 units @		100% @	521 £ per unit	(19,928)
M4(3) Category 3 Housing Aff units	7 units @		0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units	38 units @		0% @	10,111 £ per unit	-
Part L 2025/FHS	45 units @			4,449 £ per unit	(200,205)
Renewable Energy	45 units @			0 £ per unit	-
EV Charging Points - Houses	43 units @			0 £ per unit	-
EV Charging Points - Flats	2 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency	45 units @			0 £ per unit	-
	Sub-total				(268,785)
	<b>Policy Costs analysis: (design costs only)</b>			<b>5,973 £ per unit (total units)</b>	
Contingency (on construction)		7,651,089 @		5.0%	(382,554)

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	7,651,089	@	6.5%		(497,321)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	9,189,563	OMS @	3.00%	6,126 £ per unit	(275,687)
Residential Sales Agent Costs	9,189,563	OMS @	1.00%	2,042 £ per unit	(91,896)
Residential Sales Legal Costs	9,189,563	OMS @	0.25%	511 £ per unit	(22,974)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,901 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(105,365)
<b>Developers Profit -</b>					
Profit on OMS	9,189,563		20.00%		(1,837,913)
Margin on AH	918,844		6.00%	on AH values	(55,131)
<b>Profit analysis:</b>					
	<b>10,108,406</b>			<b>18.73% blended GDV</b>	<b>(1,893,043)</b>
	<b>9,390,085</b>			<b>20.16% on costs</b>	<b>(1,893,043)</b>
<b>TOTAL COSTS</b>					<b>(11,283,128)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,174,722)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(1,174,722)</b>
<b>RLV analysis:</b>	<b>(26,105) £ per plot</b>	<b>(1,044,197) £ per ha (net)</b>	<b>(422,581) £ per acre (net)</b>		
		<b>(835,358) £ per ha (gross)</b>	<b>(338,065) £ per acre (gross)</b>		
			<b>-11.62% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		1.13 ha (net)		2.78 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		1.41 ha (gross)		3.47 acres (gross)	
<b>Density analysis:</b>		<b>4,013 sqm/ha (net)</b>		<b>17,481 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	13,899 £ per plot	555,975 £ per ha (net)	<b>225,000</b> £ per acre (net)		<b>625,472</b>
<b>BLV analysis:</b>		<b>444,780 £ per ha (gross)</b>	<b>180,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,600,172) £ per ha (net)</b>	<b>(647,581) £ per acre (net)</b>		<b>(1,800,194)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(505,747)	(542,793)	(579,859)	(616,925)	(654,255)	(691,627)	(728,998)
	10.00	(523,126)	(559,322)	(595,518)	(631,756)	(668,253)	(704,750)	(741,246)
	20.00	(540,525)	(575,851)	(611,178)	(646,629)	(682,251)	(717,873)	(753,495)
	30.00	(557,924)	(592,380)	(626,837)	(661,502)	(696,249)	(730,996)	(765,743)
	40.00	(575,323)	(608,909)	(642,502)	(676,374)	(710,247)	(744,119)	(777,991)
	50.00	(592,722)	(625,438)	(658,250)	(691,247)	(724,244)	(757,242)	(790,239)
	60.00	(610,121)	(641,967)	(673,998)	(706,120)	(738,242)	(770,365)	(802,487)
	70.00	(627,520)	(658,498)	(689,745)	(720,993)	(752,240)	(783,488)	(814,735)
	80.00	(644,919)	(675,120)	(705,493)	(735,865)	(766,238)	(796,611)	(826,983)
	90.00	(662,318)	(691,742)	(721,240)	(750,738)	(780,236)	(809,734)	(839,231)
	100.00	(679,742)	(708,365)	(736,988)	(765,611)	(794,234)	(822,857)	(851,479)
	110.00	(697,239)	(724,987)	(752,735)	(780,483)	(808,231)	(835,980)	(863,728)
	120.00	(714,737)	(741,610)	(768,483)	(795,356)	(822,229)	(849,103)	(875,976)
	130.00	(732,234)	(758,232)	(784,231)	(810,229)	(836,227)	(862,225)	(888,224)
	140.00	(749,731)	(774,855)	(799,978)	(825,102)	(850,225)	(875,348)	(900,472)
	150.00	(767,229)	(791,477)	(815,726)	(839,974)	(864,223)	(888,471)	(912,720)
	160.00	(784,726)	(808,100)	(831,473)	(854,847)	(878,221)	(901,594)	(924,968)
	170.00	(802,223)	(824,722)	(847,221)	(869,720)	(892,219)	(914,717)	(937,216)
	180.00	(819,720)	(841,344)	(862,968)	(884,592)	(906,216)	(927,840)	(949,464)
	190.00	(837,218)	(857,967)	(878,716)	(899,465)	(920,214)	(940,963)	(961,712)
200.00	(854,715)	(874,589)	(894,464)	(914,338)	(934,212)	(954,086)	(973,961)	
210.00	(872,212)	(891,212)	(910,211)	(929,211)	(948,210)	(967,209)	(986,209)	
220.00	(889,710)	(907,834)	(925,959)	(944,083)	(962,208)	(980,332)	(998,457)	
230.00	(907,207)	(924,457)	(941,706)	(958,956)	(976,206)	(993,455)	(1,010,705)	
240.00	(924,704)	(941,079)	(957,454)	(973,829)	(990,203)	(1,006,578)	(1,022,953)	
250.00	(942,202)	(957,702)	(973,201)	(988,701)	(1,004,201)	(1,019,701)	(1,035,201)	

**TABLE 2**

		Affordable Housing - % on site 15%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(506,342)	(541,596)	(576,866)	(612,137)	(647,634)	(683,200)	(718,765)
	1,000	(523,510)	(558,780)	(594,050)	(629,349)	(664,915)	(700,481)	(736,047)
	2,000	(540,694)	(575,964)	(611,235)	(646,630)	(682,196)	(717,762)	(753,328)
	3,000	(557,878)	(593,148)	(628,419)	(663,912)	(699,478)	(735,043)	(770,609)
	4,000	(575,062)	(610,332)	(645,627)	(681,193)	(716,759)	(752,325)	(787,891)
	5,000	(592,246)	(627,517)	(662,908)	(698,474)	(734,040)	(769,606)	(805,172)
	6,000	(609,430)	(644,701)	(680,190)	(715,756)	(751,321)	(786,887)	(822,453)
	7,000	(626,614)	(661,905)	(697,471)	(733,037)	(768,603)	(804,169)	(839,734)
	8,000	(643,799)	(679,187)	(714,752)	(750,318)	(785,884)	(821,450)	(857,016)
	9,000	(660,983)	(696,468)	(732,034)	(767,599)	(803,165)	(838,731)	(874,297)
	10,000	(678,183)	(713,749)	(749,315)	(784,881)	(820,447)	(856,012)	(891,578)
	11,000	(695,465)	(731,030)	(766,596)	(802,162)	(837,728)	(873,294)	(908,860)
	12,000	(712,746)	(748,312)	(783,878)	(819,443)	(855,009)	(890,575)	(926,141)
	13,000	(730,027)	(765,593)	(801,159)	(836,725)	(872,290)	(907,856)	(943,422)
	14,000	(747,308)	(782,874)	(818,440)	(854,006)	(889,572)	(925,138)	(960,703)

**TABLE 3**

		Affordable Housing - % on site 15%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(347,183)	(392,176)	(437,170)	(482,294)	(527,582)	(572,871)	(618,159)
	17.5%	(444,411)	(484,543)	(524,675)	(564,937)	(605,364)	(645,792)	(686,219)
	20.0%	(541,639)	(576,909)	(612,180)	(647,581)	(683,147)	(718,713)	(754,278)
	22.5%	(638,867)	(669,276)	(699,685)	(730,225)	(760,929)	(791,633)	(822,338)
	25.0%	(736,095)	(761,642)	(787,190)	(812,868)	(838,711)	(864,554)	(890,397)
	27.5%	(833,322)	(854,009)	(874,695)	(895,512)	(916,494)	(937,475)	(958,457)

**TABLE 4**

		Affordable Housing - % on site 15%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 225,000	100,000	(416,639)	(451,909)	(487,180)	(522,581)	(558,147)	(593,713)	(629,278)
	150,000	(466,639)	(501,909)	(537,180)	(572,581)	(608,147)	(643,713)	(679,278)
	200,000	(516,639)	(551,909)	(587,180)	(622,581)	(658,147)	(693,713)	(729,278)
	250,000	(566,639)	(601,909)	(637,180)	(672,581)	(708,147)	(743,713)	(779,278)
	300,000	(616,639)	(651,909)	(687,180)	(722,581)	(758,147)	(793,713)	(829,278)
	350,000	(666,639)	(701,909)	(737,180)	(772,581)	(808,147)	(843,713)	(879,278)
	400,000	(716,639)	(751,909)	(787,180)	(822,581)	(858,147)	(893,713)	(929,278)
	450,000	(766,639)	(801,909)	(837,180)	(872,581)	(908,147)	(943,713)	(979,278)
	500,000	(816,639)	(851,909)	(887,180)	(922,581)	(958,147)	(993,713)	(1,029,278)
	550,000	(866,639)	(901,909)	(937,180)	(972,581)	(1,008,147)	(1,043,713)	(1,079,278)
	600,000	(916,639)	(951,909)	(987,180)	(1,022,581)	(1,058,147)	(1,093,713)	(1,129,278)
	650,000	(966,639)	(1,001,909)	(1,037,180)	(1,072,581)	(1,108,147)	(1,143,713)	(1,179,278)
	700,000	(1,016,639)	(1,051,909)	(1,087,180)	(1,122,581)	(1,158,147)	(1,193,713)	(1,229,278)
	750,000	(1,066,639)	(1,101,909)	(1,137,180)	(1,172,581)	(1,208,147)	(1,243,713)	(1,279,278)
	800,000	(1,116,639)	(1,151,909)	(1,187,180)	(1,222,581)	(1,258,147)	(1,293,713)	(1,329,278)
	850,000	(1,166,639)	(1,201,909)	(1,237,180)	(1,272,581)	(1,308,147)	(1,343,713)	(1,379,278)



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(647,581)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		273,106	243,501	213,895	184,290	154,685	125,079	95,432
	75%		146,957	117,479	88,002	58,525	29,018	(515)	(30,048)
	80%		20,466	(8,897)	(38,286)	(67,719)	(97,153)	(126,647)	(156,166)
Build Cost	85%		(106,496)	(135,844)	(165,202)	(194,651)	(228,384)	(262,605)	(296,995)
100%	90%		(240,046)	(274,041)	(308,173)	(342,495)	(377,060)	(411,980)	(447,442)
(105% = 5% increase)	95%		(389,279)	(423,755)	(458,582)	(493,919)	(529,397)	(564,874)	(600,504)
	100%		(541,639)	(576,909)	(612,180)	(647,581)	(683,147)	(718,713)	(754,278)
	105%		(695,907)	(731,265)	(766,622)	(801,980)	(837,337)	(872,695)	(908,053)
	110%		(850,930)	(886,080)	(921,229)	(956,379)	(991,528)	(1,026,677)	(1,061,827)
	115%		(1,005,954)	(1,040,895)	(1,075,836)	(1,110,778)	(1,145,719)	(1,180,660)	(1,215,601)
	120%		(1,160,978)	(1,195,710)	(1,230,443)	(1,265,176)	(1,299,909)	(1,334,642)	(1,369,375)
	125%		(1,316,001)	(1,350,526)	(1,385,051)	(1,419,575)	(1,454,100)	(1,488,625)	(1,523,150)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(647,581)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(456,367)	(491,199)	(526,444)	(561,714)	(596,985)	(632,492)	(668,058)
	1,000		(475,417)	(510,444)	(545,715)	(580,985)	(616,306)	(651,872)	(687,438)
	2,000		(494,528)	(529,715)	(564,986)	(600,256)	(635,686)	(671,252)	(706,817)
	3,000		(513,715)	(548,986)	(584,256)	(619,527)	(655,065)	(690,631)	(726,197)
	4,000		(532,986)	(568,257)	(603,527)	(638,797)	(674,445)	(710,011)	(745,577)
Part L 2025/FHS	5,000		(552,257)	(587,527)	(622,798)	(658,259)	(693,825)	(729,391)	(764,957)
4,449	6,000		(571,528)	(606,798)	(642,073)	(677,639)	(713,205)	(748,771)	(784,336)
	7,000		(590,799)	(626,069)	(661,453)	(697,019)	(732,584)	(768,150)	(803,716)
	8,000		(610,069)	(645,340)	(680,833)	(716,398)	(751,964)	(787,530)	(823,096)
	9,000		(629,340)	(664,646)	(700,212)	(735,778)	(771,344)	(806,910)	(842,476)
	10,000		(648,611)	(684,026)	(719,592)	(755,158)	(790,724)	(826,290)	(861,855)
	11,000		(667,882)	(703,406)	(738,972)	(774,538)	(810,103)	(845,669)	(881,235)
	12,000		(687,220)	(722,786)	(758,352)	(793,917)	(829,483)	(865,049)	(900,615)
	13,000		(706,600)	(742,165)	(777,731)	(813,297)	(848,863)	(884,429)	(919,995)
	14,000		(725,979)	(761,545)	(797,111)	(832,677)	(868,243)	(903,809)	(939,374)
	15,000		(745,359)	(780,925)	(816,491)	(852,057)	(887,622)	(923,188)	(958,754)
	16,000		(764,739)	(800,305)	(835,870)	(871,436)	(907,002)	(942,568)	(978,134)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(647,581)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,171,860)	(1,175,877)	(1,179,894)	(1,183,911)	(1,187,928)	(1,191,945)	(1,195,962)
	82%		(1,108,762)	(1,115,934)	(1,123,106)	(1,130,278)	(1,137,450)	(1,144,622)	(1,151,793)
Market Values	84%		(1,045,664)	(1,055,991)	(1,066,318)	(1,076,645)	(1,086,972)	(1,097,298)	(1,107,625)
100%	86%		(982,567)	(996,048)	(1,009,530)	(1,023,012)	(1,036,493)	(1,049,975)	(1,063,457)
(105% = 5% increase)	88%		(919,469)	(936,106)	(952,742)	(969,379)	(986,015)	(1,002,652)	(1,019,288)
	90%		(856,371)	(876,163)	(895,954)	(915,746)	(935,537)	(955,329)	(975,120)
	92%		(793,274)	(816,220)	(839,167)	(862,113)	(885,059)	(908,005)	(930,952)
	94%		(730,176)	(756,277)	(782,379)	(808,480)	(834,581)	(860,682)	(886,783)
	96%		(667,079)	(696,335)	(725,591)	(754,847)	(784,103)	(813,359)	(842,615)
	98%		(604,332)	(636,468)	(668,603)	(701,214)	(733,625)	(766,036)	(798,447)
	100%		(541,639)	(576,909)	(612,180)	(647,581)	(683,147)	(718,713)	(754,278)
	102%		(479,205)	(517,351)	(555,756)	(594,161)	(632,669)	(671,389)	(710,110)
	104%		(417,607)	(458,192)	(499,332)	(540,872)	(582,412)	(624,066)	(665,942)
	106%		(356,600)	(399,796)	(443,393)	(487,583)	(532,257)	(576,932)	(621,773)
	108%		(296,018)	(341,930)	(388,119)	(434,771)	(482,103)	(529,912)	(577,721)
	110%		(235,732)	(284,410)	(333,329)	(382,559)	(432,323)	(482,892)	(533,836)
	112%		(178,561)	(227,163)	(278,846)	(330,800)	(383,134)	(436,089)	(489,951)
	114%		(126,752)	(173,762)	(220,890)	(279,328)	(334,342)	(389,837)	(446,116)
	116%		(75,028)	(124,551)	(174,152)	(228,089)	(285,854)	(343,991)	(402,743)
	118%		(23,455)	(75,414)	(127,523)	(179,732)	(237,585)	(298,426)	(359,774)
	120%		28,099	(26,420)	(80,970)	(135,668)	(190,502)	(253,101)	(317,142)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(647,581)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(541,639)	(576,909)	(612,180)	(647,581)	(683,147)	(718,713)	(754,278)
	10,000		(541,639)	(568,316)	(594,994)	(621,671)	(648,580)	(675,505)	(702,429)
Grant (£ per unit)	20,000		(541,639)	(559,723)	(577,808)	(595,892)	(614,014)	(632,297)	(650,579)
-	30,000		(541,639)	(551,130)	(560,622)	(570,113)	(579,604)	(589,096)	(598,729)
	40,000		(541,639)	(542,537)	(543,436)	(544,334)	(545,232)	(546,131)	(547,029)
	50,000		(541,639)	(533,944)	(526,249)	(518,555)	(510,860)	(503,165)	(495,471)
	60,000		(541,639)	(525,351)	(509,063)	(492,776)	(476,488)	(460,200)	(443,913)
	70,000		(541,639)	(516,758)	(491,877)	(466,997)	(442,131)	(417,300)	(392,472)
	80,000		(541,639)	(508,165)	(474,701)	(441,322)	(408,021)	(374,786)	(341,618)
	90,000		(541,639)	(499,572)	(457,607)	(415,795)	(374,129)	(332,601)	(291,205)
	100,000		(541,639)	(490,985)	(440,575)	(390,395)	(340,434)	(290,693)	(241,130)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Appraisal Ref: **San40** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Location / Value Zone: Medium Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **80**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	80 Units
AH Policy requirement (% Target)	15%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 85%
AH tenure split %	Affordable Rent: 75.0%
	Social Rent: 0.0% 75.0% % Rented
	First Homes: 25.0%
	Other Intermediate (LCHO/Sub-Market etc.): 0.0% 3.8% % of total (>10% First Homes PPG 023)
	100.0% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	13.6	12.4%	1.5	19%	15.1
3 bed House	40.0%	27.2	26.8%	3.2	38%	30.4
4 bed House	20.0%	13.6	20.0%	2.4	20%	16.0
5 bed House	5.0%	3.4	5.9%	0.7	5%	4.1
1 bed Flat	10.0%	6.8	22.5%	2.7	12%	9.5
2 bed Flat	5.0%	3.4	12.4%	1.5	6%	4.9
<b>Total number of units</b>	<b>100.0%</b>	<b>68.0</b>	<b>100.0%</b>	<b>12.0</b>	<b>100%</b>	<b>80.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,074	11,565	118	1,265	1,192	12,830
3 bed House	2,720	29,278	322	3,462	3,042	32,740
4 bed House	1,741	18,738	307	3,307	2,048	22,044
5 bed House	544	5,856	113	1,219	657	7,075
1 bed Flat	400	4,306	159	1,710	559	6,015
2 bed Flat	280	3,014	123	1,319	403	4,333
	<b>6,759</b>	<b>72,755</b>	<b>1,141</b>	<b>12,282</b>	<b>7,900</b>	<b>85,037</b>

AH % by floor area: 14.44% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	2,866,720
3 bed House	240,000	2,400	223	7,299,840
4 bed House	300,000	2,344	218	4,800,000
5 bed House	355,000	2,219	206	1,458,340
1 bed Flat	135,000	2,700	251	1,282,500
2 bed Flat	150,000	2,143	199	733,200
				<b>18,440,600</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	13.6	@	190,000	2,584,000
3 bed House	27.2	@	240,000	6,528,000
4 bed House	13.6	@	300,000	4,080,000
5 bed House	3.4	@	355,000	1,207,000
1 bed Flat	6.8	@	135,000	918,000
2 bed Flat	3.4	@	150,000	510,000
	68.0			15,827,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	1.1	@	114,000	127,224
3 bed House	2.4	@	144,000	347,328
4 bed House	1.8	@	180,000	324,000
5 bed House	0.5	@	213,000	113,103
1 bed Flat	2.0	@	81,000	164,025
2 bed Flat	1.1	@	90,000	100,440
	9.0			1,176,120
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.4	@	133,000	49,476
3 bed House	0.8	@	168,000	135,072
4 bed House	0.6	@	210,000	126,000
5 bed House	0.2	@	248,500	43,985
1 bed Flat	0.7	@	94,500	63,788
2 bed Flat	0.4	@	105,000	39,060
	3.0			457,380
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	12.0		-
<b>Sub-total GDV Residential</b>	<b>80</b>			<b>17,460,500</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>980,100</b>
			<b>124 £ psm (total GIA sqm)</b>	<b>12,251 £ per unit (total units)</b>
<b>Grant</b>	12	AH units @	0 per unit	-
<b>Total GDV</b>				<b>17,460,500</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(26,999)
Planning Application Professional Fees, Surveys and reports					(80,000)
CIL					(139,510)
<b>CIL analysis:</b>		6,759 sqm (Market only)	20.64 £ psm		
		0.80% % of GDV	1,744 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	9,633 per unit		(770,640)
	Sub-total				(770,640)
<b>S106 analysis:</b>		385,320 £ per ha	4.41% % of GDV	9,633 £ per unit (total units)	
<b>Comm. Sum analysis:</b>		7,900 sqm (total)	0.00% % of GDV	0 £ psm	
<b>AH Commuted Sum</b>					
-					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					2.00 ha @
					0 £ per ha (if brownfield)
-					
<b>Site Infrastructure costs -</b>					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	0 per unit		-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm		-
2 bed House		1,192 sqm @	1,211 psm		(1,443,454)
3 bed House		3,042 sqm @	1,211 psm		(3,683,378)
4 bed House		2,048 sqm @	1,211 psm		(2,480,128)
5 bed House		657 sqm @	1,211 psm		(795,966)
1 bed Flat		559 sqm @	1,410 psm		(787,941)
2 bed Flat		7,900 sqm @	1,410 psm		(567,583)
Garages for 3 bed House	(OMS only)	27 units @	50% @	11,754 £ per garage	(159,854)
Garages for 4 bed House	(OMS only)	14 units @	75% @	11,754 £ per garage	(119,891)
Garages for 5 bed House	(OMS only)	3 units @	120% @	11,754 £ per garage	(47,956)
<b>External works</b>					
					10,086,151 @
					15.0%
					(1,512,923)
<b>Ext. Works analysis:</b>			18,912 £ per unit (total units)		
<b>Policy Costs on design -</b>					
Net Biodiversity costs					80 units @
					1,003 £ per unit
					(80,240)
M4(2) Category 2 Housing	Aff units	12 units @	100% @	521 £ per unit	(6,252)
M4(2) Category 2 Housing	OMS units	68 units @	100% @	521 £ per unit	(35,428)
M4(3) Category 3 Housing	Aff units	12 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	68 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		80 units @		4,449 £ per unit	(355,920)
Renewable Energy		80 units @		0 £ per unit	-
EV Charging Points - Houses		66 units @		0 £ per unit	-
EV Charging Points - Flats		14 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		80 units @		0 £ per unit	-
	Sub-total				(477,840)
<b>Policy Costs analysis: (design costs only)</b>			5,973 £ per unit (total units)		
<b>Contingency (on construction)</b>					
					12,076,914 @
					5.0%
					(603,846)

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	12,076,914 @		<b>6.5%</b>		(784,999)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	15,827,000 OMS @		<b>3.00%</b>	5,935 £ per unit	(474,810)
Residential Sales Agent Costs	15,827,000 OMS @		<b>1.00%</b>	1,978 £ per unit	(158,270)
Residential Sales Legal Costs	15,827,000 OMS @		<b>0.25%</b>	495 £ per unit	(39,568)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,533 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(124,391)
<b>Developers Profit -</b>					
Profit on OMS	15,827,000		<b>20.00%</b>		(3,165,400)
Margin on AH	1,633,500		<b>6.00%</b> on AH values		(98,010)
<b>Profit analysis:</b>		<b>17,460,500</b>		<b>18.69% blended GDV</b>	<b>(3,263,410)</b>
		<b>15,389,946</b>		<b>21.20% on costs</b>	<b>(3,263,410)</b>
<b>TOTAL COSTS</b>					<b>(18,653,356)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,192,856)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(1,192,856)</b>
<b>RLV analysis:</b>	<b>(14,911) £ per plot</b>	<b>(596,428) £ per ha (net)</b>	<b>(241,371) £ per acre (net)</b>		
		<b>(477,142) £ per ha (gross)</b>	<b>(193,097) £ per acre (gross)</b>		
			<b>-6.83% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		2.00 ha (net)		4.94 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		2.50 ha (gross)		6.18 acres (gross)	
<b>Density analysis:</b>		<b>3,950 sqm/ha (net)</b>		<b>17,207 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	13,899 £ per plot	555,975 £ per ha (net)	<b>225,000</b> £ per acre (net)		1,111,950
<b>BLV analysis:</b>		<b>444,780 £ per ha (gross)</b>	<b>180,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,152,403) £ per ha (net)</b>	<b>(466,371) £ per acre (net)</b>		<b>(2,304,806)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(338,817)	(371,109)	(403,646)	(436,521)	(469,891)	(503,377)	(536,864)
	10.00	(355,410)	(386,967)	(418,774)	(450,958)	(483,555)	(516,188)	(548,820)
	20.00	(372,061)	(402,858)	(433,948)	(465,442)	(497,220)	(528,999)	(560,777)
	30.00	(388,715)	(418,796)	(449,155)	(479,961)	(510,885)	(541,809)	(572,801)
	40.00	(405,442)	(434,764)	(464,442)	(494,480)	(524,550)	(554,620)	(584,825)
	50.00	(422,180)	(450,805)	(479,782)	(508,999)	(538,215)	(567,431)	(596,850)
	60.00	(438,989)	(466,886)	(495,155)	(523,517)	(551,880)	(580,259)	(608,874)
	70.00	(455,836)	(483,022)	(510,528)	(538,036)	(565,544)	(593,143)	(620,898)
	80.00	(472,730)	(499,247)	(525,901)	(552,555)	(579,209)	(606,026)	(632,923)
	90.00	(489,712)	(515,474)	(541,274)	(567,074)	(592,874)	(618,909)	(644,947)
	100.00	(506,755)	(531,701)	(556,647)	(581,593)	(606,613)	(631,792)	(656,971)
	110.00	(523,836)	(547,928)	(572,020)	(596,112)	(620,355)	(644,675)	(668,996)
	120.00	(540,917)	(564,155)	(587,393)	(610,636)	(634,097)	(657,559)	(681,020)
	130.00	(557,998)	(580,382)	(602,766)	(625,237)	(647,839)	(670,442)	(693,044)
	140.00	(575,079)	(596,609)	(618,139)	(639,838)	(661,581)	(683,325)	(705,069)
	150.00	(592,160)	(612,836)	(633,554)	(654,439)	(675,324)	(696,208)	(717,093)
	160.00	(609,241)	(629,063)	(649,014)	(669,040)	(689,066)	(709,091)	(729,117)
	170.00	(626,322)	(645,307)	(664,474)	(683,641)	(702,808)	(721,975)	(741,142)
	180.00	(643,403)	(661,626)	(679,934)	(698,242)	(716,550)	(734,858)	(753,166)
	190.00	(660,495)	(677,944)	(695,394)	(712,843)	(730,292)	(747,741)	(765,190)
200.00	(677,673)	(694,263)	(710,853)	(727,444)	(744,034)	(760,624)	(777,215)	
210.00	(694,850)	(710,582)	(726,313)	(742,045)	(757,776)	(773,508)	(789,239)	
220.00	(712,028)	(726,900)	(741,773)	(756,646)	(771,518)	(786,391)	(801,263)	
230.00	(729,206)	(743,219)	(757,233)	(771,247)	(785,260)	(799,274)	(813,288)	
240.00	(746,383)	(759,538)	(772,693)	(785,848)	(799,002)	(812,157)	(825,312)	
250.00	(763,561)	(775,857)	(788,153)	(800,448)	(812,744)	(825,040)	(837,336)	

**TABLE 2**

		Affordable Housing - % on site 15%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(212,450)	(243,125)	(273,378)	(303,749)	(334,286)	(365,038)	(396,145)
	1,000	(229,500)	(259,680)	(289,992)	(320,430)	(351,049)	(381,944)	(413,218)
	2,000	(246,053)	(276,294)	(306,646)	(337,157)	(367,877)	(398,901)	(430,376)
	3,000	(262,605)	(292,907)	(323,326)	(353,909)	(384,745)	(415,921)	(447,560)
	4,000	(279,209)	(309,542)	(340,029)	(370,716)	(401,656)	(433,020)	(464,744)
	5,000	(295,823)	(326,223)	(356,780)	(387,546)	(418,652)	(450,205)	(481,928)
	6,000	(312,439)	(342,903)	(373,556)	(404,455)	(435,712)	(467,389)	(499,112)
	7,000	(329,119)	(359,652)	(390,384)	(421,407)	(452,849)	(484,573)	(516,297)
	8,000	(345,800)	(376,403)	(407,256)	(438,415)	(470,033)	(501,757)	(533,481)
	9,000	(362,523)	(393,223)	(424,165)	(455,503)	(487,217)	(518,941)	(550,665)
	10,000	(379,274)	(410,056)	(441,158)	(472,678)	(504,401)	(536,125)	(567,889)
	11,000	(396,062)	(426,966)	(458,206)	(489,862)	(521,586)	(553,309)	(585,170)
	12,000	(412,890)	(443,914)	(475,322)	(507,046)	(538,770)	(570,493)	(602,451)
	13,000	(429,766)	(460,910)	(492,506)	(524,230)	(555,954)	(587,737)	(619,732)
	14,000	(446,676)	(477,997)	(509,690)	(541,414)	(573,138)	(605,019)	(637,014)

**TABLE 3**

		Affordable Housing - % on site 15%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(188,052)	(222,797)	(265,374)	(306,244)	(347,387)	(388,530)	(429,677)
	17.5%	(278,934)	(314,392)	(350,148)	(386,307)	(422,741)	(459,174)	(495,612)
	20.0%	(373,127)	(403,875)	(434,921)	(466,371)	(498,095)	(529,819)	(561,546)
	22.5%	(467,319)	(493,358)	(519,694)	(546,435)	(573,449)	(600,463)	(627,481)
	25.0%	(561,512)	(582,841)	(604,468)	(626,499)	(648,803)	(671,108)	(693,416)
	27.5%	(655,704)	(672,324)	(689,241)	(706,562)	(724,157)	(741,752)	(759,351)

**TABLE 4**

		Affordable Housing - % on site 15%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 225,000	100,000	(248,127)	(278,875)	(309,921)	(341,371)	(373,095)	(404,819)	(436,546)
	150,000	(298,127)	(328,875)	(359,921)	(391,371)	(423,095)	(454,819)	(486,546)
	200,000	(348,127)	(378,875)	(409,921)	(441,371)	(473,095)	(504,819)	(536,546)
	250,000	(398,127)	(428,875)	(459,921)	(491,371)	(523,095)	(554,819)	(586,546)
	300,000	(448,127)	(478,875)	(509,921)	(541,371)	(573,095)	(604,819)	(636,546)
	350,000	(498,127)	(528,875)	(559,921)	(591,371)	(623,095)	(654,819)	(686,546)
	400,000	(548,127)	(578,875)	(609,921)	(641,371)	(673,095)	(704,819)	(736,546)
	450,000	(598,127)	(628,875)	(659,921)	(691,371)	(723,095)	(754,819)	(786,546)
	500,000	(648,127)	(678,875)	(709,921)	(741,371)	(773,095)	(804,819)	(836,546)
	550,000	(698,127)	(728,875)	(759,921)	(791,371)	(823,095)	(854,819)	(886,546)
	600,000	(748,127)	(778,875)	(809,921)	(841,371)	(873,095)	(904,819)	(936,546)
	650,000	(798,127)	(828,875)	(859,921)	(891,371)	(923,095)	(954,819)	(986,546)
	700,000	(848,127)	(878,875)	(909,921)	(941,371)	(973,095)	(1,004,819)	(1,036,546)
	750,000	(898,127)	(928,875)	(959,921)	(991,371)	(1,023,095)	(1,054,819)	(1,086,546)
	800,000	(948,127)	(978,875)	(1,009,921)	(1,041,371)	(1,073,095)	(1,104,819)	(1,136,546)
	850,000	(998,127)	(1,028,875)	(1,059,921)	(1,091,371)	(1,123,095)	(1,154,819)	(1,186,546)

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(466,371)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		319,809	293,444	267,078	240,713	214,329	187,942	161,555
	75%		208,997	182,726	156,455	130,183	103,894	77,588	51,281
	80%		97,980	71,790	45,599	19,382	(6,857)	(33,096)	(59,335)
	85%		(13,329)	(39,456)	(65,641)	(91,826)	(118,028)	(144,289)	(170,573)
	90%		(125,080)	(151,224)	(177,409)	(203,643)	(233,180)	(263,691)	(294,348)
	95%		(241,890)	(272,228)	(302,680)	(333,296)	(364,122)	(395,231)	(426,803)
	100%		(373,127)	(403,875)	(434,921)	(466,371)	(498,095)	(529,819)	(561,546)
	105%		(506,787)	(538,369)	(569,952)	(601,534)	(633,341)	(665,194)	(697,047)
	110%		(642,374)	(673,994)	(705,705)	(737,415)	(769,126)	(800,837)	(832,548)
	115%		(778,637)	(810,205)	(841,774)	(873,343)	(904,911)	(936,480)	(968,049)
	120%		(914,991)	(946,417)	(977,844)	(1,009,270)	(1,040,696)	(1,072,123)	(1,103,549)
	125%		(1,051,344)	(1,082,629)	(1,113,913)	(1,145,197)	(1,176,482)	(1,207,766)	(1,239,050)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(466,371)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(289,950)	(320,313)	(350,834)	(381,563)	(412,600)	(444,083)	(475,807)
	1,000		(308,571)	(339,011)	(369,615)	(400,490)	(431,700)	(463,354)	(495,077)
	2,000		(327,246)	(357,764)	(388,483)	(419,481)	(450,901)	(482,624)	(514,348)
	3,000		(345,944)	(376,545)	(407,394)	(438,553)	(470,171)	(501,895)	(533,619)
	4,000		(364,694)	(395,403)	(426,363)	(457,719)	(489,442)	(521,166)	(552,890)
	5,000		(383,475)	(414,298)	(445,423)	(476,989)	(508,713)	(540,437)	(572,225)
	6,000		(402,323)	(433,260)	(464,568)	(496,260)	(527,984)	(559,708)	(591,604)
	7,000		(421,202)	(452,305)	(483,807)	(515,531)	(547,255)	(579,989)	(610,984)
	8,000		(440,164)	(471,421)	(503,078)	(534,802)	(566,525)	(598,369)	(630,364)
	9,000		(459,186)	(490,625)	(522,349)	(554,072)	(585,796)	(617,748)	(649,744)
	10,000		(478,274)	(509,896)	(541,619)	(573,343)	(605,133)	(637,128)	(669,123)
	11,000		(497,443)	(529,167)	(560,890)	(592,614)	(624,513)	(656,508)	(688,503)
	12,000		(516,714)	(548,437)	(580,161)	(611,897)	(643,892)	(675,888)	(707,883)
	13,000		(535,984)	(567,708)	(599,432)	(631,277)	(663,272)	(695,267)	(727,263)
	14,000		(555,255)	(586,979)	(618,703)	(650,657)	(682,652)	(714,647)	(746,642)
	15,000		(574,526)	(606,250)	(638,041)	(670,036)	(702,032)	(734,027)	(766,022)
	16,000		(593,797)	(625,520)	(657,421)	(689,416)	(721,411)	(753,407)	(785,402)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(466,371)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(980,854)	(982,285)	(983,716)	(985,148)	(986,579)	(988,010)	(989,441)
	82%		(919,726)	(924,214)	(928,701)	(933,189)	(937,677)	(942,164)	(946,652)
	84%		(858,598)	(866,142)	(873,686)	(881,230)	(888,774)	(896,318)	(903,862)
	86%		(797,470)	(808,071)	(818,671)	(829,272)	(839,872)	(850,473)	(861,073)
	88%		(736,342)	(749,999)	(763,656)	(777,313)	(790,970)	(804,627)	(818,283)
	90%		(675,215)	(691,928)	(708,641)	(725,354)	(742,067)	(758,781)	(775,494)
	92%		(614,143)	(633,856)	(653,626)	(673,396)	(693,165)	(712,935)	(732,704)
	94%		(553,407)	(576,021)	(598,634)	(621,437)	(644,263)	(667,089)	(689,915)
	96%		(492,672)	(518,322)	(543,972)	(569,622)	(595,361)	(621,243)	(647,125)
	98%		(432,515)	(460,722)	(489,310)	(517,997)	(546,684)	(575,371)	(604,336)
	100%		(373,127)	(403,875)	(434,921)	(466,371)	(498,095)	(529,819)	(561,546)
	102%		(314,231)	(347,630)	(381,256)	(415,157)	(449,506)	(484,267)	(519,027)
	104%		(255,730)	(291,837)	(328,103)	(364,582)	(401,413)	(438,716)	(476,512)
	106%		(199,066)	(236,323)	(275,298)	(314,457)	(353,856)	(393,637)	(433,997)
	108%		(148,830)	(184,845)	(220,929)	(264,616)	(306,692)	(349,038)	(391,830)
	110%		(98,719)	(137,158)	(175,651)	(214,234)	(259,790)	(304,809)	(350,155)
	112%		(48,736)	(89,561)	(130,496)	(171,486)	(212,585)	(260,821)	(308,807)
	114%		1,208	(42,096)	(85,419)	(128,846)	(172,347)	(215,982)	(267,708)
	116%		51,039	5,332	(40,452)	(86,273)	(132,207)	(178,237)	(226,791)
	118%		100,871	52,673	4,474	(43,804)	(92,123)	(140,578)	(189,154)
	120%		150,596	100,010	49,322	(1,368)	(52,153)	(102,995)	(153,961)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(466,371)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(373,127)	(403,875)	(434,921)	(466,371)	(498,095)	(529,819)	(561,546)
	10,000		(373,127)	(395,453)	(417,946)	(440,679)	(463,723)	(486,854)	(509,984)
	20,000		(373,127)	(387,031)	(401,024)	(415,141)	(429,417)	(443,888)	(458,426)
	30,000		(373,127)	(378,609)	(384,160)	(389,736)	(395,371)	(401,088)	(406,892)
	40,000		(373,127)	(370,219)	(367,316)	(364,446)	(361,575)	(358,704)	(355,873)
	50,000		(373,127)	(361,834)	(350,541)	(339,249)	(327,956)	(316,664)	(305,371)
	60,000		(373,127)	(353,449)	(333,772)	(314,126)	(294,489)	(274,852)	(255,229)
	70,000		(373,127)	(345,064)	(317,063)	(289,076)	(261,146)	(233,234)	(205,904)
	80,000		(373,127)	(336,701)	(300,363)	(264,105)	(227,902)	(194,139)	(162,957)
	90,000		(373,127)	(328,350)	(283,699)	(239,163)	(196,711)	(158,391)	(120,139)
	100,000		(373,127)	(320,000)	(267,064)	(213,620)	(168,114)	(122,718)	(77,417)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Appraisal Ref: **San41** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **150**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	150 Units
AH Policy requirement (% Target)	15%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 85%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented 3.8% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	25.5	12.4%	2.8	19%	28.3
3 bed House	40.0%	51.0	26.8%	6.0	38%	57.0
4 bed House	20.0%	25.5	20.0%	4.5	20%	30.0
5 bed House	5.0%	6.4	5.9%	1.3	5%	7.7
1 bed Flat	10.0%	12.8	22.5%	5.1	12%	17.8
2 bed Flat	5.0%	6.4	12.4%	2.8	6%	9.2
<b>Total number of units</b>	<b>100.0%</b>	<b>127.5</b>	<b>100.0%</b>	<b>22.5</b>	<b>100%</b>	<b>150.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	MV # units (sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	Total # units (sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	MV # units (sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	Total # units (sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	MV # units (sqft)	AH units GIA (sqm)	Total GIA (all units) (sqm)	Total # units (sqft)
1 bed House	0	0	0	0	0
2 bed House	2,015	21,684	220	2,235	24,056
3 bed House	5,100	54,896	603	5,703	61,387
4 bed House	3,264	35,133	576	3,840	41,333
5 bed House	1,020	10,979	212	1,232	13,265
1 bed Flat	750	8,073	298	1,048	11,278
2 bed Flat	525	5,651	230	755	8,124
	<b>12,674</b>	<b>136,416</b>	<b>2,139</b>	<b>23,028</b>	<b>14,813</b>
					<b>159,444</b>

AH % by floor area: 14.44% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	5,375,100
3 bed House	240,000	2,400	223	13,687,200
4 bed House	300,000	2,344	218	9,000,000
5 bed House	355,000	2,219	206	2,734,388
1 bed Flat	135,000	2,700	251	2,404,688
2 bed Flat	150,000	2,143	199	1,374,750
				<b>34,576,125</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K



## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	25.5	@	190,000	4,845,000
3 bed House	51.0	@	240,000	12,240,000
4 bed House	25.5	@	300,000	7,650,000
5 bed House	6.4	@	355,000	2,263,125
1 bed Flat	12.8	@	135,000	1,721,250
2 bed Flat	6.4	@	150,000	956,250
	127.5			29,675,625
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	2.1	@	114,000	238,545
3 bed House	4.5	@	144,000	651,240
4 bed House	3.4	@	180,000	607,500
5 bed House	1.0	@	213,000	212,068
1 bed Flat	3.8	@	81,000	307,547
2 bed Flat	2.1	@	90,000	188,325
	16.9			2,205,225
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.7	@	133,000	92,768
3 bed House	1.5	@	168,000	253,260
4 bed House	1.1	@	210,000	236,250
5 bed House	0.3	@	248,500	82,471
1 bed Flat	1.3	@	94,500	119,602
2 bed Flat	0.7	@	105,000	73,238
	5.6			857,588
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	22.5		-
<b>Sub-total GDV Residential</b>				
	<b>150</b>			<b>32,738,438</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,837,688</b>
		<b>124 £ psm (total GIA sqm)</b>	<b>12,251 £ per unit (total units)</b>	
<b>Grant</b>	23	AH units @	<b>0</b> per unit	-
<b>Total GDV</b>				<b>32,738,438</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(36,659)
Planning Application Professional Fees, Surveys and reports					(110,000)
CIL					(261,581)
		12,674 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.80% % of GDV	1,744 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		150 units @	9,633 per unit		(1,444,950)
<b>S106 analysis:</b>		385,320 £ per ha	4.41% % of GDV	9,633 £ per unit (total units)	(1,444,950)
<b>Comm. Sum analysis:</b>			14,813 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>			0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					
		3.75 ha @		0 £ per ha (if brownfield)	-
<b>Site Infrastructure costs -</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		150 units @	0 per unit		-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	-
<b>1 bed House</b>					
		- sqm @		1,211 psm	-
<b>2 bed House</b>					
		2,235 sqm @		1,211 psm	(2,706,476)
<b>3 bed House</b>					
		5,703 sqm @		1,211 psm	(6,906,333)
<b>4 bed House</b>					
		3,840 sqm @		1,211 psm	(4,650,240)
<b>5 bed House</b>					
		1,232 sqm @		1,211 psm	(1,492,436)
<b>1 bed Flat</b>					
		1,048 sqm @		1,410 psm	(1,477,390)
<b>2 bed Flat</b>					
		14,813 755 sqm @		1,410 psm	(1,064,218)
Garages for 3 bed House (OMS only)		51 units @	50% @	11,754 £ per garage	(299,727)
Garages for 4 bed House (OMS only)		26 units @	75% @	11,754 £ per garage	(224,795)
Garages for 5 bed House (OMS only)		6 units @	120% @	11,754 £ per garage	(89,918)
<b>External works</b>					
		18,911,534 @		15.0%	(2,836,730)
<b>Ext. Works analysis:</b>				18,912 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					
		150 units @		1,003 £ per unit	(150,450)
M4(2) Category 2 Housing Aff units		23 units @	100% @	521 £ per unit	(11,723)
M4(2) Category 2 Housing OMS units		128 units @	100% @	521 £ per unit	(66,428)
M4(3) Category 3 Housing Aff units		23 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units		128 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		150 units @		4,449 £ per unit	(667,350)
Renewable Energy		150 units @		0 £ per unit	-
EV Charging Points - Houses		123 units @		0 £ per unit	-
EV Charging Points - Flats		27 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		150 units @		0 £ per unit	-
<b>Sub-total</b>					(895,950)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)	
<b>Contingency (on construction)</b>					
		22,644,214 @		5.0%	(1,132,211)

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	22,644,214 @	6.5%		(1,471,874)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	29,675,625 OMS @	3.00%	5,935 £ per unit	(890,269)
Residential Sales Agent Costs	29,675,625 OMS @	1.00%	1,978 £ per unit	(296,756)
Residential Sales Legal Costs	29,675,625 OMS @	0.25%	495 £ per unit	(74,189)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>8,475 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(154,560)
<b>Developers Profit -</b>				
Profit on OMS	29,675,625	20.00%		(5,935,125)
Margin on AH	3,062,813	6.00% on AH values		(183,769)
<b>Profit analysis:</b>	<b>32,738,438</b>	<b>18.69% blended GDV</b>	<b>(6,118,894)</b>	
	<b>28,627,262</b>	<b>21.37% on costs</b>	<b>(6,118,894)</b>	
<b>TOTAL COSTS</b>				<b>(34,746,156)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(2,007,719)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(2,007,719)</b>
<b>RLV analysis:</b>	<b>(13,385) £ per plot</b>	<b>(535,392) £ per ha (net)</b>	<b>(216,670) £ per acre (net)</b>	
		<b>(428,313) £ per ha (gross)</b>	<b>(173,336) £ per acre (gross)</b>	
			<b>-6.13% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	3.75 ha (net)		9.27 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	4.69 ha (gross)		11.58 acres (gross)	
<b>Density analysis:</b>	<b>3,950 sqm/ha (net)</b>	<b>17,207 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	13,899 £ per plot	555,975 £ per ha (net)	225,000 £ per acre (net)	<b>2,084,906</b>
<b>BLV analysis:</b>	<b>444,780 £ per ha (gross)</b>	<b>180,000 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)	<b>(1,091,367) £ per ha (net)</b>	<b>(441,670) £ per acre (net)</b>		<b>(4,092,625)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(441,670)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(316,023)	(348,019)	(380,152)	(412,483)	(445,109)	(478,196)	(512,065)	
	10.00	(332,430)	(363,648)	(395,024)	(426,601)	(458,509)	(490,921)	(524,196)	
	20.00	(348,861)	(379,314)	(409,922)	(440,763)	(471,946)	(503,702)	(536,422)	
	30.00	(365,314)	(394,990)	(424,846)	(454,950)	(485,437)	(516,546)	(548,737)	
	40.00	(381,776)	(410,699)	(439,794)	(469,170)	(498,976)	(529,461)	(561,079)	
	50.00	(398,277)	(426,424)	(454,788)	(483,446)	(512,570)	(542,454)	(573,422)	
	60.00	(414,786)	(442,191)	(469,810)	(497,764)	(526,227)	(555,554)	(585,764)	
	70.00	(431,340)	(457,979)	(484,870)	(512,134)	(539,955)	(568,751)	(598,107)	
	80.00	(447,910)	(473,813)	(499,985)	(526,564)	(553,776)	(581,975)	(610,449)	
	90.00	(464,519)	(489,690)	(515,151)	(541,062)	(567,688)	(595,199)	(622,792)	
	100.00	(481,171)	(505,608)	(530,373)	(555,635)	(581,712)	(608,423)	(635,134)	
	110.00	(497,858)	(521,576)	(545,661)	(570,301)	(595,818)	(621,647)	(647,535)	
	120.00	(514,589)	(537,605)	(561,023)	(585,075)	(609,924)	(634,871)	(659,948)	
	130.00	(531,384)	(553,702)	(576,473)	(599,963)	(624,029)	(648,096)	(672,360)	
	140.00	(548,238)	(569,877)	(592,030)	(614,951)	(638,135)	(661,337)	(684,772)	
	150.00	(565,158)	(586,139)	(607,692)	(629,938)	(652,241)	(674,635)	(697,184)	
	160.00	(582,155)	(602,497)	(623,504)	(644,925)	(666,346)	(687,934)	(709,597)	
170.00	(599,244)	(618,976)	(639,373)	(659,912)	(680,457)	(701,233)	(722,028)		
180.00	(616,442)	(635,590)	(655,242)	(674,900)	(694,643)	(714,532)	(734,511)		
190.00	(633,752)	(652,334)	(671,111)	(689,887)	(708,828)	(727,831)	(746,993)		
200.00	(651,215)	(669,085)	(686,979)	(704,898)	(723,014)	(741,130)	(759,475)		
210.00	(668,822)	(685,835)	(702,848)	(719,970)	(737,199)	(754,485)	(771,958)		
220.00	(686,454)	(702,586)	(718,717)	(735,042)	(751,384)	(767,860)	(784,440)		
230.00	(704,086)	(719,336)	(734,658)	(750,114)	(765,570)	(781,234)	(797,007)		
240.00	(721,718)	(736,087)	(750,616)	(765,186)	(779,810)	(794,608)	(809,774)		
250.00	(739,350)	(752,892)	(766,575)	(780,258)	(794,076)	(807,982)	(822,541)		

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(441,670)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(194,710)	(220,712)	(251,463)	(281,644)	(311,929)	(342,350)	(372,965)	
	1,000	(208,916)	(237,776)	(267,925)	(298,149)	(328,480)	(358,972)	(389,683)	
	2,000	(223,122)	(254,237)	(284,403)	(314,668)	(345,065)	(375,625)	(406,451)	
	3,000	(240,562)	(270,700)	(300,909)	(331,220)	(361,665)	(392,325)	(423,281)	
	4,000	(257,012)	(287,163)	(317,414)	(347,779)	(378,310)	(409,063)	(440,173)	
	5,000	(273,475)	(303,668)	(333,959)	(364,380)	(394,976)	(425,850)	(457,143)	
	6,000	(289,938)	(320,173)	(350,510)	(380,995)	(411,685)	(442,693)	(474,203)	
	7,000	(306,427)	(336,698)	(367,094)	(397,649)	(428,444)	(459,603)	(491,361)	
	8,000	(322,933)	(353,249)	(383,695)	(414,336)	(445,249)	(476,590)	(508,647)	
	9,000	(339,438)	(369,809)	(400,334)	(431,056)	(462,109)	(493,663)	(526,079)	
	10,000	(355,989)	(386,409)	(416,987)	(447,824)	(479,035)	(510,832)	(543,694)	
	11,000	(372,540)	(403,019)	(433,696)	(464,648)	(496,037)	(528,137)	(561,433)	
	12,000	(389,124)	(419,672)	(450,436)	(481,526)	(513,123)	(545,581)	(579,171)	
	13,000	(405,725)	(436,347)	(467,216)	(498,468)	(530,313)	(563,203)	(596,910)	
14,000	(422,357)	(453,056)	(484,047)	(515,483)	(547,626)	(580,941)	(614,649)		

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(441,670)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(168,964)	(203,410)	(241,329)	(281,543)	(322,101)	(363,233)	(405,337)	
	17.5%	(255,722)	(290,834)	(326,102)	(361,606)	(397,455)	(433,878)	(471,272)	
	20.0%	(349,914)	(380,317)	(410,875)	(441,670)	(472,809)	(504,522)	(537,207)	
	22.5%	(444,107)	(469,800)	(495,649)	(521,734)	(548,163)	(575,167)	(603,142)	
	25.0%	(538,299)	(559,283)	(580,422)	(601,798)	(623,517)	(645,811)	(669,077)	
	27.5%	(632,492)	(648,766)	(665,195)	(681,861)	(698,872)	(716,456)	(735,012)	

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(441,670)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 225,000	100,000	(224,914)	(255,317)	(285,875)	(316,670)	(347,809)	(379,522)	(412,207)	
	150,000	(274,914)	(305,317)	(335,875)	(366,670)	(397,809)	(429,522)	(462,207)	
	200,000	(324,914)	(355,317)	(385,875)	(416,670)	(447,809)	(479,522)	(512,207)	
	250,000	(374,914)	(405,317)	(435,875)	(466,670)	(497,809)	(529,522)	(562,207)	
	300,000	(424,914)	(455,317)	(485,875)	(516,670)	(547,809)	(579,522)	(612,207)	
	350,000	(474,914)	(505,317)	(535,875)	(566,670)	(597,809)	(629,522)	(662,207)	
	400,000	(524,914)	(555,317)	(585,875)	(616,670)	(647,809)	(679,522)	(712,207)	
	450,000	(574,914)	(605,317)	(635,875)	(666,670)	(697,809)	(729,522)	(762,207)	
	500,000	(624,914)	(655,317)	(685,875)	(716,670)	(747,809)	(779,522)	(812,207)	
	550,000	(674,914)	(705,317)	(735,875)	(766,670)	(797,809)	(829,522)	(862,207)	
	600,000	(724,914)	(755,317)	(785,875)	(816,670)	(847,809)	(879,522)	(912,207)	
	650,000	(774,914)	(805,317)	(835,875)	(866,670)	(897,809)	(929,522)	(962,207)	
	700,000	(824,914)	(855,317)	(885,875)	(916,670)	(947,809)	(979,522)	(1,012,207)	
	750,000	(874,914)	(905,317)	(935,875)	(966,670)	(997,809)	(1,029,522)	(1,062,207)	
	800,000	(924,914)	(955,317)	(985,875)	(1,016,670)	(1,047,809)	(1,079,522)	(1,112,207)	
	850,000	(974,914)	(1,005,317)	(1,035,875)	(1,066,670)	(1,097,809)	(1,129,522)	(1,162,207)	

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(441,670)							
			334,915	308,509	282,104	255,699	229,280	202,860	176,441
			224,423	198,119	171,814	145,510	119,193	92,865	66,537
			113,796	87,583	61,371	35,142	8,897	(17,348)	(43,594)
			2,975	(23,155)	(49,326)	(75,497)	(101,676)	(127,898)	(154,131)
			(108,136)	(134,242)	(160,370)	(186,536)	(212,746)	(242,501)	(272,948)
			(219,680)	(250,357)	(280,643)	(311,010)	(341,489)	(372,154)	(403,056)
			(349,914)	(380,317)	(410,875)	(441,670)	(472,809)	(504,522)	(537,207)
			(481,111)	(512,104)	(543,578)	(575,811)	(609,156)	(642,717)	(676,500)
			(615,401)	(648,295)	(681,711)	(715,207)	(748,932)	(782,873)	(817,474)
			(754,850)	(788,373)	(821,953)	(855,866)	(890,561)	(925,958)	(961,354)
			(895,684)	(929,449)	(964,253)	(999,498)	(1,034,743)	(1,069,989)	(1,105,234)
			(1,038,548)	(1,073,642)	(1,108,737)	(1,143,831)	(1,178,925)	(1,214,020)	(1,249,114)

**TABLE 7**

		Affordable Housing - % on site 15%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(441,670)							
			(267,749)	(297,911)	(328,171)	(358,560)	(389,112)	(419,916)	(451,122)
			1,000	(286,180)	(316,393)	(346,708)	(377,156)	(407,815)	(438,765)
			2,000	(304,624)	(334,881)	(365,264)	(395,805)	(426,574)	(457,696)
			3,000	(323,106)	(353,418)	(383,859)	(414,493)	(445,399)	(476,734)
			4,000	(341,591)	(371,967)	(402,498)	(433,233)	(464,301)	(495,880)
			5,000	(360,128)	(390,563)	(421,171)	(452,034)	(483,289)	(515,166)
			6,000	(378,671)	(409,191)	(439,893)	(470,907)	(502,376)	(534,612)
			7,000	(397,267)	(427,849)	(458,682)	(489,863)	(521,594)	(554,260)
			8,000	(415,884)	(446,571)	(477,532)	(508,910)	(540,945)	(574,119)
			9,000	(434,541)	(465,341)	(496,453)	(528,060)	(560,467)	(594,013)
			10,000	(453,249)	(484,167)	(515,455)	(547,337)	(580,199)	(613,907)
			11,000	(471,999)	(503,060)	(534,555)	(566,759)	(600,093)	(633,800)
			12,000	(490,802)	(522,029)	(553,772)	(586,362)	(619,987)	(653,694)
			13,000	(509,666)	(541,086)	(573,107)	(606,173)	(639,880)	(673,674)
			14,000	(528,606)	(560,239)	(592,607)	(626,067)	(659,774)	(693,680)
			15,000	(547,623)	(579,507)	(612,283)	(645,960)	(679,668)	(713,686)
		16,000	(566,735)	(598,917)	(632,147)	(665,854)	(699,675)	(733,692)	

**TABLE 8**

		Affordable Housing - % on site 15%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(441,670)							
			(972,835)	(975,773)	(978,712)	(981,650)	(984,589)	(987,527)	(990,465)
			82%	(907,013)	(913,243)	(919,472)	(925,702)	(931,931)	(938,161)
			84%	(841,593)	(850,712)	(860,233)	(869,753)	(879,274)	(888,794)
			86%	(777,604)	(789,526)	(801,476)	(813,805)	(826,617)	(839,428)
			88%	(714,019)	(728,962)	(743,904)	(759,011)	(774,161)	(790,062)
			90%	(650,773)	(668,689)	(686,678)	(704,800)	(722,948)	(741,299)
			92%	(588,006)	(608,681)	(629,755)	(650,829)	(672,054)	(693,355)
			94%	(527,118)	(549,846)	(573,102)	(597,137)	(621,369)	(645,667)
			96%	(467,436)	(492,568)	(518,033)	(544,010)	(570,836)	(598,227)
			98%	(408,447)	(436,171)	(464,113)	(492,392)	(521,188)	(550,889)
			100%	(349,914)	(380,317)	(410,875)	(441,670)	(472,809)	(504,522)
			102%	(291,677)	(324,814)	(358,068)	(391,504)	(425,179)	(459,243)
		104%	(233,663)	(269,565)	(305,565)	(341,700)	(378,014)	(414,614)	
		106%	(181,314)	(214,780)	(253,261)	(292,140)	(331,173)	(370,406)	
		108%	(131,370)	(167,267)	(203,209)	(242,763)	(284,539)	(326,488)	
		110%	(81,504)	(119,844)	(158,217)	(196,648)	(238,072)	(282,761)	
		112%	(31,727)	(72,481)	(113,305)	(154,164)	(195,097)	(239,187)	
		114%	18,024	(25,202)	(68,444)	(111,753)	(155,110)	(198,555)	
		116%	67,704	22,049	(23,654)	(69,384)	(115,187)	(161,052)	
		118%	117,383	69,245	21,107	(27,082)	(75,301)	(123,607)	
		120%	166,990	116,437	65,818	15,196	(35,487)	(86,208)	

**TABLE 8**

		Affordable Housing - % on site 15%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(441,670)							
			(349,914)	(380,317)	(410,875)	(441,670)	(472,809)	(504,522)	(537,207)
			10,000	(349,914)	(372,004)	(394,198)	(416,523)	(439,026)	(461,808)
			20,000	(349,914)	(363,702)	(377,554)	(391,464)	(405,458)	(419,561)
			30,000	(349,914)	(355,414)	(360,929)	(366,478)	(372,054)	(377,659)
			40,000	(349,914)	(347,127)	(344,339)	(341,551)	(338,778)	(336,015)
			50,000	(349,914)	(338,839)	(327,763)	(316,687)	(305,612)	(294,536)
			60,000	(349,914)	(330,551)	(311,212)	(291,876)	(272,539)	(253,204)
			70,000	(349,914)	(322,285)	(294,683)	(267,092)	(239,540)	(212,614)
			80,000	(349,914)	(314,020)	(278,157)	(242,362)	(207,950)	(177,049)
			90,000	(349,914)	(305,755)	(261,671)	(217,513)	(179,499)	(141,553)
		100,000	(349,914)	(297,490)	(245,184)	(196,174)	(151,104)	(106,106)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Appraisal Ref: **San42** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **225**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	225 Units		
AH Policy requirement (% Target)	15%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	85%	
AH tenure split %	Affordable Rent:	75.0%	75.0% % Rented
	Social Rent:	0.0%	
	First Homes:	25.0%	
	Other Intermediate (LCHO/Sub-Market etc.):	0.0%	3.8% % of total (>10% First Homes PPG 023)
		100%	100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	38.3	12.4%	4.2	19%	42.4
3 bed House	40.0%	76.5	26.8%	9.0	38%	85.5
4 bed House	20.0%	38.3	20.0%	6.8	20%	45.0
5 bed House	5.0%	9.6	5.9%	2.0	5%	11.6
1 bed Flat	10.0%	19.1	22.5%	7.6	12%	26.7
2 bed Flat	5.0%	9.6	12.4%	4.2	6%	13.7
<b>Total number of units</b>	<b>100.0%</b>	<b>191.3</b>	<b>100.0%</b>	<b>33.8</b>	<b>100%</b>	<b>225.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	3,022	32,526	331	3,559	3,352	36,085
3 bed House	7,650	82,344	905	9,736	8,555	92,080
4 bed House	4,896	52,700	864	9,300	5,760	62,000
5 bed House	1,530	16,469	319	3,429	1,849	19,898
1 bed Flat	1,125	12,109	447	4,808	1,572	16,918
2 bed Flat	788	8,477	345	3,710	1,132	12,186
	<b>19,010</b>	<b>204,625</b>	<b>3,209</b>	<b>34,542</b>	<b>22,219</b>	<b>239,167</b>

AH % by floor area: 14.44% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	8,062,650
3 bed House	240,000	2,400	223	20,530,800
4 bed House	300,000	2,344	218	13,500,000
5 bed House	355,000	2,219	206	4,101,581
1 bed Flat	135,000	2,700	251	3,607,031
2 bed Flat	150,000	2,143	199	2,062,125
				<b>51,864,188</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	38.3	@	190,000	7,267,500
3 bed House	76.5	@	240,000	18,360,000
4 bed House	38.3	@	300,000	11,475,000
5 bed House	9.6	@	355,000	3,394,688
1 bed Flat	19.1	@	135,000	2,581,875
2 bed Flat	9.6	@	150,000	1,434,375
	191.3			44,513,438
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	3.1	@	114,000	357,818
3 bed House	6.8	@	144,000	976,860
4 bed House	5.1	@	180,000	911,250
5 bed House	1.5	@	213,000	318,102
1 bed Flat	5.7	@	81,000	461,320
2 bed Flat	3.1	@	90,000	282,488
	25.3			3,307,838
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	1.0	@	133,000	139,151
3 bed House	2.3	@	168,000	379,890
4 bed House	1.7	@	210,000	354,375
5 bed House	0.5	@	248,500	123,706
1 bed Flat	1.9	@	94,500	179,402
2 bed Flat	1.0	@	105,000	109,856
	8.4			1,286,381
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	33.8		-
<b>Sub-total GDV Residential</b>				
	225			49,107,656
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>2,756,531</b>
		124 £ psm (total GIA sqm)	12,251 £ per unit (total units)	
<b>Grant</b>	34	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>49,107,656</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(47,009)
Planning Application Professional Fees, Surveys and reports					(140,000)
CIL					(392,372)
CIL analysis:		19,010 sqm (Market only)	20.64 £ psm		
		0.80% % of GDV	1,744 £ per unit (total units)		
Site Specific S106 Contributions					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		225 units @	9,633 per unit		(2,167,425)
Sub-total					(2,167,425)
S106 analysis:		385,320 £ per ha	4.41% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum					-
Comm. Sum analysis:		22,219 sqm (total)	0 £ psm		
		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					-
		5.63 ha @	0 £ per ha (if brownfield)		
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		225 units @	0 per unit		-
Sub-total					-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House					
		- sqm @	1,211 psm		-
2 bed House					
		3,352 sqm @	1,211 psm		(4,059,714)
3 bed House					
		8,555 sqm @	1,211 psm		(10,359,500)
4 bed House					
		5,760 sqm @	1,211 psm		(6,975,360)
5 bed House					
		1,849 sqm @	1,211 psm		(2,238,655)
1 bed Flat					
		1,572 sqm @	1,410 psm		(2,216,085)
2 bed Flat					
		22,219 1,132 sqm @	1,410 psm		(1,596,327)
Garages for 3 bed House (OMS only)					
		77 units @	50% @	11,754 £ per garage	(449,591)
Garages for 4 bed House (OMS only)					
		38 units @	75% @	11,754 £ per garage	(337,193)
Garages for 5 bed House (OMS only)					
		10 units @	120% @	11,754 £ per garage	(134,877)
External works					(4,255,095)
Ext. Works analysis:		28,367,301 @	15.0%	18,912 £ per unit (total units)	
Policy Costs on design -					
Net Biodiversity costs					(225,675)
		225 units @		1,003 £ per unit	
M4(2) Category 2 Housing					
Aff units		34 units @	100% @	521 £ per unit	(17,584)
M4(2) Category 2 Housing					
OMS units		191 units @	100% @	521 £ per unit	(99,641)
M4(3) Category 3 Housing					
Aff units		34 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing					
OMS units		191 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS					
		225 units @		4,449 £ per unit	(1,001,025)
Renewable Energy					
		225 units @		0 £ per unit	-
EV Charging Points - Houses					
		185 units @		0 £ per unit	-
EV Charging Points - Flats					
		40 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency					
		225 units @		0 £ per unit	-
Sub-total					(1,343,925)
Policy Costs analysis: (design costs only)				5,973 £ per unit (total units)	
Contingency (on construction)					(1,698,316)
		33,966,321 @	5.0%		



## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	33,966,321 @		<b>6.5%</b>		(2,207,811)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	44,513,438 OMS @		<b>3.00%</b>	5,935 £ per unit	(1,335,403)
Residential Sales Agent Costs	44,513,438 OMS @		<b>1.00%</b>	1,978 £ per unit	(445,134)
Residential Sales Legal Costs	44,513,438 OMS @		<b>0.25%</b>	495 £ per unit	(111,284)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,453 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(225,125)
<b>Developers Profit -</b>					
Profit on OMS	44,513,438		<b>20.00%</b>		(8,902,688)
Margin on AH	4,594,219		<b>6.00%</b> on AH values		(275,653)
<b>Profit analysis:</b>				<b>18.69% blended GDV</b>	<b>(9,178,341)</b>
	<b>49,107,656</b>			<b>21.42% on costs</b>	<b>(9,178,341)</b>
	<b>42,846,199</b>				
<b>TOTAL COSTS</b>					<b>(52,024,540)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(2,916,883)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(2,916,883)</b>
<b>RLV analysis:</b>	<b>(12,964) £ per plot</b>	<b>(518,557) £ per ha (net)</b>	<b>(209,857) £ per acre (net)</b>		
		<b>(414,846) £ per ha (gross)</b>	<b>(167,886) £ per acre (gross)</b>		
			<b>-5.94% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		7.03 ha (gross)		17.37 acres (gross)	
<b>Density analysis:</b>		<b>3,950 sqm/ha (net)</b>		<b>17,207 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	13,899 £ per plot	555,975 £ per ha (net)	<b>225,000</b> £ per acre (net)		<b>3,127,359</b>
<b>BLV analysis:</b>		<b>444,780 £ per ha (gross)</b>	<b>180,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,074,532) £ per ha (net)</b>	<b>(434,857) £ per acre (net)</b>		<b>(6,044,243)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(434,857)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(309,301)	(341,279)	(373,394)	(405,690)	(438,275)	(471,293)	(505,049)	(517,147)
	10.00	(325,707)	(356,908)	(388,248)	(419,808)	(451,659)	(483,994)	(517,147)	(517,147)
	20.00	(342,121)	(372,556)	(403,146)	(433,950)	(465,089)	(496,749)	(529,321)	(529,321)
	30.00	(358,574)	(388,232)	(418,052)	(448,118)	(478,558)	(508,562)	(541,586)	(541,586)
	40.00	(375,026)	(403,923)	(433,000)	(462,337)	(492,072)	(522,445)	(553,928)	(553,928)
	50.00	(391,520)	(419,649)	(447,975)	(476,590)	(505,640)	(535,406)	(566,270)	(566,270)
	60.00	(408,021)	(435,398)	(462,977)	(490,885)	(519,270)	(548,451)	(578,613)	(578,613)
	70.00	(424,564)	(451,176)	(478,034)	(505,231)	(532,968)	(561,600)	(590,955)	(590,955)
	80.00	(441,117)	(467,000)	(493,129)	(519,634)	(546,744)	(574,824)	(603,298)	(603,298)
	90.00	(457,726)	(482,856)	(508,272)	(534,105)	(560,607)	(588,048)	(615,640)	(615,640)
	100.00	(474,358)	(498,752)	(523,470)	(548,649)	(574,584)	(601,272)	(627,983)	(627,983)
	110.00	(491,026)	(514,707)	(538,732)	(563,277)	(588,667)	(614,496)	(640,347)	(640,347)
	120.00	(507,754)	(530,718)	(554,066)	(577,996)	(602,772)	(627,720)	(652,720)	(652,720)
	130.00	(524,529)	(546,789)	(569,482)	(592,839)	(616,878)	(640,944)	(665,171)	(665,171)
	140.00	(541,359)	(562,932)	(584,987)	(607,799)	(630,984)	(654,168)	(677,583)	(677,583)
	150.00	(558,254)	(579,154)	(600,611)	(622,787)	(645,089)	(667,447)	(689,996)	(689,996)
	160.00	(575,225)	(595,481)	(616,355)	(637,774)	(659,195)	(680,745)	(702,408)	(702,408)
	170.00	(592,280)	(611,914)	(632,221)	(652,761)	(673,301)	(694,044)	(714,820)	(714,820)
	180.00	(609,429)	(628,474)	(648,090)	(667,748)	(687,454)	(707,343)	(727,283)	(727,283)
	190.00	(626,705)	(645,183)	(663,959)	(682,736)	(701,639)	(720,642)	(739,765)	(739,765)
200.00	(644,103)	(661,933)	(679,828)	(697,723)	(715,825)	(733,941)	(752,248)	(752,248)	
210.00	(661,670)	(678,684)	(695,697)	(712,781)	(730,010)	(747,258)	(764,730)	(764,730)	
220.00	(679,303)	(695,434)	(711,566)	(727,853)	(744,196)	(760,632)	(777,213)	(777,213)	
230.00	(696,935)	(712,185)	(727,469)	(742,925)	(758,381)	(774,006)	(789,695)	(789,695)	
240.00	(714,567)	(728,935)	(743,427)	(757,997)	(772,583)	(787,380)	(802,384)	(802,384)	
250.00	(732,199)	(745,703)	(759,386)	(773,069)	(786,848)	(800,754)	(815,151)	(815,151)	

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(434,857)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(189,310)	(215,305)	(244,758)	(274,922)	(305,189)	(335,593)	(366,172)	(366,172)
	1,000	(203,509)	(231,089)	(261,220)	(291,427)	(321,741)	(352,196)	(382,881)	(382,881)
	2,000	(217,715)	(247,533)	(277,683)	(307,933)	(338,307)	(368,850)	(399,639)	(399,639)
	3,000	(233,874)	(263,995)	(294,186)	(324,480)	(354,908)	(385,532)	(416,448)	(416,448)
	4,000	(250,308)	(280,458)	(310,692)	(341,031)	(371,535)	(402,251)	(433,317)	(433,317)
	5,000	(266,770)	(296,946)	(327,219)	(357,622)	(388,188)	(419,019)	(450,257)	(450,257)
	6,000	(283,233)	(313,451)	(343,770)	(374,223)	(404,892)	(435,847)	(467,277)	(467,277)
	7,000	(299,705)	(329,958)	(360,336)	(390,873)	(421,631)	(452,734)	(484,404)	(484,404)
	8,000	(316,210)	(346,510)	(376,937)	(407,543)	(438,415)	(469,690)	(501,640)	(501,640)
	9,000	(332,716)	(363,061)	(393,558)	(424,252)	(455,254)	(486,733)	(519,019)	(519,019)
	10,000	(349,249)	(379,652)	(410,211)	(441,011)	(472,157)	(503,875)	(536,565)	(536,565)
	11,000	(365,800)	(396,253)	(426,903)	(457,814)	(489,133)	(521,121)	(554,282)	(554,282)
	12,000	(382,366)	(412,896)	(443,623)	(474,670)	(506,193)	(538,516)	(572,020)	(572,020)
	13,000	(398,967)	(429,553)	(460,391)	(491,589)	(523,346)	(553,071)	(589,759)	(589,759)
	14,000	(415,581)	(446,263)	(477,213)	(508,580)	(540,610)	(573,790)	(607,497)	(607,497)

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(434,857)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(163,512)	(197,943)	(234,553)	(274,730)	(315,241)	(356,277)	(398,232)	(398,232)
	17.5%	(248,982)	(284,076)	(319,326)	(354,793)	(390,595)	(426,921)	(464,167)	(464,167)
	20.0%	(343,174)	(373,559)	(404,100)	(434,857)	(465,949)	(497,566)	(530,102)	(530,102)
	22.5%	(437,367)	(463,042)	(488,873)	(514,921)	(541,303)	(568,210)	(596,037)	(596,037)
	25.0%	(531,559)	(552,525)	(573,646)	(594,985)	(616,657)	(638,855)	(661,972)	(661,972)
	27.5%	(625,752)	(642,008)	(658,420)	(675,048)	(692,011)	(709,499)	(727,907)	(727,907)

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(434,857)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 225,000	100,000	(218,174)	(248,559)	(279,100)	(309,857)	(340,949)	(372,566)	(405,102)	(405,102)
	150,000	(268,174)	(298,559)	(329,100)	(359,857)	(390,949)	(422,566)	(455,102)	(455,102)
	200,000	(318,174)	(348,559)	(379,100)	(409,857)	(440,949)	(472,566)	(505,102)	(505,102)
	250,000	(368,174)	(398,559)	(429,100)	(459,857)	(490,949)	(522,566)	(555,102)	(555,102)
	300,000	(418,174)	(448,559)	(479,100)	(509,857)	(540,949)	(572,566)	(605,102)	(605,102)
	350,000	(468,174)	(498,559)	(529,100)	(559,857)	(590,949)	(622,566)	(655,102)	(655,102)
	400,000	(518,174)	(548,559)	(579,100)	(609,857)	(640,949)	(672,566)	(705,102)	(705,102)
	450,000	(568,174)	(598,559)	(629,100)	(659,857)	(690,949)	(722,566)	(755,102)	(755,102)
	500,000	(618,174)	(648,559)	(679,100)	(709,857)	(740,949)	(772,566)	(805,102)	(805,102)
	550,000	(668,174)	(698,559)	(729,100)	(759,857)	(790,949)	(822,566)	(855,102)	(855,102)
	600,000	(718,174)	(748,559)	(779,100)	(809,857)	(840,949)	(872,566)	(905,102)	(905,102)
	650,000	(768,174)	(798,559)	(829,100)	(859,857)	(890,949)	(922,566)	(955,102)	(955,102)
	700,000	(818,174)	(848,559)	(879,100)	(909,857)	(940,949)	(972,566)	(1,005,102)	(1,005,102)
	750,000	(868,174)	(898,559)	(929,100)	(959,857)	(990,949)	(1,022,566)	(1,055,102)	(1,055,102)
	800,000	(918,174)	(948,559)	(979,100)	(1,009,857)	(1,040,949)	(1,072,566)	(1,105,102)	(1,105,102)
	850,000	(968,174)	(998,559)	(1,029,100)	(1,059,857)	(1,090,949)	(1,122,566)	(1,155,102)	(1,155,102)

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(434,857)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		340,218	313,813	287,407	261,002	234,597	208,178	181,759
	75%		229,741	203,437	177,132	150,828	124,523	98,198	71,870
	80%		119,128	92,916	66,703	40,489	14,244	(12,001)	(38,246)
Build Cost	85%		8,322	(17,808)	(43,964)	(70,135)	(96,306)	(122,521)	(148,743)
100%	90%		(102,760)	(128,866)	(154,979)	(181,145)	(207,339)	(235,796)	(266,226)
(105% = 5% increase)	95%		(214,273)	(243,667)	(273,938)	(304,288)	(334,749)	(365,379)	(396,243)
	100%		(343,174)	(373,559)	(404,100)	(434,857)	(465,949)	(497,566)	(530,102)
	105%		(474,298)	(505,249)	(536,648)	(568,763)	(602,004)	(635,566)	(669,311)
	110%		(608,384)	(641,144)	(674,559)	(708,019)	(741,743)	(775,645)	(810,084)
	115%		(747,698)	(781,184)	(814,762)	(848,638)	(883,172)	(918,568)	(953,964)
	120%		(888,457)	(922,222)	(956,863)	(992,108)	(1,027,353)	(1,062,599)	(1,097,844)
	125%		(1,031,158)	(1,066,252)	(1,101,347)	(1,136,441)	(1,171,535)	(1,206,630)	(1,241,724)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(434,857)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(261,044)	(291,195)	(321,441)	(351,803)	(382,337)	(413,103)	(444,243)
	1,000		(279,475)	(309,671)	(339,968)	(370,398)	(401,022)	(431,931)	(463,294)
	2,000		(297,905)	(328,153)	(358,506)	(389,030)	(419,761)	(450,839)	(482,460)
	3,000		(316,383)	(346,678)	(377,102)	(407,700)	(438,566)	(469,836)	(501,780)
Part L 2025/FHS	4,000		(334,865)	(365,215)	(395,723)	(426,422)	(457,445)	(488,951)	(521,279)
4,449	5,000		(353,388)	(383,805)	(414,380)	(445,211)	(476,410)	(508,187)	(540,994)
	6,000		(371,925)	(402,415)	(433,100)	(464,064)	(495,469)	(527,584)	(560,888)
	7,000		(390,509)	(421,073)	(451,870)	(482,991)	(514,637)	(547,164)	(580,782)
	8,000		(409,108)	(439,778)	(470,699)	(502,006)	(533,951)	(566,968)	(600,675)
	9,000		(427,766)	(458,528)	(489,598)	(521,130)	(553,419)	(586,862)	(620,569)
	10,000		(446,455)	(477,333)	(508,576)	(540,365)	(573,079)	(606,755)	(640,485)
	11,000		(465,186)	(496,204)	(527,645)	(559,742)	(592,942)	(626,649)	(660,491)
	12,000		(483,978)	(515,150)	(546,815)	(579,281)	(612,835)	(646,543)	(680,497)
	13,000		(502,832)	(534,182)	(566,121)	(599,022)	(632,729)	(666,485)	(700,503)
	14,000		(521,750)	(553,309)	(585,559)	(618,915)	(652,623)	(686,491)	(720,522)
	15,000		(540,743)	(572,543)	(605,176)	(638,809)	(672,516)	(706,498)	(740,641)
	16,000		(559,820)	(591,901)	(624,995)	(658,703)	(692,486)	(726,504)	(760,760)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(434,857)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(965,445)	(968,383)	(971,322)	(974,260)	(977,199)	(980,137)	(983,075)
	82%		(899,623)	(905,853)	(912,082)	(918,312)	(924,541)	(930,771)	(937,000)
Market Values	84%		(834,366)	(843,322)	(852,843)	(862,363)	(871,884)	(881,405)	(890,925)
100%	86%		(770,415)	(782,298)	(794,248)	(806,415)	(819,227)	(832,038)	(844,850)
(105% = 5% increase)	88%		(706,831)	(721,773)	(736,716)	(751,783)	(766,934)	(782,672)	(798,775)
	90%		(643,622)	(661,537)	(679,489)	(697,611)	(715,733)	(734,072)	(752,700)
	92%		(580,990)	(601,539)	(622,603)	(643,677)	(664,865)	(686,166)	(707,611)
	94%		(520,239)	(542,889)	(566,054)	(589,986)	(614,218)	(638,478)	(662,958)
	96%		(460,623)	(485,712)	(511,129)	(537,022)	(563,692)	(591,075)	(618,466)
	98%		(401,681)	(429,378)	(457,280)	(485,513)	(514,231)	(543,757)	(574,250)
	100%		(343,174)	(373,559)	(404,100)	(434,857)	(465,949)	(497,566)	(530,102)
	102%		(284,972)	(318,092)	(351,328)	(384,728)	(418,367)	(452,387)	(486,996)
	104%		(226,976)	(262,861)	(298,843)	(334,960)	(371,247)	(407,810)	(444,803)
	106%		(175,923)	(209,373)	(246,556)	(285,418)	(324,433)	(363,639)	(403,164)
	108%		(125,993)	(161,875)	(197,803)	(236,074)	(277,822)	(319,748)	(361,903)
	110%		(76,133)	(114,467)	(152,825)	(191,252)	(231,385)	(276,039)	(320,904)
	112%		(26,366)	(67,119)	(107,928)	(148,773)	(189,699)	(232,487)	(280,084)
	114%		23,371	(19,840)	(63,082)	(106,376)	(149,718)	(193,148)	(239,405)
	116%		73,051	27,397	(18,292)	(64,022)	(109,810)	(155,661)	(201,616)
	118%		122,719	74,592	26,454	(21,720)	(69,939)	(118,230)	(166,601)
	120%		172,322	121,770	71,165	20,543	(30,125)	(80,832)	(131,638)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(434,857)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(343,174)	(373,559)	(404,100)	(434,857)	(465,949)	(497,566)	(530,102)
	10,000		(343,174)	(365,250)	(387,422)	(409,729)	(432,198)	(454,929)	(478,052)
Grant (£ per unit)	20,000		(343,174)	(356,962)	(370,796)	(384,689)	(398,664)	(412,748)	(426,985)
-	30,000		(343,174)	(348,675)	(354,175)	(359,721)	(365,278)	(370,883)	(376,534)
	40,000		(343,174)	(340,387)	(337,599)	(334,811)	(332,024)	(329,257)	(326,494)
	50,000		(343,174)	(332,099)	(321,023)	(309,948)	(298,875)	(287,803)	(276,731)
	60,000		(343,174)	(323,827)	(304,490)	(285,153)	(265,816)	(246,500)	(227,191)
	70,000		(343,174)	(315,562)	(287,961)	(260,387)	(232,836)	(207,207)	(183,419)
	80,000		(343,174)	(307,297)	(271,452)	(235,658)	(202,544)	(171,645)	(140,805)
	90,000		(343,174)	(299,033)	(254,966)	(212,106)	(174,099)	(136,162)	(98,276)
	100,000		(343,174)	(290,768)	(238,480)	(190,767)	(145,712)	(100,730)	(55,809)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Appraisal Ref: **San43** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **350**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	350 Units
AH Policy requirement (% Target)	15%
Open Market Sale (OMS) housing	85%
AH tenure split %	
Affordable Rent:	75.0%
Social Rent:	0.0%
First Homes:	25.0%
Other Intermediate (LCHO/Sub-Market etc.):	0.0%
	100.0% 100.0%
	75.0% % Rented
	3.8% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	59.5	12.4%	6.5	19%	66.0
3 bed House	40.0%	119.0	26.8%	14.1	38%	133.1
4 bed House	20.0%	59.5	20.0%	10.5	20%	70.0
5 bed House	5.0%	14.9	5.9%	3.1	5%	18.0
1 bed Flat	10.0%	29.8	22.5%	11.8	12%	41.6
2 bed Flat	5.0%	14.9	12.4%	6.5	6%	21.4
<b>Total number of units</b>	<b>100.0%</b>	<b>297.5</b>	<b>100.0%</b>	<b>52.5</b>	<b>100%</b>	<b>350.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	4,701	50,596	514	5,536	5,215	56,132
3 bed House	11,900	128,091	1,407	15,145	13,307	143,235
4 bed House	7,616	81,978	1,344	14,467	8,960	96,445
5 bed House	2,380	25,618	496	5,335	2,876	30,953
1 bed Flat	1,750	18,837	695	7,479	2,445	26,316
2 bed Flat	1,225	13,186	536	5,771	1,761	18,957
	<b>29,572</b>	<b>318,305</b>	<b>4,992</b>	<b>53,732</b>	<b>34,563</b>	<b>372,037</b>

AH % by floor area: 14.44% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	12,541,900
3 bed House	240,000	2,400	223	31,936,800
4 bed House	300,000	2,344	218	21,000,000
5 bed House	355,000	2,219	206	6,380,238
1 bed Flat	135,000	2,700	251	5,610,938
2 bed Flat	150,000	2,143	199	3,207,750
				<b>80,677,625</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	59.5	@	190,000	11,305,000
3 bed House	119.0	@	240,000	28,560,000
4 bed House	59.5	@	300,000	17,850,000
5 bed House	14.9	@	355,000	5,280,625
1 bed Flat	29.8	@	135,000	4,016,250
2 bed Flat	14.9	@	150,000	2,231,250
	297.5			69,243,125
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	4.9	@	114,000	556,605
3 bed House	10.6	@	144,000	1,519,560
4 bed House	7.9	@	180,000	1,417,500
5 bed House	2.3	@	213,000	494,826
1 bed Flat	8.9	@	81,000	717,609
2 bed Flat	4.9	@	90,000	439,425
	39.4			5,145,525
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	1.6	@	133,000	216,458
3 bed House	3.5	@	168,000	590,940
4 bed House	2.6	@	210,000	551,250
5 bed House	0.8	@	248,500	192,432
1 bed Flat	3.0	@	94,500	279,070
2 bed Flat	1.6	@	105,000	170,888
	13.1			2,001,038
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	52.5		-
<b>Sub-total GDV Residential</b>				
	<b>350</b>			<b>76,389,688</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>4,287,938</b>
	<b>124 £ psm (total GIA sqm)</b>		<b>12,251 £ per unit (total units)</b>	
<b>Grant</b>	53	AH units @	0 per unit	-
<b>Total GDV</b>				<b>76,389,688</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(64,259)
Planning Application Professional Fees, Surveys and reports					(190,000)
CIL		29,572 sqm (Market only)		20.64 £ psm	(610,356)
	<b>CIL analysis:</b>	<b>0.80% % of GDV</b>		<b>1,744 £ per unit (total units)</b>	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	350 units @		9,633 per unit	(3,371,550)
	Sub-total				(3,371,550)
	<b>S106 analysis:</b>	<b>385,320 £ per ha</b>	<b>4.41% % of GDV</b>	<b>9,633 £ per unit (total units)</b>	
AH Commuted Sum		34,563 sqm (total)		0 £ psm	-
	<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		8.75 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	350 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>	
1 bed House		- sqm @		1,211 psm	-
2 bed House		5,215 sqm @		1,211 psm	(6,315,111)
3 bed House		13,307 sqm @		1,211 psm	(16,114,777)
4 bed House		8,960 sqm @		1,211 psm	(10,850,560)
5 bed House		2,876 sqm @		1,211 psm	(3,482,352)
1 bed Flat		2,445 sqm @		1,410 psm	(3,447,243)
2 bed Flat		34,563 1,761 sqm @		1,410 psm	(2,483,176)
Garages for 3 bed House (OMS only)	119 units @		50% @	11,754 £ per garage	(699,363)
Garages for 4 bed House (OMS only)	60 units @		75% @	11,754 £ per garage	(524,522)
Garages for 5 bed House (OMS only)	15 units @		120% @	11,754 £ per garage	(209,809)
External works		44,126,912 @		15.0%	(6,619,037)
	<b>Ext. Works analysis:</b>			<b>18,912 £ per unit (total units)</b>	
Policy Costs on design -					
Net Biodiversity costs		350 units @		1,003 £ per unit	(351,050)
M4(2) Category 2 Housing Aff units	53 units @		100% @	521 £ per unit	(27,353)
M4(2) Category 2 Housing OMS units	298 units @		100% @	521 £ per unit	(154,998)
M4(3) Category 3 Housing Aff units	53 units @		0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units	298 units @		0% @	10,111 £ per unit	-
Part L 2025/FHS	350 units @			4,449 £ per unit	(1,557,150)
Renewable Energy	350 units @			0 £ per unit	-
EV Charging Points - Houses	287 units @			0 £ per unit	-
EV Charging Points - Flats	63 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency	350 units @			0 £ per unit	-
	Sub-total				(2,090,550)
	<b>Policy Costs analysis: (design costs only)</b>			<b>5,973 £ per unit (total units)</b>	
Contingency (on construction)		52,836,499 @		5.0%	(2,641,825)

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	52,836,499 @		<b>6.5%</b>		(3,434,372)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	69,243,125 OMS @		<b>3.00%</b>	5,935 £ per unit	(2,077,294)
Residential Sales Agent Costs	69,243,125 OMS @		<b>1.00%</b>	1,978 £ per unit	(692,431)
Residential Sales Legal Costs	69,243,125 OMS @		<b>0.25%</b>	495 £ per unit	(173,108)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,437 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(342,733)
<b>Developers Profit -</b>					
Profit on OMS	69,243,125		<b>20.00%</b>		(13,848,625)
Margin on AH	7,146,563		<b>6.00%</b> on AH values		(428,794)
<b>Profit analysis:</b>	<b>76,389,688</b>		<b>18.69% blended GDV</b>	<b>(14,277,419)</b>	
	<b>66,544,427</b>		<b>21.46% on costs</b>	<b>(14,277,419)</b>	
<b>TOTAL COSTS</b>					<b>(80,821,846)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(4,432,158)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		7.00%		-
Residual Land Value					<b>(4,432,158)</b>
<b>RLV analysis:</b>	<b>(12,663) £ per plot</b>	<b>(506,532) £ per ha (net)</b>	<b>(204,991) £ per acre (net)</b>		
		<b>(405,226) £ per ha (gross)</b>	<b>(163,993) £ per acre (gross)</b>	<b>-5.80% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		8.75 ha (net)		21.62 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		10.94 ha (gross)		27.03 acres (gross)	
<b>Density analysis:</b>		<b>3,950 sqm/ha (net)</b>		<b>17,207 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	13,899 £ per plot	555,975 £ per ha (net)	<b>225,000</b> £ per acre (net)		<b>4,864,781</b>
<b>BLV analysis:</b>		<b>444,780 £ per ha (gross)</b>	<b>180,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,062,507) £ per ha (net)</b>	<b>(429,991) £ per acre (net)</b>		<b>(9,296,939)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(429,991)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(304,499)	(336,464)	(368,567)	(400,840)	(433,394)	(466,376)	(500,051)
	10.00		(320,906)	(352,094)	(383,418)	(414,955)	(446,778)	(479,063)	(512,117)
	20.00		(337,312)	(367,729)	(398,307)	(429,084)	(460,192)	(491,800)	(524,263)
	30.00		(353,759)	(383,405)	(413,205)	(443,252)	(473,644)	(504,592)	(536,497)
	40.00		(370,212)	(399,083)	(428,148)	(457,456)	(487,141)	(517,449)	(548,820)
	50.00		(386,693)	(414,809)	(443,109)	(471,693)	(500,691)	(530,376)	(561,162)
	60.00		(403,194)	(430,545)	(458,110)	(485,972)	(514,300)	(543,394)	(573,505)
	70.00		(419,724)	(446,324)	(473,153)	(500,306)	(527,978)	(556,506)	(585,847)
	80.00		(436,278)	(462,134)	(488,233)	(514,695)	(541,732)	(569,716)	(598,190)
	90.00		(452,873)	(477,975)	(503,358)	(529,144)	(555,570)	(582,940)	(610,532)
	100.00		(469,492)	(493,868)	(518,539)	(543,661)	(569,501)	(596,164)	(622,875)
	110.00		(486,159)	(509,810)	(533,782)	(558,266)	(583,559)	(609,388)	(635,217)
	120.00		(502,873)	(525,804)	(549,097)	(572,962)	(597,664)	(622,612)	(647,624)
	130.00		(519,632)	(541,858)	(564,492)	(587,757)	(611,770)	(635,836)	(660,036)
	140.00		(536,445)	(557,982)	(579,976)	(602,691)	(625,876)	(649,060)	(672,448)
	150.00		(553,323)	(574,185)	(595,558)	(617,678)	(639,981)	(662,312)	(684,861)
	160.00		(570,275)	(590,475)	(611,273)	(632,666)	(654,087)	(675,611)	(697,273)
170.00		(587,311)	(606,880)	(627,113)	(647,653)	(668,193)	(688,909)	(709,685)	
180.00		(604,439)	(623,403)	(642,982)	(662,640)	(682,319)	(702,208)	(722,120)	
190.00		(621,671)	(640,075)	(658,851)	(677,628)	(696,505)	(715,507)	(734,603)	
200.00		(639,046)	(656,825)	(674,720)	(692,615)	(710,690)	(728,806)	(747,085)	
210.00		(656,562)	(673,576)	(690,589)	(707,646)	(724,875)	(742,105)	(759,568)	
220.00		(674,194)	(690,326)	(706,458)	(722,718)	(739,061)	(755,469)	(772,050)	
230.00		(691,827)	(707,077)	(722,334)	(737,790)	(753,246)	(768,843)	(784,533)	
240.00		(709,459)	(723,827)	(738,293)	(752,862)	(767,432)	(782,218)	(822,251)	
250.00		(727,091)	(740,578)	(754,251)	(767,934)	(781,686)	(795,592)	(901,585)	

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(429,991)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(185,459)	(211,443)	(239,969)	(270,120)	(300,375)	(330,766)	(361,325)
	1,000		(199,647)	(226,312)	(256,431)	(286,625)	(316,926)	(347,366)	(378,028)
	2,000		(213,853)	(242,744)	(272,894)	(303,131)	(333,480)	(364,010)	(394,772)
	3,000		(229,098)	(259,206)	(289,385)	(319,665)	(350,081)	(380,679)	(411,566)
	4,000		(245,521)	(275,669)	(305,890)	(336,217)	(366,695)	(397,388)	(428,420)
	5,000		(261,981)	(292,144)	(322,405)	(352,795)	(383,349)	(414,153)	(445,344)
	6,000		(278,444)	(308,650)	(338,956)	(369,396)	(400,039)	(430,966)	(462,346)
	7,000		(294,906)	(325,155)	(355,510)	(386,033)	(416,765)	(447,837)	(479,437)
	8,000		(311,409)	(341,695)	(372,110)	(402,690)	(433,534)	(464,776)	(496,650)
	9,000		(327,914)	(358,247)	(388,718)	(419,399)	(450,365)	(481,793)	(513,985)
	10,000		(344,434)	(374,825)	(405,372)	(436,145)	(467,253)	(498,905)	(531,483)
	11,000		(360,986)	(391,426)	(422,050)	(452,933)	(484,208)	(516,131)	(549,173)
	12,000		(377,539)	(408,057)	(438,759)	(469,773)	(501,243)	(533,482)	(566,912)
	13,000		(394,140)	(424,710)	(455,525)	(486,675)	(518,377)	(550,988)	(584,650)
14,000		(410,742)	(441,410)	(472,332)	(503,649)	(535,612)	(568,682)	(602,389)	

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(429,991)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		(159,620)	(194,037)	(229,713)	(269,863)	(310,344)	(351,327)	(393,175)
	17.5%		(244,170)	(279,249)	(314,487)	(349,927)	(385,698)	(421,972)	(459,109)
	20.0%		(338,362)	(368,732)	(399,260)	(429,991)	(461,052)	(492,616)	(525,044)
	22.5%		(432,555)	(458,215)	(484,033)	(510,055)	(536,406)	(563,261)	(590,979)
	25.0%		(526,748)	(547,698)	(568,807)	(590,118)	(611,761)	(633,905)	(656,914)
	27.5%		(620,940)	(637,181)	(653,580)	(670,182)	(687,115)	(704,550)	(722,849)

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(429,991)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 225,000	100,000		(213,362)	(243,732)	(274,260)	(304,991)	(336,052)	(367,616)	(400,044)
	150,000		(263,362)	(293,732)	(324,260)	(354,991)	(386,052)	(417,616)	(450,044)
	200,000		(313,362)	(343,732)	(374,260)	(404,991)	(436,052)	(467,616)	(500,044)
	250,000		(363,362)	(393,732)	(424,260)	(454,991)	(486,052)	(517,616)	(550,044)
	300,000		(413,362)	(443,732)	(474,260)	(504,991)	(536,052)	(567,616)	(600,044)
	350,000		(463,362)	(493,732)	(524,260)	(554,991)	(586,052)	(617,616)	(650,044)
	400,000		(513,362)	(543,732)	(574,260)	(604,991)	(636,052)	(667,616)	(700,044)
	450,000		(563,362)	(593,732)	(624,260)	(654,991)	(686,052)	(717,616)	(750,044)
	500,000		(613,362)	(643,732)	(674,260)	(704,991)	(736,052)	(767,616)	(800,044)
	550,000		(663,362)	(693,732)	(724,260)	(754,991)	(786,052)	(817,616)	(850,044)
	600,000		(713,362)	(743,732)	(774,260)	(804,991)	(836,052)	(867,616)	(900,044)
	650,000		(763,362)	(793,732)	(824,260)	(854,991)	(886,052)	(917,616)	(950,044)
	700,000		(813,362)	(843,732)	(874,260)	(904,991)	(936,052)	(967,616)	(1,000,044)
	750,000		(863,362)	(893,732)	(924,260)	(954,991)	(986,052)	(1,017,616)	(1,050,044)
	800,000		(913,362)	(943,732)	(974,260)	(1,004,991)	(1,036,052)	(1,067,616)	(1,100,044)
	850,000		(963,362)	(993,732)	(1,024,260)	(1,054,991)	(1,086,052)	(1,117,616)	(1,150,044)



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2

Scheme Typology: **Medium Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(429,991)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		344,006	317,601	291,196	264,790	238,385	211,977	185,557
	75%		233,539	207,235	180,931	154,626	128,322	102,007	75,679
	80%		122,937	96,725	70,512	44,300	18,063	(8,182)	(34,427)
	85%		12,141	(13,988)	(40,134)	(66,305)	(92,476)	(118,681)	(144,903)
	90%		(98,919)	(125,025)	(151,131)	(177,293)	(203,477)	(231,009)	(261,428)
	95%		(210,411)	(238,891)	(269,149)	(299,486)	(329,935)	(360,539)	(391,377)
	100%		(338,362)	(368,732)	(399,260)	(429,991)	(461,052)	(492,616)	(525,044)
	105%		(469,432)	(500,352)	(531,698)	(563,742)	(596,896)	(630,457)	(664,176)
	110%		(603,390)	(636,036)	(669,451)	(702,884)	(736,608)	(770,483)	(807,097)
	115%		(742,590)	(776,050)	(809,627)	(843,476)	(1,000,300)	(1,382,224)	(1,764,148)
	120%		(883,294)	(917,059)	(1,134,257)	(1,515,242)	(1,896,228)	(2,277,214)	(2,658,199)
	125%		(1,271,966)	(1,652,013)	(2,032,060)	(2,412,108)	(2,792,155)	(3,172,203)	(3,552,250)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(429,991)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(256,255)	(286,406)	(316,639)	(346,981)	(377,497)	(408,237)	(439,336)
	1,000		(274,686)	(304,869)	(335,154)	(365,571)	(396,169)	(427,050)	(458,362)
	2,000		(293,116)	(323,351)	(353,691)	(384,190)	(414,895)	(445,942)	(477,505)
	3,000		(311,582)	(341,864)	(372,275)	(402,847)	(433,687)	(464,922)	(496,790)
	4,000		(330,064)	(360,401)	(390,883)	(421,570)	(452,549)	(484,001)	(516,244)
	5,000		(348,574)	(378,978)	(409,540)	(440,345)	(471,496)	(503,218)	(535,909)
	6,000		(367,111)	(397,576)	(428,247)	(459,183)	(490,538)	(522,573)	(555,780)
	7,000		(385,682)	(416,233)	(447,003)	(478,094)	(509,684)	(542,106)	(575,674)
	8,000		(404,278)	(434,925)	(465,818)	(497,089)	(528,961)	(561,860)	(595,567)
	9,000		(422,926)	(453,662)	(484,701)	(516,180)	(548,386)	(581,754)	(615,461)
	10,000		(441,603)	(472,453)	(503,663)	(535,396)	(568,001)	(601,647)	(635,355)
	11,000		(460,325)	(491,316)	(522,714)	(554,732)	(587,834)	(621,541)	(655,356)
	12,000		(479,111)	(510,247)	(541,864)	(574,239)	(607,727)	(641,435)	(675,362)
	13,000		(497,951)	(529,255)	(561,131)	(593,932)	(627,621)	(661,350)	(695,368)
	14,000		(516,853)	(548,360)	(580,544)	(613,807)	(647,515)	(681,357)	(715,374)
	15,000		(535,830)	(567,573)	(600,118)	(633,701)	(667,408)	(701,363)	(735,479)
	16,000		(554,889)	(586,902)	(619,887)	(653,595)	(687,351)	(721,369)	(755,598)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(429,991)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,649,406)	(1,790,352)	(1,931,298)	(2,072,244)	(2,213,191)	(2,354,137)	(2,495,083)
	82%		(1,161,822)	(1,327,147)	(1,492,473)	(1,657,798)	(1,823,123)	(1,988,448)	(2,153,774)
	84%		(829,203)	(863,943)	(1,053,647)	(1,243,351)	(1,433,056)	(1,622,760)	(1,812,465)
	86%		(765,280)	(777,136)	(789,086)	(828,905)	(1,042,989)	(1,257,072)	(1,471,156)
	88%		(701,696)	(716,638)	(731,581)	(746,621)	(761,771)	(891,384)	(1,129,847)
	90%		(638,514)	(656,429)	(674,355)	(692,476)	(710,598)	(728,909)	(788,538)
	92%		(575,981)	(596,457)	(617,495)	(638,569)	(659,730)	(681,031)	(702,448)
	94%		(515,326)	(537,939)	(561,030)	(584,878)	(609,110)	(633,343)	(657,823)
	96%		(455,757)	(480,823)	(506,198)	(532,032)	(558,609)	(585,967)	(613,358)
	98%		(396,854)	(424,525)	(452,409)	(480,600)	(509,261)	(538,699)	(569,141)
	100%		(338,362)	(368,732)	(399,260)	(429,991)	(461,052)	(492,616)	(525,044)
	102%		(280,183)	(313,290)	(346,514)	(379,890)	(413,515)	(447,490)	(482,044)
	104%		(222,092)	(258,072)	(294,042)	(330,146)	(366,420)	(402,957)	(439,906)
	106%		(172,071)	(205,511)	(241,779)	(280,628)	(319,619)	(358,812)	(398,303)
	108%		(122,153)	(158,024)	(193,952)	(231,298)	(273,033)	(314,933)	(357,064)
	110%		(72,303)	(110,627)	(148,974)	(187,401)	(226,608)	(271,245)	(316,090)
	112%		(22,536)	(63,289)	(104,088)	(144,922)	(185,847)	(227,710)	(275,283)
	114%		27,191	(16,010)	(59,252)	(102,535)	(145,867)	(189,291)	(234,616)
	116%		76,870	31,216	(14,462)	(60,192)	(105,969)	(151,810)	(197,754)
	118%		126,528	78,412	30,273	(17,890)	(66,109)	(114,390)	(162,750)
	120%		176,131	125,579	74,985	24,362	(26,295)	(77,002)	(127,797)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(429,991)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(338,362)	(368,732)	(399,260)	(429,991)	(461,052)	(492,616)	(525,044)
	10,000		(338,362)	(360,436)	(382,594)	(404,877)	(427,332)	(450,029)	(473,102)
	20,000		(338,362)	(352,148)	(365,969)	(379,849)	(393,811)	(407,882)	(422,088)
	30,000		(338,362)	(343,860)	(349,361)	(354,894)	(360,443)	(366,044)	(371,681)
	40,000		(338,362)	(335,572)	(332,785)	(329,997)	(327,209)	(324,430)	(321,667)
	50,000		(338,362)	(327,290)	(316,218)	(305,146)	(294,074)	(283,002)	(271,930)
	60,000		(338,362)	(319,025)	(299,689)	(280,352)	(261,019)	(241,711)	(222,267)
	70,000		(338,362)	(310,761)	(283,159)	(255,598)	(228,046)	(203,345)	(179,557)
	80,000		(338,362)	(302,496)	(266,663)	(230,869)	(198,682)	(167,794)	(136,953)
	90,000		(338,362)	(294,231)	(250,177)	(208,244)	(170,248)	(132,311)	(94,435)
	100,000		(338,362)	(285,972)	(233,691)	(186,905)	(141,861)	(96,889)	(51,979)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.2 - Summary Table

Appraisal Ref:	San36	San37	San38	San39	San40	San41	San42	San43
Scheme Typology:	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	1,900,000	3,334,406	6,668,813	10,108,406	17,460,500	32,738,438	49,107,656	76,389,688
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	15%	15%	15%	15%	15%	15%	15%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,748	1,748	1,776	1,744	1,744	1,744	1,744
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	3,803	3,803	3,831	11,377	11,377	11,377	11,377
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	3,803	3,803	3,831	11,377	11,377	11,377	11,377
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	18.71%	18.71%	18.73%	18.69%	18.69%	18.69%	18.69%
Developers Profit (% on costs)	24.99%	19.70%	20.22%	20.16%	21.20%	21.37%	21.42%	21.46%
Developers Profit Total (£)	380,000	624,002	1,248,004	1,893,043	3,263,410	6,118,894	9,178,341	14,277,419
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-
RLV (£/acre (net))	(833)	(492,807)	(405,322)	(422,581)	(241,371)	(216,670)	(209,857)	(204,991)
RLV (£/ha (net))	(2,059)	(1,217,726)	(1,001,550)	(1,044,197)	(596,428)	(535,392)	(518,557)	(506,532)
RLV (% of GDV)	-0.02%	-13.70%	-11.26%	-11.62%	-6.83%	-6.13%	-5.94%	-5.80%
RLV Total (£)	(412)	(456,647)	(751,163)	(1,174,722)	(1,192,856)	(2,007,719)	(2,916,883)	(4,432,158)
BLV (£/acre (net))	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000
BLV (£/ha (net))	555,975	555,975	555,975	555,975	555,975	555,975	555,975	555,975
BLV Total (£)	111,195	208,491	416,981	625,472	1,111,950	2,084,906	3,127,359	4,864,781
Surplus/Deficit (£/acre) [RLV-BLV]	(225,833)	(717,807)	(630,322)	(647,581)	(466,371)	(441,670)	(434,857)	(429,991)
Surplus/Deficit (£/ha)	(558,034)	(1,773,701)	(1,557,525)	(1,600,172)	(1,152,403)	(1,091,367)	(1,074,532)	(1,062,507)
Surplus/Deficit Total (£)	(111,607)	(665,138)	(1,168,144)	(1,800,194)	(2,304,806)	(4,092,625)	(6,044,243)	(9,296,939)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Appraisal Ref: **San44** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: Location / Value Zone: **Higher** No Units: **8**  
 Notes: Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				8 Units			
AH Policy requirement (% Target)				0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		100%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		0.0% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64		£ psm	
<b>Unit mix -</b>		OMS Unit mix%		MV # units		AH mix%	
						AH # units	
						Overall mix%	
						Total # units	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	0.0
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8	2.8
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2	3.2
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0	2.0
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0	0.0
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0	0.0
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0	0.0
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0	8.0
<b>OMS Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	53.0	570			53.0	570	
2 bed House	72.0	775			72.0	775	
3 bed House	85.0	915			85.0	915	
4 bed House	105.0	1,130			105.0	1,130	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>AH Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	53.0	570			53.0	570	
2 bed House	72.0	775			72.0	775	
3 bed House	85.0	915			85.0	915	
4 bed House	105.0	1,130			105.0	1,130	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>Total Gross Floor areas -</b>		OMS Units GIA		AH units GIA		Total GIA (all units)	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	0	0	0	0	0	0	0
2 bed House	202	2,170	0	0	202	2,170	2,170
3 bed House	272	2,928	0	0	272	2,928	2,928
4 bed House	210	2,260	0	0	210	2,260	2,260
5 bed House	0	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0	0
	684	7,358	0	0	684	7,358	7,358
AH % by floor area:		0.00% AH % by floor area (difference due to mix)					
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		£ psm		£ psf	
						total MV £ (no AH)	
1 bed House	165,000	3,113	289			0	
2 bed House	210,000	2,917	271			588,000	
3 bed House	280,000	3,294	306			896,000	
4 bed House	325,000	3,095	288			650,000	
5 bed House	395,000	2,469	229			0	
1 bed Flat	150,000	3,000	279			0	
2 bed Flat	185,000	2,643	246			0	
						2,134,000	
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £	
						% of MV	
						First Homes £*	
						% of MV	
						Other Int. £	
						% of MV	
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750
		* capped @£250K					

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Scheme Typology: **Higher Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	2.8	@	210,000	588,000
3 bed House	3.2	@	280,000	896,000
4 bed House	2.0	@	325,000	650,000
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	8.0			2,134,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.0	@	147,000	-
3 bed House	0.0	@	196,000	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	129,500	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>				
	8			2,134,000
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	0	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>2,134,000</b>

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Scheme Typology: **Higher Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (3,696)									
Planning Application Professional Fees, Surveys and reports (10,000)									
CIL 684 sqm (Market only) 20.64 £ psm (14,110)									
CIL analysis: 0.66% % of GDV 1,764 £ per unit (total units)									
Site Specific S106 Contributions									
		Year 1			0				
		Year 2			0				
		Year 3			0				
		Year 4			0				
		Year 5			0				
		Year 6			0				
		Year 7			0				
		Year 8			0				
		Year 9			0				
		Year 10			0				
		Year 11			0				
		Year 12			0				
		Year 13			0				
		Year 14			0				
		Year 15			0				
		Years 1-15		8 units @			0 per unit		
		Sub-total							
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 684 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.20 ha @ 0 £ per ha (if brownfield)									
Site Infrastructure costs -									
		Year 1			0				
		Year 2			0				
		Year 3			0				
		Year 4			0				
		Year 5			0				
		Year 6			0				
		Year 7			0				
		Year 8			0				
		Year 9			0				
		Year 10			0				
		Year 11			0				
		Year 12			0				
		Year 13			0				
		Year 14			0				
		Year 15			0				
		Years 1-15		8 units @			0 per unit		
		Sub-total							
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,374 psm									
2 bed House 202 sqm @ 1,374 psm (276,998)									
3 bed House 272 sqm @ 1,374 psm (373,728)									
4 bed House 210 sqm @ 1,374 psm (288,540)									
5 bed House - sqm @ 1,374 psm									
1 bed Flat - sqm @ 1,576 psm									
2 bed Flat 684 sqm @ 1,576 psm									
		Garages for 3 bed House (OMS only)	3 units @	50% @		11,754	£ per garage		(18,806)
		Garages for 4 bed House (OMS only)	2 units @	75% @		11,754	£ per garage		(17,631)
		Garages for 5 bed House (OMS only)	- units @	120% @		11,754	£ per garage		-
External works 975,704 @ 15.0% (146,356)									
Ext. Works analysis: 18,294 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 8 units @ 1,003 £ per unit (8,024)									
		M4(2) Category 2 Housing Aff units	- units @	100% @		0	£ per unit		-
		M4(2) Category 2 Housing OMS units	8 units @	100% @		0	£ per unit		-
		M4(3) Category 3 Housing Aff units	- units @	15% @		0	£ per unit		-
		M4(3) Category 3 Housing OMS units	8 units @	15% @		0	£ per unit		-
		Part L 2025/FHS	8 units @			4,449	£ per unit		(35,592)
		Renewable Energy	8 units @			0	£ per unit		-
		EV Charging Points - Houses	8 units @			0	£ per unit		-
		EV Charging Points - Flats	- units @	4 flats per charger		0	£ per 4 units		-
		Water Efficiency	8 units @			0	£ per unit		-
		Sub-total							(43,616)
Policy Costs analysis: (design costs only) 5,452 £ per unit (total units)									
Contingency (on construction) 1,165,675 @ 5.0% (58,284)									

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Scheme Typology: **Higher Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	1,165,675 @		<b>6.5%</b>		(75,769)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	2,134,000 OMS @		<b>3.00%</b>	8,003 £ per unit	(64,020)
Residential Sales Agent Costs	2,134,000 OMS @		<b>1.00%</b>	2,668 £ per unit	(21,340)
Residential Sales Legal Costs	2,134,000 OMS @		<b>0.25%</b>	667 £ per unit	(5,335)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>12,587 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(1,781)
<b>Developers Profit -</b>					
Profit on OMS	2,134,000		<b>20.00%</b>		(426,800)
Margin on AH	0		<b>6.00%</b> on AH values		-
<b>Profit analysis:</b>	<b>2,134,000</b>		<b>20.00% blended GDV</b>		<b>(426,800)</b>
	<b>1,530,010</b>		<b>27.90% on costs</b>		<b>(426,800)</b>
<b>TOTAL COSTS</b>					<b>(1,956,810)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					177,190
SDLT	177,190 @		HMRC formula		1,640
Acquisition Agent fees	177,190 @		<b>1.0%</b>		(1,772)
Acquisition Legal fees	177,190 @		<b>0.5%</b>		(886)
Interest on Land	177,190 @		7.00%		(12,403)
Residual Land Value					<b>163,770</b>
<b>RLV analysis:</b>	<b>20,471 £ per plot</b>	<b>818,848 £ per ha (net)</b>	<b>331,383 £ per acre (net)</b>		
		<b>655,079 £ per ha (gross)</b>	<b>265,107 £ per acre (gross)</b>		
			<b>7.67% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.20 ha (net)		0.49 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.25 ha (gross)		0.62 acres (gross)	
<b>Density analysis:</b>		<b>3,418 sqm/ha (net)</b>		<b>14,889 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	15,444 £ per plot	617,750 £ per ha (net)		<b>250,000 £ per acre (net)</b>	<b>123,550</b>
<b>BLV analysis:</b>		<b>494,200 £ per ha (gross)</b>		<b>200,000 £ per acre (gross)</b>	

<b>BALANCE</b>			
Surplus/(Deficit)	<b>201,098 £ per ha (net)</b>	<b>81,383 £ per acre (net)</b>	<b>40,220</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		81,383	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		106,079	65,152	24,140	(16,873)	(57,885)	(98,898)	(139,943)
	10.00		94,114	53,777	13,363	(27,050)	(67,464)	(107,878)	(148,336)
	20.00		82,149	42,402	2,587	(37,228)	(77,043)	(116,858)	(156,729)
	30.00		70,184	31,027	(8,189)	(47,405)	(86,622)	(125,838)	(165,123)
	40.00		58,219	19,653	(18,965)	(57,583)	(96,201)	(134,818)	(173,516)
	50.00		46,254	8,278	(29,741)	(67,760)	(105,779)	(143,798)	(181,910)
	60.00		34,289	(3,097)	(40,517)	(77,938)	(115,358)	(152,779)	(190,303)
	70.00		22,324	(14,472)	(51,294)	(88,115)	(124,937)	(161,759)	(198,696)
	80.00		10,359	(25,847)	(62,070)	(98,293)	(134,516)	(170,739)	(207,090)
	90.00		(1,606)	(37,222)	(72,846)	(108,470)	(144,095)	(179,724)	(215,483)
	100.00		(13,571)	(48,597)	(83,622)	(118,648)	(153,674)	(188,717)	(223,876)
	110.00		(25,544)	(59,971)	(94,398)	(128,825)	(163,252)	(197,710)	(254,065)
	120.00		(37,518)	(71,346)	(105,175)	(139,003)	(172,831)	(206,702)	(263,768)
	130.00		(49,491)	(82,721)	(115,951)	(149,180)	(182,410)	(215,695)	(273,471)
	140.00		(61,465)	(94,096)	(126,727)	(159,358)	(191,989)	(224,688)	(283,175)
	150.00		(73,439)	(105,471)	(137,503)	(169,535)	(201,568)	(255,697)	(292,878)
	160.00		(85,412)	(116,846)	(148,279)	(179,713)	(211,146)	(266,093)	(302,581)
170.00		(97,386)	(128,221)	(159,055)	(189,890)	(220,725)	(276,489)	(312,285)	
180.00		(109,359)	(139,595)	(169,832)	(200,068)	(251,793)	(286,886)	(321,988)	
190.00		(121,333)	(150,970)	(180,608)	(210,245)	(262,873)	(297,282)	(331,691)	
200.00		(133,306)	(162,345)	(191,384)	(220,423)	(273,962)	(307,678)	(341,394)	
210.00		(145,280)	(173,720)	(202,160)	(252,135)	(285,052)	(318,075)	(351,098)	
220.00		(157,253)	(185,095)	(212,936)	(263,901)	(296,141)	(328,471)	(360,801)	
230.00		(169,227)	(196,470)	(223,713)	(275,667)	(307,231)	(338,868)	(370,504)	
240.00		(181,200)	(207,845)	(256,630)	(287,433)	(318,320)	(349,264)	(380,208)	
250.00		(193,174)	(219,219)	(269,088)	(299,199)	(329,410)	(359,660)	(389,911)	

**TABLE 2**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		81,383	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106	-		81,383	41,674	1,898	(37,879)	(77,656)	(117,433)	(157,267)
	1,000		67,381	27,662	(12,115)	(51,892)	(91,668)	(131,445)	(171,299)
	2,000		53,379	13,650	(26,127)	(65,904)	(105,681)	(145,457)	(185,331)
	3,000		39,376	(363)	(40,139)	(79,916)	(119,693)	(159,470)	(199,363)
	4,000		25,374	(14,375)	(54,152)	(93,929)	(133,705)	(173,482)	(213,395)
	5,000		11,371	(28,387)	(68,164)	(107,941)	(147,718)	(187,510)	(227,428)
	6,000		(2,631)	(42,400)	(82,176)	(121,953)	(161,730)	(201,542)	(264,689)
	7,000		(16,635)	(56,412)	(96,189)	(135,965)	(175,742)	(215,575)	(280,911)
	8,000		(30,648)	(70,424)	(110,201)	(149,978)	(189,755)	(250,986)	(297,134)
	9,000		(44,660)	(84,437)	(124,213)	(163,990)	(203,767)	(267,208)	(313,356)
	10,000		(58,672)	(98,449)	(138,226)	(178,002)	(217,779)	(283,431)	(329,578)
	11,000		(72,685)	(112,461)	(152,238)	(192,015)	(253,512)	(299,653)	(345,800)
	12,000		(86,697)	(126,474)	(166,250)	(206,027)	(269,728)	(315,875)	(362,022)
	13,000		(100,709)	(140,486)	(180,263)	(220,039)	(285,950)	(332,097)	(378,244)
	14,000		(114,721)	(154,498)	(194,275)	(256,125)	(302,172)	(348,319)	(394,467)

**TABLE 3**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		81,383	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		268,141	219,094	169,979	120,865	71,750	22,635	(26,536)
	17.5%		174,762	130,384	85,938	41,493	(2,953)	(47,399)	(91,902)
	20.0%		81,383	41,674	1,898	(37,879)	(77,656)	(117,433)	(157,267)
	22.5%		(11,995)	(47,035)	(82,143)	(117,251)	(152,359)	(187,467)	(222,632)
	25.0%		(105,374)	(135,745)	(166,184)	(196,623)	(227,062)	(283,234)	(318,489)
	27.5%		(198,753)	(224,455)	(274,822)	(304,614)	(334,406)	(364,198)	(394,056)

**TABLE 4**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		81,383	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 250,000	100,000		231,383	191,674	151,898	112,121	72,344	32,567	(7,267)
	150,000		181,383	141,674	101,898	62,121	22,344	(17,433)	(57,267)
	200,000		131,383	91,674	51,898	12,121	(27,656)	(67,433)	(107,267)
	250,000		81,383	41,674	1,898	(37,879)	(77,656)	(117,433)	(157,267)
	300,000		31,383	(8,326)	(48,102)	(87,879)	(127,656)	(167,433)	(207,267)
	350,000		(18,617)	(58,326)	(98,102)	(137,879)	(177,656)	(217,433)	(257,267)
	400,000		(68,617)	(108,326)	(148,102)	(187,879)	(227,656)	(267,433)	(307,267)
	450,000		(118,617)	(158,326)	(198,102)	(237,879)	(277,656)	(317,433)	(357,267)
	500,000		(168,617)	(208,326)	(248,102)	(287,879)	(327,656)	(367,433)	(407,267)
	550,000		(218,617)	(258,326)	(298,102)	(337,879)	(377,656)	(417,433)	(457,267)
	600,000		(268,617)	(308,326)	(348,102)	(387,879)	(427,656)	(467,433)	(507,267)
	650,000		(318,617)	(358,326)	(398,102)	(437,879)	(477,656)	(517,433)	(557,267)
	700,000		(368,617)	(408,326)	(448,102)	(487,879)	(527,656)	(567,433)	(607,267)
	750,000		(418,617)	(458,326)	(498,102)	(537,879)	(577,656)	(617,433)	(657,267)
	800,000		(468,617)	(508,326)	(548,102)	(587,879)	(627,656)	(667,433)	(707,267)
850,000		(518,617)	(558,326)	(598,102)	(637,879)	(677,656)	(717,433)	(757,267)	



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Scheme Typology: **Higher Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		81,383	0%	5.0%	10%	15.0%	20%	25.0%	30%
			714,821	676,519	638,175	599,830	561,485	523,140	484,795
			609,284	570,717	532,151	493,584	455,017	416,450	377,883
	Build Cost		503,704	464,915	426,127	387,338	348,549	309,760	270,972
	100%		398,124	359,113	320,103	281,092	242,081	203,071	164,060
	(105% = 5% increase)		292,544	253,311	214,079	174,846	135,613	96,310	56,978
			186,964	147,509	108,055	68,548	28,993	(10,561)	(50,116)
			81,383	41,674	1,898	(37,879)	(77,656)	(117,433)	(157,267)
			(24,309)	(64,308)	(104,307)	(144,306)	(184,324)	(224,464)	(291,445)
			(130,069)	(170,290)	(210,512)	(275,547)	(322,210)	(368,878)	(415,752)
			(258,179)	(305,024)	(351,944)	(398,864)	(445,930)	(493,144)	(540,872)
			(380,648)	(427,825)	(475,076)	(522,466)	(570,209)	(618,862)	(668,033)
			(503,192)	(550,837)	(598,632)	(647,072)	(696,452)	(745,888)	(795,324)

**TABLE 7**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		81,383	0%	5.0%	10%	15.0%	20%	25.0%	30%
		0	150,962	111,286	71,595	31,818	(7,959)	(47,735)	(87,512)
		1,000	135,323	95,647	55,929	16,152	(23,624)	(63,401)	(103,178)
		2,000	119,684	80,007	40,263	487	(39,290)	(79,067)	(118,844)
		3,000	104,045	64,368	24,597	(15,179)	(54,956)	(94,733)	(134,515)
		4,000	88,405	48,708	8,932	(30,845)	(70,622)	(110,399)	(150,217)
	Part L 2025/FHS	5,000	72,766	33,042	(6,734)	(46,511)	(86,288)	(126,065)	(165,918)
	4,449	6,000	57,127	17,377	(22,400)	(62,177)	(101,954)	(141,731)	(181,620)
		7,000	41,487	1,711	(38,066)	(77,843)	(117,620)	(157,404)	(197,321)
		8,000	25,822	(13,955)	(53,732)	(93,509)	(133,285)	(173,105)	(213,023)
		9,000	10,156	(29,621)	(69,398)	(109,175)	(148,951)	(188,807)	(228,724)
		10,000	(5,510)	(45,287)	(85,064)	(124,840)	(164,617)	(204,508)	(268,118)
		11,000	(21,176)	(60,953)	(100,730)	(140,506)	(180,292)	(220,210)	(286,270)
		12,000	(36,842)	(76,619)	(116,395)	(156,172)	(195,994)	(258,275)	(304,422)
		13,000	(52,508)	(92,285)	(132,061)	(171,838)	(211,695)	(276,427)	(322,574)
		14,000	(68,174)	(107,950)	(147,727)	(187,504)	(227,397)	(294,579)	(340,730)
		15,000	(83,840)	(123,616)	(163,393)	(203,181)	(266,584)	(312,731)	(358,934)
		16,000	(99,505)	(139,282)	(179,059)	(218,882)	(284,736)	(330,883)	(377,137)

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		81,383	0%	5.0%	10%	15.0%	20%	25.0%	30%
		80%	(547,664)	(561,117)	(574,762)	(588,835)	(603,167)	(617,499)	(631,831)
		82%	(481,806)	(498,474)	(515,179)	(532,011)	(549,171)	(566,825)	(584,535)
		84%	(416,102)	(435,968)	(455,875)	(475,874)	(495,949)	(516,313)	(537,239)
	Market Values	86%	(350,399)	(373,550)	(396,701)	(419,864)	(443,158)	(466,511)	(490,155)
	100%	88%	(284,751)	(311,131)	(337,567)	(364,003)	(390,443)	(417,032)	(443,686)
	(105% = 5% increase)	90%	(202,102)	(227,701)	(278,434)	(308,155)	(337,877)	(367,612)	(397,495)
		92%	(145,391)	(173,826)	(202,261)	(252,307)	(285,314)	(318,320)	(351,369)
		94%	(88,681)	(119,951)	(151,221)	(182,491)	(213,833)	(269,042)	(305,334)
		96%	(31,970)	(66,076)	(100,182)	(134,287)	(168,393)	(202,600)	(259,341)
		98%	24,740	(12,201)	(49,142)	(86,083)	(123,024)	(159,975)	(197,050)
		100%	81,383	41,674	1,898	(37,879)	(77,656)	(117,433)	(157,267)
		102%	138,012	95,504	52,937	10,325	(32,287)	(74,900)	(117,512)
		104%	194,640	149,301	103,962	58,529	13,081	(32,367)	(77,815)
		106%	251,269	203,098	154,927	106,733	58,450	10,166	(38,117)
		108%	307,897	256,895	205,893	154,891	103,818	52,699	1,580
		110%	364,526	310,692	256,859	203,025	149,187	95,232	41,278
		112%	421,154	364,489	307,824	251,159	194,494	137,765	80,975
		114%	477,783	418,286	358,790	299,293	239,797	180,298	120,673
		116%	534,411	472,083	409,755	347,428	285,100	222,772	160,370
		118%	591,040	525,880	460,721	395,562	330,403	265,243	200,067
		120%	647,668	579,677	511,687	443,696	375,705	307,715	239,724

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		81,383	0%	5.0%	10%	15.0%	20%	25.0%	30%
		-	81,383	41,674	1,898	(37,879)	(77,656)	(117,433)	(157,267)
		10,000	81,383	48,687	15,924	(16,840)	(49,604)	(82,367)	(115,131)
	Grant (£ per unit)	20,000	81,383	55,701	29,950	4,199	(21,551)	(47,302)	(73,052)
	-	30,000	81,383	62,714	43,976	25,239	6,501	(12,236)	(30,973)
		40,000	81,383	69,727	58,002	46,278	34,554	22,830	11,105
		50,000	81,383	76,733	72,029	67,317	62,606	57,895	53,184
		60,000	81,383	83,738	86,055	88,357	90,659	92,961	95,263
		70,000	81,383	90,743	100,081	109,396	118,711	128,026	137,341
		80,000	81,383	97,748	114,107	130,435	146,764	163,092	179,420
		90,000	81,383	104,754	128,124	151,475	174,816	198,157	221,499
		100,000	81,383	111,759	142,134	172,509	202,869	233,223	263,577

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Appraisal Ref: **San45** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **15**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	15 Units
AH Policy requirement (% Target)	25%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 75%
AH tenure split %	Affordable Rent: 75.0%
	Social Rent: 0.0% 75.0% % Rented
	First Homes: 25.0%
	Other Intermediate (LCHO/Sub-Market etc.): 0.0% 6.3% % of total (>10% First Homes PPG 023)
	100.0% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	3.9	12.4%	0.5	29%	4.4
3 bed House	40.0%	4.5	26.8%	1.0	37%	5.5
4 bed House	25.0%	2.8	20.0%	0.8	24%	3.6
5 bed House	0.0%	0.0	5.9%	0.2	1%	0.2
1 bed Flat	0.0%	0.0	22.5%	0.8	6%	0.8
2 bed Flat	0.0%	0.0	12.4%	0.5	3%	0.5
<b>Total number of units</b>	<b>100.0%</b>	<b>11.3</b>	<b>100.0%</b>	<b>3.8</b>	<b>100%</b>	<b>15.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	311	3,348	37	395	348	3,744
3 bed House	450	4,844	101	1,082	551	5,926
4 bed House	360	3,875	96	1,033	456	4,908
5 bed House	0	0	35	381	35	381
1 bed Flat	0	0	50	534	50	534
2 bed Flat	0	0	38	412	38	412
	1,121	12,067	357	3,838	1,478	15,905

AH % by floor area: 24.13% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	165,000	2,661	247	0
2 bed House	210,000	2,658	247	924,525
3 bed House	280,000	2,800	260	1,541,400
4 bed House	325,000	2,539	236	1,157,813
5 bed House	395,000	2,469	229	87,394
1 bed Flat	150,000	3,000	279	126,563
2 bed Flat	185,000	2,643	246	86,025
				3,923,719

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750	75%
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500	75%
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000	75%
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750	75%
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750	75%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	3.9	@	210,000	826,875
3 bed House	4.5	@	280,000	1,260,000
4 bed House	2.8	@	325,000	914,063
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	11.3			3,000,938
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.3	@	126,000	43,943
3 bed House	0.8	@	168,000	126,630
4 bed House	0.6	@	195,000	109,688
5 bed House	0.2	@	237,000	39,327
1 bed Flat	0.6	@	90,000	56,953
2 bed Flat	0.3	@	111,000	38,711
	2.8			415,252
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.1	@	147,000	17,089
3 bed House	0.3	@	196,000	49,245
4 bed House	0.2	@	227,500	42,656
5 bed House	0.1	@	250,000	13,828
1 bed Flat	0.2	@	105,000	22,148
2 bed Flat	0.1	@	129,500	15,054
	0.9			160,021
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	3.8		-
<b>Sub-total GDV Residential</b>				
	<b>15</b>			<b>3,576,210</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>347,509</b>
		<b>235 £ psm (total GIA sqm)</b>	<b>23,167 £ per unit (total units)</b>	
<b>Grant</b>	4	AH units @	0 per unit	-
<b>Total GDV</b>				<b>3,576,210</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(6,930)
Planning Application Professional Fees, Surveys and reports						(20,000)
CIL						(23,139)
<b>CIL analysis:</b>		1,121 sqm (Market only)	20.64 £ psm			
		0.65% % of GDV	1,543 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	15 units @	2,055 per unit			(30,825)
	Sub-total					(30,825)
<b>S106 analysis:</b>		82,200 £ per ha	0.86% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>		1,478 sqm (total)	0.00% % of GDV	0 £ psm		
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		0.38 ha @		0 £ per ha (if brownfield)		
Site Infrastructure costs -						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	15 units @	0 per unit			-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
		- sqm @		1,374 psm		
2 bed House						(477,874)
		348 sqm @		1,374 psm		
3 bed House						(756,387)
		551 sqm @		1,374 psm		
4 bed House						(626,544)
		456 sqm @		1,374 psm		
5 bed House						(48,640)
		35 sqm @		1,374 psm		
1 bed Flat						(78,221)
		50 sqm @		1,576 psm		
2 bed Flat						(60,352)
		38 sqm @		1,576 psm		
Garages for 3 bed House (OMS only)						(26,447)
		5 units @	50% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(24,794)
		3 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						-
		- units @	120% @	11,754 £ per garage		
External works						(314,888)
		2,099,257 @		15.0%		
<b>Ext. Works analysis:</b>				20,993 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs						(15,045)
		15 units @		1,003 £ per unit		
M4(2) Category 2 Housing Aff units						(1,954)
		4 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						(5,861)
		11 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						-
		4 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						-
		11 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(66,735)
		15 units @		4,449 £ per unit		
Renewable Energy						-
		15 units @		0 £ per unit		
EV Charging Points - Houses						-
		14 units @		0 £ per unit		
EV Charging Points - Flats						-
		1 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		15 units @		0 £ per unit		
	Sub-total					(89,595)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		
Contingency (on construction)						(125,187)
		2,503,740 @		5.0%		

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Scheme Typology: **Higher Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	2,503,740	@	<b>6.5%</b>		(162,743)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	3,000,938	OMS @	<b>3.00%</b>	6,002 £ per unit	(90,028)
Residential Sales Agent Costs	3,000,938	OMS @	<b>1.00%</b>	2,001 £ per unit	(30,009)
Residential Sales Legal Costs	3,000,938	OMS @	<b>0.25%</b>	500 £ per unit	(7,502)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,169 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b>	APR	0.565% pcm	(31,104)
<b>Developers Profit -</b>					
Profit on OMS	3,000,938		<b>20.00%</b>		(600,188)
Margin on AH	575,273		<b>6.00%</b>	on AH values	(34,516)
<b>Profit analysis:</b>	<b>3,576,210</b>			<b>17.75% blended GDV</b>	<b>(634,704)</b>
	<b>3,141,207</b>			<b>20.21% on costs</b>	<b>(634,704)</b>
<b>TOTAL COSTS</b>					<b>(3,775,911)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(199,701)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	<b>1.0%</b>		-
Acquisition Legal fees	-	@	<b>0.5%</b>		-
Interest on Land	-	@	<b>7.00%</b>		-
Residual Land Value					<b>(199,701)</b>
<b>RLV analysis:</b>	<b>(13,313) £ per plot</b>			<b>(532,537) £ per ha (net)</b>	<b>(215,515) £ per acre (net)</b>
				<b>(426,029) £ per ha (gross)</b>	<b>(172,412) £ per acre (gross)</b>
					<b>-5.58% % RLV / GDV</b>

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b>	dph (net)		
Site Area (net)		0.38	ha (net)	0.93	acres (net)
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.47	ha (gross)	1.16	acres (gross)
<b>Density analysis:</b>		<b>3,940</b>	sqm/ha (net)	<b>17,164</b>	sqft/ac (net)
		<b>32</b>	dph (gross)		
Benchmark Land Value (net)	15,444 £ per plot	617,750	£ per ha (net)	<b>250,000</b>	£ per acre (net)
<b>BLV analysis:</b>		<b>494,200</b>	£ per ha (gross)	<b>200,000</b>	£ per acre (gross)

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,150,287)</b>	£ per ha (net)	<b>(465,515)</b>	£ per acre (net)
					<b>(431,357)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(225,420)	(275,677)	(316,669)	(357,662)	(398,654)	(439,647)	(480,639)
	10.00	(251,325)	(291,486)	(331,646)	(371,807)	(411,967)	(452,160)	(492,353)
	20.00	(267,967)	(307,295)	(346,624)	(385,952)	(425,280)	(464,711)	(504,288)
	30.00	(284,608)	(323,104)	(361,601)	(400,997)	(438,593)	(477,263)	(516,003)
	40.00	(301,250)	(338,914)	(376,578)	(414,242)	(451,911)	(489,814)	(527,718)
	50.00	(317,891)	(354,723)	(391,555)	(428,387)	(465,300)	(502,366)	(539,433)
	60.00	(334,532)	(370,532)	(406,532)	(442,533)	(478,688)	(514,918)	(551,147)
	70.00	(351,174)	(386,342)	(421,510)	(456,683)	(492,076)	(527,469)	(562,862)
	80.00	(367,815)	(402,151)	(436,487)	(470,909)	(505,465)	(540,021)	(574,577)
	90.00	(384,456)	(417,960)	(451,464)	(485,134)	(518,853)	(552,572)	(586,292)
	100.00	(401,098)	(433,770)	(466,476)	(499,359)	(532,241)	(565,124)	(598,007)
	110.00	(417,739)	(449,579)	(481,538)	(513,584)	(545,630)	(577,676)	(609,721)
	120.00	(434,380)	(465,391)	(496,600)	(527,809)	(559,018)	(590,227)	(621,436)
	130.00	(451,022)	(481,200)	(511,662)	(542,034)	(572,407)	(602,779)	(633,151)
	140.00	(467,663)	(497,188)	(526,724)	(556,259)	(585,795)	(615,330)	(644,866)
	150.00	(484,304)	(513,087)	(541,786)	(570,485)	(599,183)	(627,882)	(656,581)
	160.00	(501,124)	(528,986)	(556,848)	(584,710)	(612,572)	(640,434)	(668,296)
	170.00	(517,859)	(544,884)	(571,910)	(598,935)	(625,960)	(652,985)	(680,010)
	180.00	(534,595)	(560,783)	(586,972)	(613,160)	(639,348)	(665,537)	(691,778)
	190.00	(551,330)	(576,682)	(602,033)	(627,385)	(652,737)	(678,088)	(703,559)
200.00	(568,066)	(592,581)	(617,095)	(641,610)	(666,125)	(690,640)	(715,340)	
210.00	(584,801)	(608,479)	(632,157)	(655,835)	(679,514)	(703,202)	(727,122)	
220.00	(601,537)	(624,378)	(647,219)	(670,061)	(692,902)	(715,825)	(738,903)	
230.00	(618,272)	(640,277)	(662,281)	(684,286)	(706,290)	(728,448)	(750,684)	
240.00	(635,008)	(656,175)	(677,343)	(698,511)	(719,679)	(741,070)	(762,465)	
250.00	(651,743)	(672,074)	(692,405)	(712,736)	(733,140)	(753,693)	(774,246)	

**TABLE 2**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(225,446)	(273,989)	(313,264)	(352,539)	(391,814)	(431,089)	(470,526)
	1,000	(251,414)	(290,689)	(329,964)	(369,239)	(408,514)	(447,797)	(487,320)
	2,000	(268,113)	(307,388)	(346,664)	(385,939)	(425,214)	(464,591)	(504,114)
	3,000	(284,813)	(324,088)	(363,363)	(402,639)	(441,914)	(481,385)	(520,908)
	4,000	(301,513)	(340,788)	(380,063)	(419,338)	(458,656)	(498,179)	(537,703)
	5,000	(318,213)	(357,488)	(396,763)	(436,038)	(475,450)	(514,974)	(554,427)
	6,000	(334,913)	(374,188)	(413,463)	(452,738)	(492,245)	(531,768)	(571,291)
	7,000	(351,612)	(390,888)	(430,163)	(469,516)	(509,039)	(548,562)	(588,085)
	8,000	(368,312)	(407,587)	(446,863)	(486,310)	(525,833)	(565,356)	(604,880)
	9,000	(385,012)	(424,287)	(463,561)	(503,104)	(542,627)	(582,151)	(621,674)
	10,000	(401,712)	(440,987)	(480,375)	(519,898)	(559,422)	(598,945)	(638,468)
	11,000	(418,412)	(457,687)	(497,169)	(536,693)	(576,216)	(615,739)	(655,262)
	12,000	(435,112)	(474,440)	(513,964)	(553,487)	(593,010)	(632,533)	(672,057)
	13,000	(451,811)	(491,235)	(530,758)	(570,281)	(609,804)	(649,328)	(688,888)
	14,000	(468,511)	(508,029)	(547,552)	(587,075)	(626,599)	(666,122)	(705,777)

**TABLE 3**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(68,374)	(111,685)	(154,995)	(198,306)	(253,409)	(303,586)	(353,905)
	17.5%	(161,752)	(200,394)	(250,425)	(295,098)	(339,771)	(384,550)	(429,471)
	20.0%	(269,032)	(308,307)	(347,582)	(386,857)	(426,132)	(465,515)	(505,038)
	22.5%	(376,984)	(410,862)	(444,739)	(478,617)	(512,494)	(546,479)	(580,604)
	25.0%	(484,936)	(513,416)	(541,896)	(570,376)	(598,856)	(627,443)	(656,171)
	27.5%	(592,889)	(615,971)	(639,053)	(662,135)	(685,218)	(708,407)	(731,738)

**TABLE 4**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 250,000	100,000	(119,032)	(158,307)	(197,582)	(236,857)	(276,132)	(315,515)	(355,038)
	150,000	(169,032)	(208,307)	(247,582)	(286,857)	(326,132)	(365,515)	(405,038)
	200,000	(219,032)	(258,307)	(297,582)	(336,857)	(376,132)	(415,515)	(455,038)
	250,000	(269,032)	(308,307)	(347,582)	(386,857)	(426,132)	(465,515)	(505,038)
	300,000	(319,032)	(358,307)	(397,582)	(436,857)	(476,132)	(515,515)	(555,038)
	350,000	(369,032)	(408,307)	(447,582)	(486,857)	(526,132)	(565,515)	(605,038)
	400,000	(419,032)	(458,307)	(497,582)	(536,857)	(576,132)	(615,515)	(655,038)
	450,000	(469,032)	(508,307)	(547,582)	(586,857)	(626,132)	(665,515)	(705,038)
	500,000	(519,032)	(558,307)	(597,582)	(636,857)	(676,132)	(715,515)	(755,038)
	550,000	(569,032)	(608,307)	(647,582)	(686,857)	(726,132)	(765,515)	(805,038)
	600,000	(619,032)	(658,307)	(697,582)	(736,857)	(776,132)	(815,515)	(855,038)
	650,000	(669,032)	(708,307)	(747,582)	(786,857)	(826,132)	(865,515)	(905,038)
	700,000	(719,032)	(758,307)	(797,582)	(836,857)	(876,132)	(915,515)	(955,038)
	750,000	(769,032)	(808,307)	(847,582)	(886,857)	(926,132)	(965,515)	(1,005,038)
	800,000	(819,032)	(858,307)	(897,582)	(936,857)	(976,132)	(1,015,515)	(1,055,038)
	850,000	(869,032)	(908,307)	(947,582)	(986,857)	(1,026,132)	(1,065,515)	(1,105,038)

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Scheme Typology: **Higher Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(465,515)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		498,418	464,644	430,869	397,094	363,319	329,517	295,715
	75%		373,973	340,241	306,508	272,776	239,043	205,311	171,578
	80%		249,343	215,623	181,903	148,182	114,462	80,742	47,022
	85%		124,314	90,612	56,874	23,136	(10,602)	(44,401)	(78,258)
	90%		(1,273)	(35,059)	(68,845)	(102,701)	(136,636)	(170,655)	(204,771)
	95%		(127,706)	(161,647)	(195,692)	(229,736)	(279,032)	(318,389)	(357,747)
	100%		(269,032)	(308,307)	(347,582)	(386,857)	(426,132)	(465,515)	(505,038)
	105%		(416,464)	(455,656)	(495,044)	(534,484)	(573,924)	(613,364)	(652,804)
	110%		(564,430)	(603,787)	(643,143)	(682,500)	(721,866)	(761,552)	(801,238)
	115%		(712,696)	(751,969)	(791,430)	(831,032)	(870,635)	(910,237)	(950,940)
	120%		(861,329)	(900,848)	(940,366)	(979,885)	(1,020,453)	(1,061,692)	(1,102,931)
	125%		(1,010,433)	(1,049,868)	(1,090,309)	(1,131,462)	(1,172,615)	(1,213,768)	(1,254,922)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(465,515)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(183,064)	(217,037)	(264,267)	(303,542)	(342,817)	(382,093)	(421,368)
	1,000		(199,262)	(233,235)	(282,994)	(322,269)	(361,544)	(400,819)	(440,094)
	2,000		(215,461)	(262,445)	(301,720)	(340,996)	(380,271)	(419,546)	(458,917)
	3,000		(231,659)	(281,172)	(320,447)	(359,722)	(398,997)	(438,273)	(477,749)
	4,000		(260,624)	(299,899)	(339,174)	(378,449)	(417,724)	(457,059)	(496,582)
	5,000		(279,350)	(318,625)	(357,901)	(397,176)	(436,451)	(475,891)	(515,415)
	6,000		(298,077)	(337,352)	(376,627)	(415,902)	(455,201)	(494,724)	(534,247)
	7,000		(316,804)	(356,079)	(395,354)	(434,629)	(474,033)	(513,556)	(553,080)
	8,000		(335,530)	(374,805)	(414,081)	(453,356)	(492,866)	(532,389)	(571,912)
	9,000		(354,257)	(393,532)	(432,807)	(472,175)	(511,698)	(551,222)	(590,745)
	10,000		(372,984)	(412,259)	(451,534)	(491,008)	(530,531)	(570,054)	(609,577)
	11,000		(391,710)	(430,985)	(470,317)	(509,840)	(549,363)	(588,887)	(628,410)
	12,000		(410,437)	(449,712)	(489,150)	(528,673)	(568,196)	(607,719)	(647,242)
	13,000		(429,164)	(468,459)	(507,982)	(547,505)	(587,029)	(626,552)	(666,075)
	14,000		(447,890)	(487,291)	(526,815)	(566,338)	(605,861)	(645,384)	(684,922)
	15,000		(466,617)	(506,124)	(545,647)	(585,170)	(624,694)	(664,217)	(703,861)
	16,000		(485,433)	(524,956)	(564,480)	(604,003)	(643,526)	(683,049)	(722,800)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(465,515)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(945,475)	(952,042)	(958,625)	(965,208)	(971,790)	(978,373)	(984,955)
	82%		(877,368)	(886,599)	(895,830)	(905,709)	(915,792)	(925,874)	(935,957)
	84%		(809,317)	(821,951)	(834,585)	(847,218)	(859,852)	(873,375)	(886,958)
	86%		(741,267)	(757,303)	(773,339)	(789,375)	(805,411)	(821,447)	(837,959)
	88%		(673,550)	(692,791)	(712,093)	(731,532)	(750,971)	(770,409)	(789,848)
	90%		(605,942)	(628,563)	(651,184)	(673,805)	(696,530)	(719,371)	(742,213)
	92%		(538,333)	(564,335)	(590,336)	(616,338)	(642,339)	(668,341)	(694,342)
	94%		(470,724)	(500,106)	(529,488)	(558,870)	(588,252)	(617,634)	(647,016)
	96%		(403,448)	(436,002)	(468,640)	(501,403)	(534,165)	(566,928)	(599,690)
	98%		(336,240)	(372,154)	(408,069)	(443,984)	(480,078)	(516,221)	(552,364)
	100%		(269,032)	(308,307)	(347,582)	(386,857)	(426,132)	(465,515)	(505,038)
	102%		(196,996)	(233,876)	(287,095)	(329,731)	(372,366)	(415,002)	(457,712)
	104%		(138,871)	(178,648)	(218,434)	(272,604)	(318,600)	(364,596)	(410,592)
	106%		(81,047)	(123,513)	(166,113)	(208,806)	(264,833)	(314,190)	(363,546)
	108%		(23,395)	(68,581)	(113,939)	(159,392)	(204,992)	(263,784)	(316,501)
	110%		34,153	(13,879)	(61,910)	(110,146)	(158,484)	(206,990)	(269,455)
	112%		91,504	40,785	(10,117)	(61,025)	(112,137)	(163,389)	(214,803)
	114%		148,811	95,227	41,643	(12,110)	(65,896)	(119,909)	(174,108)
	116%		206,033	149,668	93,219	36,770	(19,857)	(76,541)	(133,464)
	118%		263,134	203,999	144,795	85,481	26,167	(33,360)	(92,987)
	120%		320,235	258,245	196,256	134,192	72,012	9,801	(52,617)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(465,515)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(269,032)	(308,307)	(347,582)	(386,857)	(426,132)	(465,515)	(505,038)
	10,000		(269,032)	(299,957)	(330,881)	(361,806)	(392,731)	(423,656)	(454,652)
	20,000		(269,032)	(291,606)	(314,181)	(336,755)	(359,329)	(381,904)	(404,478)
	30,000		(269,032)	(283,256)	(297,480)	(311,704)	(325,928)	(340,152)	(354,376)
	40,000		(269,032)	(274,905)	(280,779)	(286,652)	(292,526)	(298,400)	(304,273)
	50,000		(269,032)	(266,555)	(264,078)	(261,601)	(259,124)	(256,648)	(254,171)
	60,000		(269,032)	(258,205)	(236,400)	(227,034)	(217,669)	(208,303)	(198,938)
	70,000		(269,032)	(238,542)	(221,954)	(205,365)	(188,776)	(172,188)	(155,599)
	80,000		(269,032)	(231,319)	(207,508)	(183,696)	(159,884)	(136,072)	(112,360)
	90,000		(269,032)	(224,096)	(193,061)	(162,027)	(131,003)	(100,124)	(69,248)
	100,000		(269,032)	(216,873)	(178,615)	(140,357)	(102,260)	(64,211)	(26,336)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Appraisal Ref: **San46** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: Location / Value Zone: **Higher** No Units: **30**  
 Notes: Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				30 Units													
AH Policy requirement (% Target)				25%													
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%													
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented											
		Social Rent:		0.0%													
		First Homes:		25.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)				20.64		£ psm											
<b>Unit mix -</b>		OMS Unit mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units					
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
2 bed House		35.0%		7.9		12.4%		0.9		29%		8.8					
3 bed House		40.0%		9.0		26.8%		2.0		37%		11.0					
4 bed House		25.0%		5.6		20.0%		1.5		24%		7.1					
5 bed House		0.0%		0.0		5.9%		0.4		1%		0.4					
1 bed Flat		0.0%		0.0		22.5%		1.7		6%		1.7					
2 bed Flat		0.0%		0.0		12.4%		0.9		3%		0.9					
Total number of units		100.0%		22.5		100.0%		7.5		100%		30.0					
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross % (sqft)		Gross (GIA) per unit (sqm)		Gross (GIA) per unit (sqft)									
1 bed House		62.0		667		62.0		667									
2 bed House		79.0		850		79.0		850									
3 bed House		100.0		1,076		100.0		1,076									
4 bed House		128.0		1,378		128.0		1,378									
5 bed House		160.0		1,722		160.0		1,722									
1 bed Flat		50.0		538		58.8		633		85.0%							
2 bed Flat		70.0		753		82.4		886		85.0%							
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross % (sqft)		Gross (GIA) per unit (sqm)		Gross (GIA) per unit (sqft)									
1 bed House		62.0		667		62.0		667									
2 bed House		79.0		850		79.0		850									
3 bed House		100.0		1,076		100.0		1,076									
4 bed House		128.0		1,378		128.0		1,378									
5 bed House		160.0		1,722		160.0		1,722									
1 bed Flat		50.0		538		58.8		633		85.0%							
2 bed Flat		70.0		753		82.4		886		85.0%							
<b>Total Gross Floor areas -</b>		OMS Units GIA (sqm)		AH units GIA (sqft)		Total GIA (all units) (sqm)		Total GIA (all units) (sqft)									
1 bed House		0		0		0		0									
2 bed House		622		6,696		696		7,487									
3 bed House		900		9,688		1,101		11,851									
4 bed House		720		7,750		912		9,817									
5 bed House		0		0		71		762									
1 bed Flat		0		0		99		1,068									
2 bed Flat		0		0		77		824									
		2,242		24,134		713		7,676		2,955		31,810					
AH % by floor area:										24.13% AH % by floor area (difference due to mix)							
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		£ psm		£ psf		total MV (£ (no AH))									
1 bed House		165,000		2,661		247		0									
2 bed House		210,000		2,658		247		1,849,050									
3 bed House		280,000		2,800		260		3,082,800									
4 bed House		325,000		2,539		236		2,315,625									
5 bed House		395,000		2,469		229		174,788									
1 bed Flat		150,000		3,000		279		253,125									
2 bed Flat		185,000		2,643		246		172,050									
								7,847,438									
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		99,000		60%		82,500		50%		115,500		70%		123,750		75%	
2 bed House		126,000		60%		105,000		50%		147,000		70%		157,500		75%	
3 bed House		168,000		60%		140,000		50%		196,000		70%		210,000		75%	
4 bed House		195,000		60%		162,500		50%		227,500		70%		243,750		75%	
5 bed House		237,000		60%		197,500		50%		250,000		70%		296,250		75%	
1 bed Flat		90,000		60%		75,000		50%		105,000		70%		112,500		75%	
2 bed Flat		111,000		60%		92,500		50%		129,500		70%		138,750		75%	
										* capped @£250K							

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology:

Higher Value Greenfield

No Units: 30

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Greenfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	7.9	@	210,000	1,653,750
3 bed House	9.0	@	280,000	2,520,000
4 bed House	5.6	@	325,000	1,828,125
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	22.5			6,001,875
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.7	@	126,000	87,885
3 bed House	1.5	@	168,000	253,260
4 bed House	1.1	@	195,000	219,375
5 bed House	0.3	@	237,000	78,654
1 bed Flat	1.3	@	90,000	113,906
2 bed Flat	0.7	@	111,000	77,423
	5.6			830,503
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.2	@	147,000	34,178
3 bed House	0.5	@	196,000	98,490
4 bed House	0.4	@	227,500	85,313
5 bed House	0.1	@	250,000	27,656
1 bed Flat	0.4	@	105,000	44,297
2 bed Flat	0.2	@	129,500	30,109
	1.9			320,042
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	7.5		-
<b>Sub-total GDV Residential</b>				
	<b>30</b>			<b>7,152,420</b>
<i>AH on-site cost analysis:</i>			<i>£MV (no AH) less £GDV (inc. AH)</i>	<i>695,018</i>
		<i>235 £ psm (total GIA sqm)</i>	<i>23,167 £ per unit (total units)</i>	
<b>Grant</b>	8	AH units @	0 per unit	-
<b>Total GDV</b>				<b>7,152,420</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (13,860)									
Planning Application Professional Fees, Surveys and reports (40,000)									
CIL 2,242 sqm (Market only) 20.64 £ psm (46,277)									
CIL analysis: 0.65% % of GDV 1,543 £ per unit (total units)									
Site Specific S106 Contributions									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		30 units @		2,055 per unit				(61,650)	
Sub-total								(61,650)	
S106 analysis: 82,200 £ per ha 0.86% % of GDV 2,055 £ per unit (total units)									
AH Commuted Sum 2,955 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.75 ha @ 0 £ per ha (if brownfield)									
Site Infrastructure costs -									
Year 1				0					
Year 2				0					
Year 3				0					
Year 4				0					
Year 5				0					
Year 6				0					
Year 7				0					
Year 8				0					
Year 9				0					
Year 10				0					
Year 11				0					
Year 12				0					
Year 13				0					
Year 14				0					
Year 15				0					
Years 1-15		30 units @		0 per unit					
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,374 psm									
2 bed House 696 sqm @ 1,374 psm (955,748)									
3 bed House 1,101 sqm @ 1,374 psm (1,512,774)									
4 bed House 912 sqm @ 1,374 psm (1,253,088)									
5 bed House 71 sqm @ 1,374 psm (97,279)									
1 bed Flat 99 sqm @ 1,576 psm (156,441)									
2 bed Flat 2,955 77 sqm @ 1,576 psm (120,703)									
Garages for 3 bed House (OMS only) 9 units @ 50% @ 11,754 £ per garage (52,893)									
Garages for 4 bed House (OMS only) 6 units @ 75% @ 11,754 £ per garage (49,587)									
Garages for 5 bed House (OMS only) - units @ 120% @ 11,754 £ per garage									
External works 4,198,513 @ 15.0% (629,777)									
Ext. Works analysis: 20,993 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 30 units @ 1,003 £ per unit (30,090)									
M4(2) Category 2 Housing Aff units 8 units @ 100% @ 521 £ per unit (3,908)									
M4(2) Category 2 Housing OMS units 23 units @ 100% @ 521 £ per unit (11,723)									
M4(3) Category 3 Housing Aff units 8 units @ 0% @ 10,111 £ per unit									
M4(3) Category 3 Housing OMS units 23 units @ 0% @ 10,111 £ per unit									
Part L 2025/FHS 30 units @ 4,449 £ per unit (133,470)									
Renewable Energy 30 units @ 0 £ per unit									
EV Charging Points - Houses 27 units @ 0 £ per unit									
EV Charging Points - Flats 3 units @ 4 flats per charger 0 £ per 4 units									
Water Efficiency 30 units @ 0 £ per unit									
Sub-total (179,190)									
Policy Costs analysis: (design costs only) 5,973 £ per unit (total units)									
Contingency (on construction) 5,007,480 @ 5.0% (250,374)									

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	5,007,480 @		<b>6.5%</b>		(325,486)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	6,001,875 OMS @		<b>3.00%</b>	6,002 £ per unit	(180,056)
Residential Sales Agent Costs	6,001,875 OMS @		<b>1.00%</b>	2,001 £ per unit	(60,019)
Residential Sales Legal Costs	6,001,875 OMS @		<b>0.25%</b>	500 £ per unit	(15,005)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,836 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(23,585)
<b>Developers Profit -</b>					
Profit on OMS	6,001,875		<b>20.00%</b>		(1,200,375)
Margin on AH	1,150,545		<b>6.00%</b> on AH values		(69,033)
<b>Profit analysis:</b>		<b>7,152,420</b>		<b>17.75% blended GDV</b>	<b>(1,269,408)</b>
		<b>6,133,792</b>		<b>20.70% on costs</b>	<b>(1,269,408)</b>
<b>TOTAL COSTS</b>					<b>(7,403,200)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(250,780)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(250,780)</b>
<b>RLV analysis:</b>	<b>(8,359) £ per plot</b>	<b>(334,373) £ per ha (net)</b>	<b>(135,319) £ per acre (net)</b>		
		<b>(267,499) £ per ha (gross)</b>	<b>(108,255) £ per acre (gross)</b>		
			<b>-3.51% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.94 ha (gross)		2.32 acres (gross)	
<b>Density analysis:</b>		<b>3,940 sqm/ha (net)</b>		<b>17,164 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	15,444 £ per plot	617,750 £ per ha (net)	<b>250,000</b> £ per acre (net)		<b>463,313</b>
<b>BLV analysis:</b>		<b>494,200 £ per ha (gross)</b>	<b>200,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(952,123) £ per ha (net)</b>	<b>(385,319) £ per acre (net)</b>		<b>(714,093)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(163,856)	(198,973)	(234,090)	(278,755)	(319,419)	(360,148)	(400,888)
	10.00	(177,893)	(212,308)	(252,762)	(292,549)	(332,428)	(372,343)	(412,296)
	20.00	(191,930)	(225,644)	(267,367)	(306,342)	(345,436)	(384,539)	(423,705)
	30.00	(205,967)	(238,979)	(281,972)	(320,154)	(358,444)	(396,734)	(435,113)
	40.00	(220,004)	(259,225)	(296,577)	(333,976)	(371,452)	(408,929)	(446,521)
	50.00	(234,041)	(274,641)	(311,182)	(347,797)	(384,461)	(421,124)	(457,929)
	60.00	(254,328)	(290,058)	(325,787)	(361,618)	(397,469)	(433,335)	(469,337)
	70.00	(270,556)	(305,474)	(340,402)	(375,439)	(410,477)	(445,558)	(480,746)
	80.00	(286,784)	(320,891)	(355,036)	(389,261)	(423,485)	(457,781)	(492,154)
	90.00	(303,012)	(336,307)	(369,670)	(403,082)	(436,493)	(470,004)	(503,562)
	100.00	(319,240)	(351,724)	(384,305)	(416,903)	(449,502)	(482,228)	(514,970)
	110.00	(335,467)	(367,153)	(398,939)	(430,724)	(462,523)	(494,451)	(526,395)
	120.00	(351,695)	(382,600)	(413,573)	(444,546)	(475,561)	(506,674)	(537,832)
	130.00	(367,923)	(398,048)	(428,207)	(458,367)	(488,599)	(518,897)	(549,270)
	140.00	(384,151)	(413,495)	(442,841)	(472,188)	(501,637)	(531,120)	(560,708)
	150.00	(400,379)	(428,942)	(457,476)	(486,009)	(514,675)	(543,343)	(572,145)
	160.00	(416,607)	(444,389)	(472,110)	(499,859)	(527,713)	(555,568)	(583,583)
	170.00	(432,835)	(459,837)	(486,744)	(513,712)	(540,751)	(567,822)	(595,020)
	180.00	(449,063)	(475,284)	(501,378)	(527,565)	(553,789)	(580,077)	(606,458)
	190.00	(465,291)	(490,731)	(516,013)	(541,418)	(566,827)	(592,331)	(617,896)
200.00	(481,519)	(506,178)	(530,647)	(555,270)	(579,865)	(604,586)	(629,337)	
210.00	(497,747)	(521,626)	(545,281)	(569,123)	(592,910)	(616,841)	(640,779)	
220.00	(513,975)	(537,073)	(560,012)	(582,976)	(605,962)	(629,095)	(652,220)	
230.00	(530,203)	(552,520)	(574,679)	(596,829)	(619,053)	(641,350)	(663,662)	
240.00	(546,431)	(568,013)	(589,347)	(610,682)	(632,125)	(653,604)	(675,104)	
250.00	(563,011)	(583,495)	(604,015)	(624,535)	(645,196)	(665,881)	(686,546)	

**TABLE 2**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(163,881)	(197,550)	(231,218)	(273,760)	(312,736)	(351,787)	(390,837)
	1,000	(177,967)	(211,636)	(251,122)	(290,045)	(329,054)	(368,104)	(407,180)
	2,000	(192,054)	(225,722)	(267,406)	(306,330)	(345,371)	(384,422)	(423,535)
	3,000	(206,140)	(239,809)	(283,691)	(322,638)	(361,688)	(400,739)	(439,890)
	4,000	(220,226)	(261,053)	(299,976)	(338,955)	(378,006)	(417,056)	(456,245)
	5,000	(234,313)	(277,338)	(316,261)	(355,272)	(394,323)	(433,390)	(472,599)
	6,000	(254,699)	(293,622)	(332,546)	(371,590)	(410,640)	(449,744)	(488,954)
	7,000	(270,984)	(309,907)	(348,857)	(387,907)	(426,958)	(466,099)	(505,309)
	8,000	(287,269)	(326,192)	(365,174)	(404,225)	(443,275)	(482,454)	(521,667)
	9,000	(303,554)	(342,477)	(381,491)	(420,542)	(459,599)	(498,809)	(538,064)
	10,000	(319,838)	(358,762)	(397,809)	(436,859)	(475,954)	(515,163)	(554,461)
	11,000	(336,123)	(375,076)	(414,126)	(453,177)	(492,308)	(531,518)	(570,858)
	12,000	(352,408)	(391,393)	(430,443)	(469,494)	(508,663)	(547,873)	(587,255)
	13,000	(368,693)	(407,710)	(446,761)	(485,811)	(525,018)	(564,251)	(603,652)
	14,000	(384,978)	(424,028)	(463,078)	(502,163)	(541,372)	(580,648)	(620,049)

**TABLE 3**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(6,071)	(49,078)	(92,084)	(135,090)	(178,201)	(221,317)	(273,302)
	17.5%	(99,450)	(137,787)	(176,125)	(214,462)	(259,907)	(304,355)	(348,868)
	20.0%	(192,828)	(226,497)	(268,302)	(307,225)	(346,268)	(385,319)	(424,435)
	22.5%	(298,408)	(331,934)	(365,459)	(398,985)	(432,630)	(466,283)	(500,001)
	25.0%	(406,360)	(434,488)	(462,616)	(490,744)	(518,992)	(547,247)	(575,568)
	27.5%	(514,312)	(537,043)	(559,773)	(582,504)	(605,354)	(628,212)	(651,134)

**TABLE 4**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 250,000	100,000	(42,828)	(76,497)	(118,302)	(157,225)	(196,268)	(235,319)	(274,435)
	150,000	(92,828)	(126,497)	(168,302)	(207,225)	(246,268)	(285,319)	(324,435)
	200,000	(142,828)	(176,497)	(218,302)	(257,225)	(296,268)	(335,319)	(374,435)
	250,000	(192,828)	(226,497)	(268,302)	(307,225)	(346,268)	(385,319)	(424,435)
	300,000	(242,828)	(276,497)	(318,302)	(357,225)	(396,268)	(435,319)	(474,435)
	350,000	(292,828)	(326,497)	(368,302)	(407,225)	(446,268)	(485,319)	(524,435)
	400,000	(342,828)	(376,497)	(418,302)	(457,225)	(496,268)	(535,319)	(574,435)
	450,000	(392,828)	(426,497)	(468,302)	(507,225)	(546,268)	(585,319)	(624,435)
	500,000	(442,828)	(476,497)	(518,302)	(557,225)	(596,268)	(635,319)	(674,435)
	550,000	(492,828)	(526,497)	(568,302)	(607,225)	(646,268)	(685,319)	(724,435)
	600,000	(542,828)	(576,497)	(618,302)	(657,225)	(696,268)	(735,319)	(774,435)
	650,000	(592,828)	(626,497)	(668,302)	(707,225)	(746,268)	(785,319)	(824,435)
	700,000	(642,828)	(676,497)	(718,302)	(757,225)	(796,268)	(835,319)	(874,435)
	750,000	(692,828)	(726,497)	(768,302)	(807,225)	(846,268)	(885,319)	(924,435)
	800,000	(742,828)	(776,497)	(818,302)	(857,225)	(896,268)	(935,319)	(974,435)
	850,000	(792,828)	(826,497)	(868,302)	(907,225)	(946,268)	(985,319)	(1,024,435)

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Scheme Typology: **Higher Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(385,319)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		549,093	515,176	481,260	447,343	413,426	379,510	345,593
	75%		425,699	391,838	357,961	324,085	290,208	256,331	222,454
	80%		302,129	268,322	234,514	200,707	166,899	133,092	99,285
	85%		178,543	144,805	111,067	77,315	43,520	9,726	(24,068)
	90%		54,886	21,162	(12,563)	(46,288)	(80,012)	(113,737)	(147,539)
	95%		(68,925)	(102,580)	(136,236)	(169,974)	(203,713)	(237,451)	(281,086)
	100%		(192,828)	(226,497)	(268,302)	(307,225)	(346,268)	(385,319)	(424,435)
	105%		(333,888)	(372,804)	(411,774)	(450,744)	(489,834)	(528,963)	(568,257)
	110%		(477,603)	(516,510)	(555,558)	(594,612)	(633,850)	(673,207)	(712,806)
	115%		(621,606)	(660,610)	(699,767)	(739,050)	(778,548)	(818,357)	(858,702)
	120%		(766,010)	(805,219)	(844,617)	(884,301)	(924,399)	(966,105)	(1,009,913)
	125%		(911,014)	(950,573)	(990,488)	(1,031,620)	(1,074,800)	(1,119,180)	(1,163,696)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(385,319)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(122,769)	(156,385)	(190,053)	(223,722)	(265,094)	(304,075)	(343,125)
	1,000		(138,496)	(172,144)	(205,813)	(239,481)	(283,313)	(322,336)	(361,386)
	2,000		(154,234)	(187,903)	(221,572)	(262,608)	(301,547)	(340,597)	(379,648)
	3,000		(169,994)	(203,662)	(237,331)	(280,827)	(319,808)	(358,858)	(397,909)
	4,000		(185,753)	(219,421)	(260,122)	(299,045)	(338,069)	(377,120)	(416,214)
	5,000		(201,512)	(235,180)	(278,341)	(317,280)	(356,330)	(395,381)	(434,523)
	6,000		(217,271)	(257,636)	(296,559)	(335,541)	(374,592)	(413,642)	(452,832)
	7,000		(233,030)	(275,855)	(314,778)	(353,802)	(392,853)	(431,931)	(471,114)
	8,000		(255,150)	(294,073)	(333,013)	(372,064)	(411,114)	(450,240)	(489,450)
	9,000		(273,369)	(312,292)	(351,274)	(390,325)	(429,376)	(468,549)	(507,758)
	10,000		(291,587)	(330,510)	(369,536)	(408,586)	(447,648)	(486,858)	(526,112)
	11,000		(309,806)	(348,746)	(387,797)	(426,848)	(465,957)	(505,166)	(544,474)
	12,000		(328,024)	(367,008)	(406,058)	(445,109)	(484,266)	(523,475)	(562,835)
	13,000		(346,243)	(385,269)	(424,320)	(463,370)	(502,575)	(541,796)	(581,196)
	14,000		(364,480)	(403,530)	(442,581)	(481,674)	(520,883)	(560,157)	(599,558)
	15,000		(382,741)	(421,792)	(460,842)	(499,983)	(539,192)	(578,518)	(617,965)
	16,000		(401,002)	(440,053)	(479,103)	(518,291)	(557,501)	(596,880)	(636,384)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(385,319)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(852,401)	(859,034)	(865,818)	(873,221)	(881,337)	(889,904)	(898,849)
	82%		(785,424)	(795,208)	(805,104)	(815,139)	(825,397)	(835,544)	(848,494)
	84%		(718,780)	(731,759)	(744,800)	(757,944)	(771,255)	(784,797)	(798,873)
	86%		(652,387)	(668,557)	(684,787)	(701,097)	(717,551)	(734,158)	(751,005)
	88%		(586,131)	(605,504)	(624,993)	(644,482)	(664,117)	(683,863)	(703,792)
	90%		(519,972)	(542,642)	(565,312)	(588,066)	(610,874)	(633,798)	(656,863)
	92%		(453,960)	(479,816)	(505,769)	(531,747)	(557,777)	(583,903)	(610,141)
	94%		(387,986)	(417,141)	(446,296)	(475,511)	(504,797)	(534,124)	(563,569)
	96%		(322,085)	(354,466)	(386,919)	(419,373)	(451,870)	(484,464)	(517,109)
	98%		(256,270)	(291,903)	(327,543)	(363,295)	(399,047)	(434,844)	(470,746)
	100%		(192,828)	(226,497)	(268,302)	(307,225)	(346,268)	(385,319)	(424,435)
	102%		(135,920)	(172,414)	(208,929)	(251,283)	(293,497)	(335,839)	(378,188)
104%		(79,105)	(118,372)	(157,692)	(197,054)	(236,415)	(286,359)	(332,007)	
106%		(22,289)	(64,397)	(106,505)	(148,663)	(190,871)	(233,079)	(285,825)	
108%		34,526	(10,422)	(55,371)	(100,320)	(145,328)	(190,382)	(235,437)	
110%		91,342	43,552	(4,237)	(52,027)	(99,816)	(147,685)	(195,586)	
112%		148,130	97,527	46,897	(3,733)	(54,364)	(104,994)	(155,735)	
114%		204,854	151,471	98,031	44,560	(8,911)	(62,382)	(115,884)	
116%		261,579	205,359	149,140	92,853	36,541	(19,770)	(76,082)	
118%		318,303	259,247	200,192	141,136	81,994	22,841	(36,311)	
120%		375,027	313,135	251,244	189,352	127,446	65,453	3,459	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(385,319)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(192,828)	(226,497)	(268,302)	(307,225)	(346,268)	(385,319)	(424,435)
	10,000		(192,828)	(219,445)	(251,996)	(282,767)	(313,589)	(344,470)	(375,351)
	20,000		(192,828)	(212,393)	(231,957)	(258,308)	(280,926)	(303,621)	(326,332)
	30,000		(192,828)	(205,341)	(217,853)	(230,365)	(242,877)	(262,780)	(277,314)
	40,000		(192,828)	(198,288)	(203,748)	(209,208)	(214,668)	(220,128)	(225,588)
	50,000		(192,828)	(191,236)	(189,644)	(188,052)	(186,459)	(184,867)	(183,275)
	60,000		(192,828)	(184,184)	(175,540)	(166,895)	(158,251)	(149,606)	(140,962)
	70,000		(192,828)	(177,132)	(161,435)	(145,739)	(130,042)	(114,345)	(98,649)
	80,000		(192,828)	(170,080)	(147,331)	(124,582)	(101,833)	(79,089)	(56,360)
	90,000		(192,828)	(163,028)	(133,227)	(103,430)	(73,661)	(43,892)	(14,124)
	100,000		(192,828)	(155,975)	(119,122)	(82,312)	(45,504)	(8,696)	28,112

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Appraisal Ref: **San47** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher** No Units: **45**  
 Notes: Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				45 Units			
AH Policy requirement (% Target)				25%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	35.0%	11.8	12.4%	1.4	29%	13.2	
3 bed House	40.0%	13.5	26.8%	3.0	37%	16.5	
4 bed House	20.0%	6.8	20.0%	2.3	20%	9.0	
5 bed House	5.0%	1.7	5.9%	0.7	5%	2.4	
1 bed Flat	0.0%	0.0	22.5%	2.5	6%	2.5	
2 bed Flat	0.0%	0.0	12.4%	1.4	3%	1.4	
Total number of units	100.0%	33.8	100.0%	11.3	100%	45.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	62.0	667			62.0	667	
2 bed House	79.0	850			79.0	850	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	128.0	1,378			128.0	1,378	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	62.0	667			62.0	667	
2 bed House	79.0	850			79.0	850	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	128.0	1,378			128.0	1,378	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	0	0	0	0	0	0	
2 bed House	933	10,045	110	1,186	1,043	11,231	
3 bed House	1,350	14,531	302	3,245	1,652	17,777	
4 bed House	864	9,300	288	3,100	1,152	12,400	
5 bed House	270	2,906	106	1,143	376	4,049	
1 bed Flat	0	0	149	1,603	149	1,603	
2 bed Flat	0	0	115	1,237	115	1,237	
	3,417	36,782	1,070	11,514	4,487	48,296	
AH % by floor area:		23.84% AH % by floor area (difference due to mix)					
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House	165,000	2,661	247			0	
2 bed House	210,000	2,658	247			2,773,575	
3 bed House	280,000	2,800	260			4,624,200	
4 bed House	325,000	2,539	236			2,925,000	
5 bed House	395,000	2,469	229			928,744	
1 bed Flat	150,000	3,000	279			379,688	
2 bed Flat	185,000	2,643	246			258,075	
						11,889,281	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750
		* capped @£250K					

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	11.8	@	210,000	2,480,625
3 bed House	13.5	@	280,000	3,780,000
4 bed House	6.8	@	325,000	2,193,750
5 bed House	1.7	@	395,000	666,563
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	33.8			9,120,938
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	1.0	@	126,000	131,828
3 bed House	2.3	@	168,000	379,890
4 bed House	1.7	@	195,000	329,063
5 bed House	0.5	@	237,000	117,982
1 bed Flat	1.9	@	90,000	170,859
2 bed Flat	1.0	@	111,000	116,134
	8.4			1,245,755
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.3	@	147,000	51,266
3 bed House	0.8	@	196,000	147,735
4 bed House	0.6	@	227,500	127,969
5 bed House	0.2	@	250,000	41,484
1 bed Flat	0.6	@	105,000	66,445
2 bed Flat	0.3	@	129,500	45,163
	2.8			480,063
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	11.3		-
<b>Sub-total GDV Residential</b>				
	<b>45</b>			<b>10,846,755</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,042,526</b>
		<b>232 £ psm (total GIA sqm)</b>	<b>23,167 £ per unit (total units)</b>	
<b>Grant</b>	11	AH units @	0 per unit	-
<b>Total GDV</b>				<b>10,846,755</b>

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Scheme Typology: **Higher Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL						(70,531)
<b>CIL analysis:</b>		3,417 sqm (Market only)		20.64 £ psm		
		0.65% % of GDV		1,567 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		2,055 per unit		(92,475)
	Sub-total					(92,475)
<b>S106 analysis:</b>		82,200 £ per ha	0.85% % of GDV	2,055 £ per unit (total units)		
AH Commuted Sum						4,487 sqm (total)
<b>Comm. Sum analysis:</b>						0 £ psm
						0.00% % of GDV
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						1.13 ha @
						0 £ per ha (if brownfield)
Site Infrastructure costs -						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		0 per unit		-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House			- sqm @	1,374 psm		-
2 bed House			1,043 sqm @	1,374 psm		(1,433,621)
3 bed House			1,652 sqm @	1,374 psm		(2,269,161)
4 bed House			1,152 sqm @	1,374 psm		(1,582,848)
5 bed House			376 sqm @	1,374 psm		(516,899)
1 bed Flat			149 sqm @	1,576 psm		(234,662)
2 bed Flat		4,487	115 sqm @	1,576 psm		(181,055)
Garages for 3 bed House	(OMS only)	14 units @	50% @	11,754 £ per garage		(79,340)
Garages for 4 bed House	(OMS only)	7 units @	75% @	11,754 £ per garage		(59,505)
Garages for 5 bed House	(OMS only)	2 units @	120% @	11,754 £ per garage		(23,802)
External works						6,380,891 @
						15.0%
<b>Ext. Works analysis:</b>						21,270 £ per unit (total units)
Policy Costs on design -						
Net Biodiversity costs						45 units @
						1,003 £ per unit
M4(2) Category 2 Housing	Aff units	11 units @	100% @	521 £ per unit		(5,861)
M4(2) Category 2 Housing	OMS units	34 units @	100% @	521 £ per unit		(17,584)
M4(3) Category 3 Housing	Aff units	11 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	34 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		45 units @		4,449 £ per unit		(200,205)
Renewable Energy		45 units @		0 £ per unit		-
EV Charging Points - Houses		41 units @		0 £ per unit		-
EV Charging Points - Flats		4 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		45 units @		0 £ per unit		-
	Sub-total					(268,785)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		
Contingency (on construction)						7,606,810 @
						5.0%
						(380,341)

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	7,606,810	@	6.5%		(494,443)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	9,120,938	OMS @	3.00%	6,081 £ per unit	(273,628)
Residential Sales Agent Costs	9,120,938	OMS @	1.00%	2,027 £ per unit	(91,209)
Residential Sales Legal Costs	9,120,938	OMS @	0.25%	507 £ per unit	(22,802)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,836 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		7.00% APR		0.565% pcm	(60,594)
<b>Developers Profit -</b>					
Profit on OMS	9,120,938		20.00%		(1,824,188)
Margin on AH	1,725,818		6.00% on AH values		(103,549)
<b>Profit analysis:</b>	<b>10,846,755</b>		<b>17.77% blended GDV</b>		<b>(1,927,737)</b>
	<b>9,283,623</b>		<b>20.76% on costs</b>		<b>(1,927,737)</b>
<b>TOTAL COSTS</b>					<b>(11,211,359)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(364,604)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(364,604)</b>
<b>RLV analysis:</b>	<b>(8,102) £ per plot</b>		<b>(324,093) £ per ha (net)</b>	<b>(131,159) £ per acre (net)</b>	
			<b>(259,274) £ per ha (gross)</b>	<b>(104,927) £ per acre (gross)</b>	
				<b>-3.36% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		40.0	dph (net)		
Site Area (net)		1.13	ha (net)	2.78	acres (net)
Net to Gross ratio		80%			
Site Area (gross)		1.41	ha (gross)	3.47	acres (gross)
<b>Density analysis:</b>		<b>3,988</b>	<b>sqm/ha (net)</b>	<b>17,374</b>	<b>sqft/ac (net)</b>
		<b>32</b>	<b>dph (gross)</b>		
Benchmark Land Value (net)	15,444 £ per plot	617,750	£ per ha (net)	250,000	£ per acre (net)
<b>BLV analysis:</b>		<b>494,200</b>	<b>£ per ha (gross)</b>	<b>200,000</b>	<b>£ per acre (gross)</b>

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(941,843)</b>	<b>£ per ha (net)</b>	<b>(381,159)</b>	<b>£ per acre (net)</b>
					<b>(1,059,573)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(381,159)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(161,158)	(196,120)	(231,135)	(273,178)	(313,940)	(354,906)	(396,219)	
	10.00	(175,560)	(209,845)	(244,167)	(287,423)	(327,403)	(367,624)	(408,151)	
	20.00	(190,000)	(223,570)	(262,707)	(301,721)	(340,914)	(380,344)	(420,135)	
	30.00	(204,447)	(237,294)	(277,790)	(316,020)	(354,425)	(393,081)	(432,120)	
	40.00	(218,894)	(255,588)	(292,873)	(330,318)	(367,944)	(405,860)	(444,161)	
	50.00	(233,341)	(271,509)	(308,006)	(344,655)	(381,513)	(418,639)	(456,207)	
	60.00	(251,821)	(287,430)	(323,145)	(359,010)	(395,082)	(431,474)	(468,318)	
	70.00	(268,580)	(303,357)	(338,285)	(373,366)	(408,685)	(444,315)	(480,446)	
	80.00	(285,339)	(319,337)	(353,462)	(387,770)	(422,316)	(457,210)	(492,625)	
	90.00	(302,098)	(335,318)	(368,662)	(402,187)	(435,964)	(470,116)	(504,805)	
	100.00	(318,893)	(351,298)	(383,862)	(416,622)	(449,661)	(483,089)	(516,984)	
	110.00	(335,715)	(367,337)	(399,116)	(431,105)	(463,375)	(496,085)	(529,163)	
	120.00	(352,536)	(383,381)	(414,381)	(445,591)	(477,141)	(509,134)	(541,342)	
	130.00	(369,389)	(399,436)	(429,671)	(460,144)	(490,939)	(522,183)	(553,522)	
	140.00	(386,278)	(415,549)	(445,005)	(474,702)	(504,780)	(535,232)	(565,701)	
	150.00	(403,166)	(431,662)	(460,354)	(489,329)	(518,683)	(548,281)	(577,880)	
	160.00	(420,110)	(447,831)	(475,763)	(503,980)	(532,602)	(561,331)	(590,059)	
	170.00	(437,072)	(464,017)	(491,192)	(518,686)	(546,521)	(574,380)	(602,239)	
	180.00	(454,064)	(480,253)	(506,680)	(533,451)	(560,440)	(587,429)	(614,418)	
	190.00	(471,103)	(496,518)	(522,212)	(548,240)	(574,359)	(600,478)	(626,597)	
200.00	(488,168)	(512,845)	(537,783)	(563,030)	(588,278)	(613,527)	(638,776)		
210.00	(505,289)	(529,197)	(553,440)	(577,819)	(602,198)	(626,577)	(651,011)		
220.00	(522,451)	(545,633)	(569,099)	(592,608)	(616,117)	(639,626)	(663,259)		
230.00	(539,660)	(562,119)	(584,758)	(607,397)	(630,036)	(652,675)	(675,507)		
240.00	(556,944)	(578,648)	(600,417)	(622,186)	(643,955)	(665,755)	(687,755)		
250.00	(574,277)	(595,177)	(616,076)	(636,975)	(657,874)	(678,878)	(700,003)		

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(381,159)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 2.055	-	(161,653)	(195,126)	(228,650)	(268,565)	(307,574)	(346,772)	(386,254)	
	1,000	(175,877)	(209,395)	(242,944)	(285,117)	(324,188)	(363,485)	(403,082)	
	2,000	(190,140)	(223,663)	(262,762)	(301,723)	(340,861)	(380,237)	(419,972)	
	3,000	(204,408)	(237,932)	(279,314)	(318,336)	(357,541)	(397,022)	(436,902)	
	4,000	(218,677)	(256,959)	(295,871)	(334,950)	(374,257)	(413,851)	(453,898)	
	5,000	(232,946)	(273,511)	(312,485)	(351,631)	(391,009)	(430,732)	(470,972)	
	6,000	(251,156)	(290,063)	(329,098)	(368,311)	(407,791)	(447,647)	(488,121)	
	7,000	(267,708)	(306,633)	(345,720)	(385,028)	(424,619)	(464,643)	(505,305)	
	8,000	(284,260)	(323,247)	(362,400)	(401,780)	(441,491)	(481,698)	(522,489)	
	9,000	(300,812)	(339,860)	(379,080)	(418,559)	(458,401)	(498,821)	(539,673)	
	10,000	(317,395)	(356,489)	(395,800)	(435,387)	(475,388)	(516,005)	(556,857)	
	11,000	(334,009)	(373,170)	(412,552)	(452,251)	(492,423)	(533,189)	(574,041)	
	12,000	(350,622)	(389,850)	(429,327)	(469,160)	(509,521)	(550,373)	(591,225)	
	13,000	(367,259)	(406,572)	(446,155)	(486,133)	(526,705)	(567,557)	(608,410)	
	14,000	(383,939)	(423,323)	(463,010)	(503,149)	(543,889)	(584,741)	(625,594)	

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(381,159)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	(1,717)	(44,701)	(87,762)	(130,927)	(174,245)	(217,769)	(267,786)	
	17.5%	(96,321)	(134,574)	(172,906)	(211,340)	(254,284)	(299,132)	(344,344)	
	20.0%	(190,924)	(224,448)	(263,672)	(302,636)	(341,779)	(381,159)	(420,902)	
	22.5%	(295,440)	(328,727)	(362,104)	(395,600)	(429,274)	(463,185)	(497,460)	
	25.0%	(404,809)	(432,627)	(460,536)	(488,563)	(516,769)	(545,212)	(574,019)	
	27.5%	(514,177)	(536,528)	(558,968)	(581,527)	(604,263)	(627,238)	(650,577)	

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(381,159)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 250,000	100,000	(40,924)	(74,448)	(113,672)	(152,636)	(191,779)	(231,159)	(270,902)	
	150,000	(90,924)	(124,448)	(163,672)	(202,636)	(241,779)	(281,159)	(320,902)	
	200,000	(140,924)	(174,448)	(213,672)	(252,636)	(291,779)	(331,159)	(370,902)	
	250,000	(190,924)	(224,448)	(263,672)	(302,636)	(341,779)	(381,159)	(420,902)	
	300,000	(240,924)	(274,448)	(313,672)	(352,636)	(391,779)	(431,159)	(470,902)	
	350,000	(290,924)	(324,448)	(363,672)	(402,636)	(441,779)	(481,159)	(520,902)	
	400,000	(340,924)	(374,448)	(413,672)	(452,636)	(491,779)	(531,159)	(570,902)	
	450,000	(390,924)	(424,448)	(463,672)	(502,636)	(541,779)	(581,159)	(620,902)	
	500,000	(440,924)	(474,448)	(513,672)	(552,636)	(591,779)	(631,159)	(670,902)	
	550,000	(490,924)	(524,448)	(563,672)	(602,636)	(641,779)	(681,159)	(720,902)	
	600,000	(540,924)	(574,448)	(613,672)	(652,636)	(691,779)	(731,159)	(770,902)	
	650,000	(590,924)	(624,448)	(663,672)	(702,636)	(741,779)	(781,159)	(820,902)	
	700,000	(640,924)	(674,448)	(713,672)	(752,636)	(791,779)	(831,159)	(870,902)	
	750,000	(690,924)	(724,448)	(763,672)	(802,636)	(841,779)	(881,159)	(920,902)	
	800,000	(740,924)	(774,448)	(813,672)	(852,636)	(891,779)	(931,159)	(970,902)	
	850,000	(790,924)	(824,448)	(863,672)	(902,636)	(941,779)	(981,159)	(1,020,902)	

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Scheme Typology: **Higher Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(381,159)							
			567,469	533,361	499,253	465,146	431,038	396,930	362,823
			441,670	407,731	373,792	339,854	305,915	271,975	238,005
			315,764	281,963	248,163	214,362	180,561	146,761	112,921
			189,655	155,977	122,298	88,619	54,940	21,215	(12,528)
			63,245	29,672	(3,901)	(37,481)	(71,135)	(104,789)	(138,502)
			(63,568)	(97,051)	(130,599)	(164,179)	(197,828)	(231,532)	(272,123)
			(190,924)	(224,448)	(263,672)	(302,636)	(341,779)	(381,159)	(420,902)
			(334,352)	(373,337)	(412,538)	(452,061)	(492,037)	(532,594)	(573,239)
			(484,441)	(524,138)	(564,396)	(604,834)	(645,272)	(685,854)	(726,629)
			(637,671)	(677,902)	(718,137)	(758,704)	(799,270)	(839,837)	(880,403)
			(792,028)	(832,386)	(872,744)	(913,103)	(953,461)	(993,819)	(1,034,177)
			(947,051)	(987,201)	(1,027,351)	(1,067,501)	(1,107,651)	(1,147,802)	(1,187,952)

**TABLE 7**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(381,159)							
			(120,001)	(153,410)	(186,849)	(220,373)	(258,965)	(297,950)	(337,132)
			(135,933)	(169,342)	(202,835)	(236,367)	(277,513)	(316,571)	(355,867)
			(151,865)	(185,298)	(218,822)	(257,154)	(296,113)	(335,258)	(374,647)
			(167,797)	(201,284)	(234,808)	(275,703)	(314,734)	(353,956)	(393,495)
			(183,747)	(217,270)	(255,344)	(294,276)	(333,383)	(372,726)	(412,389)
			(199,733)	(233,257)	(273,892)	(312,897)	(352,081)	(391,516)	(431,350)
			(215,719)	(253,533)	(292,441)	(331,518)	(370,804)	(410,385)	(450,402)
			(231,705)	(272,082)	(311,059)	(350,207)	(389,585)	(429,304)	(469,533)
			(251,723)	(290,631)	(329,680)	(368,905)	(408,406)	(448,277)	(488,760)
			(270,272)	(309,222)	(348,332)	(387,664)	(427,275)	(467,337)	(508,031)
			(288,820)	(327,843)	(367,031)	(406,444)	(446,219)	(486,483)	(527,301)
			(307,384)	(346,464)	(385,742)	(425,296)	(465,212)	(505,720)	(546,572)
			(326,005)	(365,156)	(404,523)	(444,172)	(484,272)	(524,991)	(565,843)
			(344,626)	(383,855)	(423,317)	(463,134)	(503,433)	(544,261)	(585,114)
			(363,282)	(402,601)	(442,185)	(482,148)	(522,680)	(563,532)	(604,385)
			(381,980)	(421,382)	(461,087)	(501,221)	(541,951)	(582,803)	(623,655)
		(400,680)	(440,206)	(480,048)	(520,384)	(561,222)	(602,074)	(642,936)	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(381,159)							
			(881,700)	(887,403)	(893,105)	(898,808)	(904,511)	(910,214)	(915,917)
			(810,723)	(819,975)	(829,226)	(838,478)	(847,730)	(856,981)	(866,233)
			(739,747)	(752,547)	(765,348)	(778,148)	(790,948)	(803,749)	(816,549)
			(668,866)	(685,119)	(701,469)	(717,818)	(734,167)	(750,517)	(766,866)
			(598,344)	(618,040)	(637,736)	(657,488)	(677,386)	(697,284)	(717,182)
			(527,878)	(551,045)	(574,267)	(597,488)	(620,710)	(644,052)	(667,499)
			(458,295)	(484,421)	(510,826)	(537,545)	(564,293)	(591,041)	(617,815)
			(389,560)	(418,741)	(448,133)	(477,803)	(507,876)	(538,150)	(568,424)
			(321,396)	(353,714)	(386,192)	(418,884)	(451,847)	(485,259)	(519,059)
			(253,589)	(289,110)	(324,756)	(360,553)	(396,557)	(432,908)	(469,713)
			(190,924)	(224,448)	(263,672)	(302,636)	(341,779)	(381,159)	(420,902)
			(132,698)	(169,017)	(205,433)	(241,905)	(287,317)	(329,833)	(372,620)
		(74,591)	(113,741)	(152,969)	(192,255)	(231,619)	(279,797)	(324,717)	
		(16,578)	(58,592)	(100,607)	(142,740)	(184,915)	(227,196)	(277,077)	
		41,316	(3,489)	(48,395)	(93,310)	(138,330)	(183,413)	(228,623)	
		99,176	51,478	3,781	(43,999)	(91,815)	(139,737)	(187,749)	
		156,951	106,446	55,855	5,264	(45,405)	(96,121)	(146,964)	
		214,679	161,304	107,930	54,446	962	(52,611)	(106,234)	
		272,406	216,145	159,885	103,624	47,251	(9,126)	(65,619)	
		330,043	270,987	211,840	152,693	93,539	34,269	(25,010)	
		387,657	325,727	263,794	201,761	139,728	77,665	15,502	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(381,159)							
			(190,924)	(224,448)	(263,672)	(302,636)	(341,779)	(381,159)	(420,902)
			(190,924)	(217,304)	(243,712)	(277,717)	(308,445)	(339,299)	(370,332)
			(190,924)	(210,159)	(229,394)	(252,855)	(275,187)	(297,618)	(320,119)
			(190,924)	(203,015)	(215,105)	(227,195)	(239,335)	(256,082)	(270,155)
			(190,924)	(195,870)	(200,816)	(205,761)	(210,707)	(215,653)	(220,620)
			(190,924)	(188,726)	(186,527)	(184,328)	(182,129)	(179,930)	(177,731)
			(190,924)	(181,581)	(172,238)	(162,912)	(153,588)	(144,264)	(134,940)
			(190,924)	(174,437)	(157,991)	(141,545)	(125,099)	(108,653)	(92,214)
			(190,924)	(167,315)	(143,747)	(120,178)	(96,610)	(73,105)	(49,603)
			(190,924)	(160,193)	(129,502)	(98,812)	(68,200)	(37,596)	(7,018)
		(190,924)	(153,070)	(115,258)	(77,498)	(39,792)	(2,119)	35,482	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

**Appraisal Ref:** San48 (see Typologies Matrix)  
**Scheme Typology:** Higher Value Greenfield  
**Site Typology:** Location / Value Zone: Higher Greenfield/Brownfield: Greenfield  
**Notes:** No Units: 80

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				80 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	12.0	12.4%	2.5	18%	14.5		
3 bed House	40.0%	24.0	26.8%	5.4	37%	29.4		
4 bed House	20.0%	12.0	20.0%	4.0	20%	16.0		
5 bed House	5.0%	3.0	5.9%	1.2	5%	4.2		
1 bed Flat	10.0%	6.0	22.5%	4.5	13%	10.5		
2 bed Flat	5.0%	3.0	12.4%	2.5	7%	5.5		
<b>Total number of units</b>	<b>100.0%</b>	<b>60.0</b>	<b>100.0%</b>	<b>20.0</b>	<b>100%</b>	<b>80.0</b>		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	948	10,204	196	2,109	1,144	12,313		
3 bed House	2,400	25,833	536	5,769	2,936	31,603		
4 bed House	1,536	16,533	512	5,511	2,048	22,044		
5 bed House	480	5,167	189	2,032	669	7,199		
1 bed Flat	353	3,799	265	2,849	618	6,648		
2 bed Flat	247	2,659	204	2,198	451	4,858		
	<b>5,964</b>	<b>64,196</b>	<b>1,902</b>	<b>20,469</b>	<b>7,866</b>	<b>84,665</b>		
AH % by floor area:		24.18% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	165,000	2,661	247	0				
2 bed House	210,000	2,658	247	3,040,800				
3 bed House	280,000	2,800	260	8,220,800				
4 bed House	325,000	2,539	236	5,200,000				
5 bed House	395,000	2,469	229	1,651,100				
1 bed Flat	150,000	3,000	279	1,575,000				
2 bed Flat	185,000	2,643	246	1,013,800				
				<b>20,701,500</b>				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750	75%
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500	75%
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000	75%
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750	75%
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750	75%
					* capped @£250K			

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology:

Higher Value Greenfield

No Units: 80

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Greenfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	12.0	@	210,000	2,520,000
3 bed House	24.0	@	280,000	6,720,000
4 bed House	12.0	@	325,000	3,900,000
5 bed House	3.0	@	395,000	1,185,000
1 bed Flat	6.0	@	150,000	900,000
2 bed Flat	3.0	@	185,000	555,000
	60.0			15,780,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	1.9	@	126,000	234,360
3 bed House	4.0	@	168,000	675,360
4 bed House	3.0	@	195,000	585,000
5 bed House	0.9	@	237,000	209,745
1 bed Flat	3.4	@	90,000	303,750
2 bed Flat	1.9	@	111,000	206,460
	15.0			2,214,675
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.6	@	147,000	91,140
3 bed House	1.3	@	196,000	262,640
4 bed House	1.0	@	227,500	227,500
5 bed House	0.3	@	250,000	73,750
1 bed Flat	1.1	@	105,000	118,125
2 bed Flat	0.6	@	129,500	80,290
	5.0			853,445
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	20.0		-
<b>Sub-total GDV Residential</b>	<b>80</b>			<b>18,848,120</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,853,380</b>
			236 £ psm (total GIA sqm)	23,167 £ per unit (total units)
<b>Grant</b>	20	AH units @	0 per unit	-
<b>Total GDV</b>				<b>18,848,120</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(26,999)
Planning Application Professional Fees, Surveys and reports						(80,000)
CIL						(123,097)
<b>CIL analysis:</b>		5,964 sqm (Market only)		20.64 £ psm		
		0.65% % of GDV		1,539 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	80 units @		9,633 per unit		(770,640)
	Sub-total					(770,640)
<b>S106 analysis:</b>		385,320 £ per ha	4.09% % of GDV	9,633 £ per unit (total units)		
<b>Comm. Sum analysis:</b>			7,866 sqm (total)	0 £ psm		
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						2.00 ha @
						0 £ per ha (if brownfield)
Site Infrastructure costs -						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	80 units @		0 per unit		-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House			- sqm @	1,211 psm		-
2 bed House			1,144 sqm @	1,211 psm		(1,385,287)
3 bed House			2,936 sqm @	1,211 psm		(3,555,496)
4 bed House			2,048 sqm @	1,211 psm		(2,480,128)
5 bed House			669 sqm @	1,211 psm		(809,917)
1 bed Flat			618 sqm @	1,410 psm		(870,882)
2 bed Flat		7,866	451 sqm @	1,410 psm		(636,325)
Garages for 3 bed House	(OMS only)	24 units @	50% @	11,754 £ per garage		(141,048)
Garages for 4 bed House	(OMS only)	12 units @	75% @	11,754 £ per garage		(105,786)
Garages for 5 bed House	(OMS only)	3 units @	120% @	11,754 £ per garage		(42,314)
External works						10,027,183 @
						15.0%
<b>Ext. Works analysis:</b>						18,801 £ per unit (total units)
Policy Costs on design -						
Net Biodiversity costs						80 units @
						1,003 £ per unit
M4(2) Category 2 Housing	Aff units	20 units @	100% @	521 £ per unit		(10,420)
M4(2) Category 2 Housing	OMS units	60 units @	100% @	521 £ per unit		(31,260)
M4(3) Category 3 Housing	Aff units	20 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	60 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		80 units @		4,449 £ per unit		(355,920)
Renewable Energy		80 units @		0 £ per unit		-
EV Charging Points - Houses		64 units @		0 £ per unit		-
EV Charging Points - Flats		16 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		80 units @		0 £ per unit		-
	Sub-total					(477,840)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		
Contingency (on construction)						12,009,101 @
						5.0%
						(600,455)

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	12,009,101 @	6.5%		(780,592)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	15,780,000 OMS @	3.00%	5,918 £ per unit	(473,400)
Residential Sales Agent Costs	15,780,000 OMS @	1.00%	1,973 £ per unit	(157,800)
Residential Sales Legal Costs	15,780,000 OMS @	0.25%	493 £ per unit	(39,450)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>8,508 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(73,294)
<b>Developers Profit -</b>				
Profit on OMS	15,780,000	20.00%		(3,156,000)
Margin on AH	3,068,120	6.00% on AH values		(184,087)
<b>Profit analysis:</b>	<b>18,848,120</b>	<b>17.72% blended GDV</b>	<b>(3,340,087)</b>	
	<b>15,244,827</b>	<b>21.91% on costs</b>	<b>(3,340,087)</b>	
<b>TOTAL COSTS</b>				<b>(18,584,915)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				263,205
SDLT	263,205 @	HMRC formula		(2,660)
Acquisition Agent fees	263,205 @	1.0%		(2,632)
Acquisition Legal fees	263,205 @	0.5%		(1,316)
Interest on Land	263,205 @	7.00%		(18,424)
Residual Land Value				<b>238,173</b>
<b>RLV analysis:</b>	<b>2,977 £ per plot</b>	<b>119,086 £ per ha (net)</b>	<b>48,194 £ per acre (net)</b>	
		<b>95,269 £ per ha (gross)</b>	<b>38,555 £ per acre (gross)</b>	
			<b>1.26% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	2.00 ha (net)		4.94 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	2.50 ha (gross)		6.18 acres (gross)	
<b>Density analysis:</b>	<b>3,933 sqm/ha (net)</b>	<b>17,132 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	15,444 £ per plot	617,750 £ per ha (net)	250,000 £ per acre (net)	1,235,500
<b>BLV analysis:</b>		<b>494,200 £ per ha (gross)</b>	<b>200,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(498,664) £ per ha (net)</b>	<b>(201,806) £ per acre (net)</b>	<b>(997,327)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(201,806)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(19,765)	(51,723)	(83,709)	(115,695)	(147,768)	(179,851)	(212,040)
	10.00		(33,835)	(65,116)	(96,397)	(127,707)	(159,079)	(190,488)	(221,968)
	20.00		(47,933)	(78,509)	(109,086)	(139,724)	(170,390)	(201,126)	(231,917)
	30.00		(62,031)	(91,903)	(121,784)	(151,742)	(181,701)	(211,763)	(241,879)
	40.00		(76,129)	(105,296)	(134,508)	(163,760)	(193,048)	(222,400)	(254,585)
	50.00		(90,227)	(118,689)	(147,233)	(175,778)	(204,394)	(233,047)	(266,102)
	60.00		(104,326)	(132,120)	(159,958)	(187,807)	(215,741)	(243,720)	(277,645)
	70.00		(118,424)	(145,551)	(172,682)	(199,862)	(227,087)	(257,536)	(289,205)
	80.00		(132,559)	(158,983)	(185,407)	(211,918)	(238,446)	(269,876)	(300,765)
	90.00		(146,698)	(172,415)	(198,167)	(223,974)	(252,261)	(282,232)	(312,333)
	100.00		(160,836)	(185,846)	(210,932)	(236,029)	(265,423)	(294,618)	(323,939)
	110.00		(174,975)	(199,308)	(223,697)	(250,276)	(278,586)	(307,004)	(335,545)
	120.00		(189,113)	(212,782)	(236,461)	(264,261)	(291,774)	(319,391)	(347,161)
	130.00		(203,286)	(226,256)	(251,582)	(278,246)	(304,985)	(331,826)	(358,817)
	140.00		(217,469)	(239,730)	(266,389)	(292,232)	(318,196)	(344,261)	(370,473)
	150.00		(231,652)	(256,178)	(281,197)	(306,269)	(331,423)	(356,704)	(382,160)
	160.00		(245,835)	(271,808)	(296,005)	(320,306)	(344,687)	(369,192)	(393,869)
170.00		(264,065)	(287,439)	(310,856)	(334,343)	(357,951)	(381,681)	(405,595)	
180.00		(280,518)	(303,069)	(325,719)	(348,429)	(371,242)	(394,205)	(417,361)	
190.00		(296,971)	(318,746)	(340,582)	(362,522)	(384,563)	(406,750)	(429,142)	
200.00		(313,425)	(334,435)	(355,487)	(376,623)	(397,886)	(419,320)	(440,968)	
210.00		(329,939)	(350,123)	(370,409)	(390,776)	(411,268)	(431,926)	(452,821)	
220.00		(346,453)	(365,861)	(385,333)	(404,930)	(424,649)	(444,558)	(464,710)	
230.00		(362,970)	(381,612)	(400,319)	(419,130)	(438,086)	(457,229)	(476,653)	
240.00		(379,550)	(397,374)	(415,305)	(433,348)	(451,533)	(469,944)	(488,609)	
250.00		(396,131)	(413,192)	(430,339)	(447,609)	(465,043)	(482,686)	(500,566)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(201,806)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		87,471	57,029	26,571	(3,887)	(34,346)	(64,864)	(95,395)
	1,000		73,341	42,883	12,424	(18,034)	(48,516)	(79,047)	(109,579)
	2,000		59,194	28,736	(1,723)	(32,181)	(62,699)	(93,231)	(123,783)
	3,000		45,047	14,589	(15,869)	(46,351)	(76,883)	(107,414)	(138,007)
	4,000		30,901	442	(30,016)	(60,535)	(91,066)	(121,611)	(152,231)
	5,000		16,754	(13,705)	(44,187)	(74,718)	(105,249)	(135,835)	(166,455)
	6,000		2,607	(27,852)	(58,370)	(88,901)	(119,438)	(150,059)	(180,694)
	7,000		(11,540)	(42,022)	(72,553)	(103,084)	(133,662)	(164,282)	(194,962)
	8,000		(25,687)	(56,205)	(86,736)	(117,268)	(147,886)	(178,506)	(209,231)
	9,000		(39,857)	(70,388)	(100,920)	(131,490)	(162,110)	(192,774)	(223,500)
	10,000		(54,040)	(84,572)	(115,103)	(145,714)	(176,334)	(207,043)	(237,809)
	11,000		(68,224)	(98,755)	(129,317)	(159,938)	(190,586)	(221,312)	(254,915)
	12,000		(82,407)	(112,938)	(143,541)	(174,161)	(204,855)	(235,598)	(271,470)
	13,000		(96,590)	(127,145)	(157,765)	(188,399)	(219,124)	(252,359)	(288,084)
14,000		(110,773)	(141,369)	(171,989)	(202,667)	(233,392)	(268,911)	(304,698)	

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(201,806)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		135,297	95,559	55,821	16,019	(23,808)	(63,707)	(103,662)
	17.5%		43,231	8,096	(27,038)	(62,237)	(97,461)	(132,757)	(168,109)
	20.0%		(48,835)	(79,366)	(109,898)	(140,493)	(171,114)	(201,806)	(232,555)
	22.5%		(140,901)	(166,829)	(192,757)	(218,750)	(244,766)	(276,567)	(306,792)
	25.0%		(232,967)	(257,418)	(282,071)	(306,798)	(331,554)	(356,393)	(381,297)
	27.5%		(339,200)	(358,531)	(377,862)	(397,267)	(416,701)	(436,219)	(455,801)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(201,806)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 250,000	100,000		101,165	70,634	40,102	9,507	(21,114)	(51,806)	(82,555)
	150,000		51,165	20,634	(9,898)	(40,493)	(71,114)	(101,806)	(132,555)
	200,000		1,165	(29,366)	(59,898)	(90,493)	(121,114)	(151,806)	(182,555)
	250,000		(48,835)	(79,366)	(109,898)	(140,493)	(171,114)	(201,806)	(232,555)
	300,000		(98,835)	(129,366)	(159,898)	(190,493)	(221,114)	(251,806)	(282,555)
	350,000		(148,835)	(179,366)	(209,898)	(240,493)	(271,114)	(301,806)	(332,555)
	400,000		(198,835)	(229,366)	(259,898)	(290,493)	(321,114)	(351,806)	(382,555)
	450,000		(248,835)	(279,366)	(309,898)	(340,493)	(371,114)	(401,806)	(432,555)
	500,000		(298,835)	(329,366)	(359,898)	(390,493)	(421,114)	(451,806)	(482,555)
	550,000		(348,835)	(379,366)	(409,898)	(440,493)	(471,114)	(501,806)	(532,555)
	600,000		(398,835)	(429,366)	(459,898)	(490,493)	(521,114)	(551,806)	(582,555)
	650,000		(448,835)	(479,366)	(509,898)	(540,493)	(571,114)	(601,806)	(632,555)
	700,000		(498,835)	(529,366)	(559,898)	(590,493)	(621,114)	(651,806)	(682,555)
	750,000		(548,835)	(579,366)	(609,898)	(640,493)	(671,114)	(701,806)	(732,555)
	800,000		(598,835)	(629,366)	(659,898)	(690,493)	(721,114)	(751,806)	(782,555)
850,000		(648,835)	(679,366)	(709,898)	(740,493)	(771,114)	(801,806)	(832,555)	



# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield**      No Units: **80**  
 Site Typology: Location / Value Zone: **Higher**      Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(201,806)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		616,546	585,529	554,513	523,497	492,481	461,465	430,449
	75%		506,075	475,163	444,251	413,339	382,428	351,516	320,604
	80%		395,426	364,629	333,833	303,037	272,240	241,444	210,626
	85%		284,683	253,976	223,269	192,562	161,855	131,148	100,428
	90%		173,784	143,151	112,517	81,884	51,251	20,615	(10,076)
	95%		62,640	32,066	1,491	(29,084)	(59,678)	(90,326)	(120,974)
	100%		(48,835)	(79,366)	(109,898)	(140,493)	(171,114)	(201,806)	(232,555)
	105%		(160,731)	(191,266)	(221,874)	(255,404)	(290,975)	(326,710)	(362,663)
	110%		(279,336)	(314,805)	(350,414)	(386,220)	(422,279)	(458,759)	(495,805)
	115%		(410,604)	(446,497)	(482,716)	(519,410)	(556,455)	(593,499)	(630,553)
	120%		(543,932)	(580,767)	(617,670)	(654,573)	(691,622)	(728,837)	(766,053)
	125%		(679,451)	(716,213)	(753,259)	(790,333)	(827,407)	(864,480)	(901,554)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(201,806)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		21,671	(8,787)	(39,246)	(69,767)	(100,299)	(130,851)	(161,471)
	1,000		5,834	(24,625)	(55,119)	(85,650)	(116,181)	(146,784)	(177,404)
	2,000		(10,003)	(40,470)	(71,001)	(101,533)	(132,096)	(162,716)	(193,381)
	3,000		(25,841)	(56,353)	(86,884)	(117,415)	(148,028)	(178,648)	(209,368)
	4,000		(41,704)	(72,235)	(102,766)	(133,340)	(163,960)	(194,629)	(225,354)
	5,000		(57,586)	(88,118)	(118,652)	(149,272)	(179,892)	(210,615)	(241,395)
	6,000		(73,469)	(104,000)	(134,584)	(165,204)	(195,876)	(226,601)	(261,057)
	7,000		(89,352)	(119,896)	(150,516)	(181,137)	(211,862)	(242,638)	(279,648)
	8,000		(105,234)	(135,828)	(166,449)	(197,123)	(227,848)	(262,494)	(298,269)
	9,000		(121,141)	(151,761)	(182,384)	(213,109)	(243,880)	(281,070)	(316,929)
	10,000		(137,073)	(167,693)	(198,370)	(229,096)	(263,930)	(299,691)	(335,628)
	11,000		(153,005)	(183,631)	(214,356)	(245,123)	(282,492)	(318,329)	(354,383)
	12,000		(168,937)	(199,617)	(230,343)	(265,367)	(301,113)	(337,027)	(373,169)
	13,000		(184,878)	(215,604)	(246,365)	(283,915)	(319,734)	(355,750)	(392,038)
	14,000		(200,865)	(231,590)	(266,803)	(302,536)	(338,426)	(374,531)	(410,963)
	15,000		(216,851)	(247,608)	(285,352)	(321,157)	(357,125)	(393,365)	(429,955)
	16,000		(232,837)	(263,640)	(303,958)	(339,826)	(375,899)	(412,240)	(449,027)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(201,806)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(688,068)	(691,316)	(694,565)	(697,813)	(701,061)	(704,310)	(707,558)
	82%		(619,181)	(625,766)	(632,399)	(639,101)	(645,803)	(652,505)	(659,207)
	84%		(550,551)	(560,568)	(570,585)	(580,602)	(590,619)	(600,701)	(610,856)
	86%		(482,150)	(495,403)	(508,818)	(522,267)	(535,715)	(549,163)	(562,612)
	88%		(414,767)	(431,050)	(447,456)	(464,027)	(480,811)	(497,691)	(514,571)
	90%		(348,132)	(367,516)	(387,000)	(406,592)	(426,332)	(446,294)	(466,530)
	92%		(281,983)	(304,511)	(327,096)	(349,794)	(372,598)	(395,551)	(418,738)
	94%		(218,612)	(240,818)	(262,615)	(283,432)	(319,334)	(345,369)	(371,581)
	96%		(161,881)	(186,845)	(211,890)	(236,943)	(266,430)	(295,588)	(324,873)
	98%		(105,292)	(133,046)	(160,835)	(188,645)	(216,530)	(244,470)	(278,468)
	100%		(48,835)	(79,366)	(109,898)	(140,493)	(171,114)	(201,806)	(232,555)
	102%		7,520	(25,754)	(59,087)	(92,441)	(125,814)	(159,266)	(192,764)
	104%		63,828	27,739	(8,350)	(44,453)	(80,630)	(116,807)	(153,080)
	106%		120,042	81,214	42,327	3,423	(35,482)	(74,464)	(113,464)
108%		176,221	134,584	92,946	51,285	9,565	(32,156)	(73,944)	
110%		232,386	187,953	143,507	99,061	54,611	10,076	(34,460)	
112%		288,454	241,273	194,068	146,813	99,558	52,303	4,956	
114%		344,522	294,538	244,554	194,565	144,501	94,437	44,372	
116%		400,590	347,802	295,015	242,227	189,440	136,571	83,698	
118%		456,613	401,067	345,476	289,885	234,294	178,703	123,024	
120%		512,589	454,267	395,937	337,543	279,149	220,755	162,349	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(201,806)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(48,835)	(79,366)	(109,898)	(140,493)	(171,114)	(201,806)	(232,555)
	10,000		(48,835)	(72,265)	(95,694)	(119,127)	(142,625)	(166,123)	(189,665)
	20,000		(48,835)	(65,163)	(81,490)	(97,818)	(114,145)	(130,512)	(146,887)
	30,000		(48,835)	(58,061)	(67,286)	(76,512)	(85,738)	(94,964)	(104,189)
	40,000		(48,835)	(50,959)	(53,083)	(55,207)	(57,330)	(59,454)	(61,578)
	50,000		(48,835)	(43,857)	(38,879)	(33,913)	(28,954)	(23,995)	(19,036)
	60,000		(48,835)	(36,755)	(24,704)	(12,662)	(620)	11,422	23,464
	70,000		(48,835)	(29,653)	(10,538)	8,588	27,713	46,838	65,905
	80,000		(48,835)	(22,580)	3,629	29,838	56,039	82,172	108,306
	90,000		(48,835)	(15,496)	17,796	51,088	84,306	117,507	150,701
	100,000		(48,835)	(8,413)	31,963	72,307	112,574	152,841	193,014

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Appraisal Ref: **San49** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher** No Units: **150**  
 Notes: Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				150 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	22.5	12.4%	4.7	18%	27.2		
3 bed House	40.0%	45.0	26.8%	10.1	37%	55.1		
4 bed House	20.0%	22.5	20.0%	7.5	20%	30.0		
5 bed House	5.0%	5.6	5.9%	2.2	5%	7.8		
1 bed Flat	10.0%	11.3	22.5%	8.4	13%	19.7		
2 bed Flat	5.0%	5.6	12.4%	4.7	7%	10.3		
Total number of units	100.0%	112.5	100.0%	37.5	100%	150.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>			
					(sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	1,778	19,133	367	3,954	2,145	23,087		
3 bed House	4,500	48,438	1,005	10,818	5,505	59,255		
4 bed House	2,880	31,000	960	10,333	3,840	41,333		
5 bed House	900	9,688	354	3,810	1,254	13,498		
1 bed Flat	662	7,123	496	5,342	1,158	12,466		
2 bed Flat	463	4,986	383	4,122	846	9,108		
	11,183	120,367	3,566	38,380	14,748	158,747		
AH % by floor area:		24.18% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV (£ (no AH))</b>				
1 bed House	165,000	2,661	247	0				
2 bed House	210,000	2,658	247	5,701,500				
3 bed House	280,000	2,800	260	15,414,000				
4 bed House	325,000	2,539	236	9,750,000				
5 bed House	395,000	2,469	229	3,095,813				
1 bed Flat	150,000	3,000	279	2,953,125				
2 bed Flat	185,000	2,643	246	1,900,875				
				38,815,313				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750	75%
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500	75%
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000	75%
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750	75%
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750	75%
				* capped @£250K				

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology:

Higher Value Greenfield

No Units: 150

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Greenfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	22.5	@	210,000	4,725,000
3 bed House	45.0	@	280,000	12,600,000
4 bed House	22.5	@	325,000	7,312,500
5 bed House	5.6	@	395,000	2,221,875
1 bed Flat	11.3	@	150,000	1,687,500
2 bed Flat	5.6	@	185,000	1,040,625
	112.5			29,587,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	3.5	@	126,000	439,425
3 bed House	7.5	@	168,000	1,266,300
4 bed House	5.6	@	195,000	1,096,875
5 bed House	1.7	@	237,000	393,272
1 bed Flat	6.3	@	90,000	569,531
2 bed Flat	3.5	@	111,000	387,113
	28.1			4,152,516
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.2	@	147,000	170,888
3 bed House	2.5	@	196,000	492,450
4 bed House	1.9	@	227,500	426,563
5 bed House	0.6	@	250,000	138,281
1 bed Flat	2.1	@	105,000	221,484
2 bed Flat	1.2	@	129,500	150,544
	9.4			1,600,209
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	37.5		-
<b>Sub-total GDV Residential</b>				<b>35,340,225</b>
<b>AH on-site cost analysis:</b>				
			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>3,475,088</b>
			236 £ psm (total GIA sqm)	23,167 £ per unit (total units)
<b>Grant</b>				
		38 AH units @	0 per unit	-
<b>Total GDV</b>				<b>35,340,225</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(36,659)
Planning Application Professional Fees, Surveys and reports						(110,000)
CIL						(230,807)
<b>CIL analysis:</b>		11,183 sqm (Market only)		20.64 £ psm		
		0.65% % of GDV		1,539 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		150 units @		9,633 per unit		(1,444,950)
<b>S106 analysis:</b>		385,320 £ per ha	4.09% % of GDV	9,633 £ per unit (total units)		(1,444,950)
<b>Comm. Sum analysis:</b>			14,748 sqm (total)	0 £ psm		-
			0.00% % of GDV			-
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						3.75 ha @
						0 £ per ha (if brownfield)
<b>Site Infrastructure costs -</b>						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		150 units @		0 per unit		-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		-
<b>1 bed House</b>						
						- sqm @
						1,211 psm
						-
<b>2 bed House</b>						
						2,145 sqm @
						1,211 psm
						(2,597,413)
<b>3 bed House</b>						
						5,505 sqm @
						1,211 psm
						(6,666,555)
<b>4 bed House</b>						
						3,840 sqm @
						1,211 psm
						(4,650,240)
<b>5 bed House</b>						
						1,254 sqm @
						1,211 psm
						(1,518,594)
<b>1 bed Flat</b>						
						1,158 sqm @
						1,410 psm
						(1,632,904)
<b>2 bed Flat</b>						
						14,748 846 sqm @
						1,410 psm
						(1,193,109)
Garages for 3 bed House (OMS only)						45 units @
						50% @
						11,754 £ per garage
						(264,465)
Garages for 4 bed House (OMS only)						23 units @
						75% @
						11,754 £ per garage
						(198,349)
Garages for 5 bed House (OMS only)						6 units @
						120% @
						11,754 £ per garage
						(79,340)
External works						18,800,969 @
						15.0%
						(2,820,145)
<b>Ext. Works analysis:</b>				18,801 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs						150 units @
						1,003 £ per unit
						(150,450)
M4(2) Category 2 Housing Aff units						38 units @
						100% @
						521 £ per unit
						(19,538)
M4(2) Category 2 Housing OMS units						113 units @
						100% @
						521 £ per unit
						(58,613)
M4(3) Category 3 Housing Aff units						38 units @
						0% @
						10,111 £ per unit
						-
M4(3) Category 3 Housing OMS units						113 units @
						0% @
						10,111 £ per unit
						-
Part L 2025/FHS						150 units @
						4,449 £ per unit
						(667,350)
Renewable Energy						150 units @
						0 £ per unit
						-
EV Charging Points - Houses						120 units @
						0 £ per unit
						-
EV Charging Points - Flats						30 units @
						4 flats per charger
						0 £ per 4 units
						-
Water Efficiency						150 units @
						0 £ per unit
						-
<b>Sub-total</b>						(895,950)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		
Contingency (on construction)						22,517,064 @
						5.0%
						(1,125,853)

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Scheme Typology: **Higher Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	22,517,064 @	6.5%		(1,463,609)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	29,587,500 OMS @	3.00%	5,918 £ per unit	(887,625)
Residential Sales Agent Costs	29,587,500 OMS @	1.00%	1,973 £ per unit	(295,875)
Residential Sales Legal Costs	29,587,500 OMS @	0.25%	493 £ per unit	(73,969)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>8,450 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(93,549)
<b>Developers Profit -</b>				
Profit on OMS	29,587,500	20.00%		(5,917,500)
Margin on AH	5,752,725	6.00% on AH values		(345,164)
<b>Profit analysis:</b>	<b>35,340,225</b>	<b>17.72% blended GDV</b>	<b>(6,262,664)</b>	
	<b>28,389,960</b>	<b>22.06% on costs</b>	<b>(6,262,664)</b>	
<b>TOTAL COSTS</b>				<b>(34,652,624)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				687,601
SDLT	687,601 @	HMRC formula		(23,880)
Acquisition Agent fees	687,601 @	1.0%		(6,876)
Acquisition Legal fees	687,601 @	0.5%		(3,438)
Interest on Land	687,601 @	7.00%		(48,132)
Residual Land Value				<b>605,275</b>
<b>RLV analysis:</b>	<b>4,035 £ per plot</b>	<b>161,407 £ per ha (net)</b>	<b>65,320 £ per acre (net)</b>	
		<b>129,125 £ per ha (gross)</b>	<b>52,256 £ per acre (gross)</b>	
			<b>1.71% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	3.75 ha (net)		9.27 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	4.69 ha (gross)		11.58 acres (gross)	
<b>Density analysis:</b>	<b>3,933 sqm/ha (net)</b>	<b>17,132 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	15,444 £ per plot	617,750 £ per ha (net)	250,000 £ per acre (net)	<b>2,316,563</b>
<b>BLV analysis:</b>		<b>494,200 £ per ha (gross)</b>	<b>200,000 £ per acre (gross)</b>	

<b>BALANCE</b>			
Surplus/(Deficit)	<b>(456,343) £ per ha (net)</b>	<b>(184,680) £ per acre (net)</b>	<b>(1,711,288)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(184,680)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(2,977)	(34,916)	(66,875)	(98,834)	(130,849)	(162,870)	(194,964)	
	10.00	(16,991)	(48,249)	(79,506)	(110,779)	(142,097)	(173,436)	(204,826)	
	20.00	(31,026)	(61,581)	(92,137)	(122,731)	(153,345)	(184,003)	(214,698)	
	30.00	(45,060)	(74,914)	(104,770)	(134,682)	(164,594)	(194,570)	(224,582)	
	40.00	(59,095)	(88,247)	(117,424)	(146,633)	(175,861)	(205,137)	(234,466)	
	50.00	(73,129)	(101,579)	(130,079)	(158,585)	(187,132)	(215,704)	(244,351)	
	60.00	(87,163)	(114,930)	(142,733)	(170,536)	(198,404)	(226,293)	(256,206)	
	70.00	(101,198)	(128,288)	(155,388)	(182,512)	(209,675)	(236,884)	(267,661)	
	80.00	(115,248)	(141,645)	(168,042)	(194,488)	(220,946)	(247,474)	(279,116)	
	90.00	(129,309)	(155,003)	(180,710)	(206,464)	(232,241)	(260,633)	(290,570)	
	100.00	(143,369)	(168,360)	(193,390)	(218,439)	(243,537)	(272,897)	(302,032)	
	110.00	(157,430)	(181,725)	(206,070)	(230,422)	(256,898)	(285,169)	(313,516)	
	120.00	(171,490)	(195,110)	(218,750)	(242,424)	(269,957)	(297,442)	(325,001)	
	130.00	(185,559)	(208,495)	(231,431)	(256,428)	(283,041)	(309,716)	(336,485)	
	140.00	(199,648)	(221,879)	(244,135)	(270,303)	(296,132)	(322,021)	(348,000)	
	150.00	(213,737)	(235,264)	(259,222)	(284,186)	(309,224)	(334,326)	(359,517)	
	160.00	(227,826)	(248,671)	(273,914)	(298,095)	(322,322)	(346,630)	(371,036)	
170.00	(241,915)	(265,282)	(288,606)	(312,005)	(335,447)	(358,965)	(382,587)		
180.00	(258,281)	(280,790)	(303,331)	(325,914)	(348,573)	(371,304)	(394,138)		
190.00	(274,606)	(296,298)	(318,058)	(339,850)	(361,703)	(383,646)	(405,708)		
200.00	(290,930)	(311,839)	(332,786)	(353,796)	(374,865)	(396,022)	(417,296)		
210.00	(307,257)	(327,385)	(347,535)	(367,741)	(388,027)	(408,398)	(428,895)		
220.00	(323,620)	(342,931)	(362,300)	(381,716)	(401,206)	(420,798)	(440,521)		
230.00	(339,984)	(358,500)	(377,066)	(395,701)	(414,407)	(433,213)	(452,163)		
240.00	(356,348)	(374,086)	(391,858)	(409,691)	(427,611)	(445,647)	(463,830)		
250.00	(372,747)	(389,672)	(406,665)	(423,717)	(440,854)	(458,104)	(475,525)		

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(184,680)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	103,881	73,426	42,964	12,502	(17,960)	(48,467)	(78,978)	
	1,000	89,792	59,330	28,868	(1,594)	(32,076)	(62,586)	(93,097)	
	2,000	75,696	45,234	14,773	(15,689)	(46,195)	(76,706)	(107,234)	
	3,000	61,601	31,139	677	(29,804)	(60,314)	(90,825)	(121,379)	
	4,000	47,505	17,043	(13,419)	(43,923)	(74,433)	(104,955)	(135,525)	
	5,000	33,409	2,948	(27,531)	(58,042)	(88,552)	(119,100)	(149,670)	
	6,000	19,314	(11,148)	(41,650)	(72,161)	(102,675)	(133,245)	(163,825)	
	7,000	5,218	(25,259)	(55,770)	(86,280)	(116,821)	(147,391)	(177,999)	
	8,000	(8,877)	(39,378)	(69,889)	(100,399)	(130,966)	(161,536)	(192,173)	
	9,000	(22,987)	(53,497)	(84,008)	(114,541)	(145,111)	(175,707)	(206,347)	
	10,000	(37,106)	(67,616)	(98,127)	(128,687)	(159,257)	(189,882)	(220,544)	
	11,000	(51,225)	(81,735)	(112,262)	(142,832)	(173,416)	(204,056)	(234,750)	
	12,000	(65,344)	(95,855)	(126,407)	(156,977)	(187,590)	(218,234)	(250,102)	
	13,000	(79,463)	(109,983)	(140,553)	(171,124)	(201,764)	(232,440)	(266,550)	
	14,000	(93,582)	(124,128)	(154,698)	(185,298)	(215,938)	(246,646)	(283,013)	

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(184,680)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%	152,208	112,491	72,774	33,017	(6,760)	(46,581)	(86,438)	
	17.5%	60,142	25,028	(10,086)	(45,239)	(80,413)	(115,630)	(150,884)	
	20.0%	(31,924)	(62,435)	(92,945)	(123,495)	(154,065)	(184,680)	(215,330)	
	22.5%	(123,990)	(149,897)	(175,804)	(201,752)	(227,718)	(255,621)	(285,734)	
	25.0%	(216,056)	(237,360)	(261,326)	(286,001)	(310,698)	(335,447)	(360,238)	
	27.5%	(318,503)	(337,810)	(357,117)	(376,470)	(395,846)	(415,273)	(434,742)	

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(184,680)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 250,000	100,000	118,076	87,565	57,055	26,505	(4,065)	(34,680)	(65,330)	
	150,000	68,076	37,565	7,055	(23,495)	(54,065)	(84,680)	(115,330)	
	200,000	18,076	(12,435)	(42,945)	(73,495)	(104,065)	(134,680)	(165,330)	
	250,000	(31,924)	(62,435)	(92,945)	(123,495)	(154,065)	(184,680)	(215,330)	
	300,000	(81,924)	(112,435)	(142,945)	(173,495)	(204,065)	(234,680)	(265,330)	
	350,000	(131,924)	(162,435)	(192,945)	(223,495)	(254,065)	(284,680)	(315,330)	
	400,000	(181,924)	(212,435)	(242,945)	(273,495)	(304,065)	(334,680)	(365,330)	
	450,000	(231,924)	(262,435)	(292,945)	(323,495)	(354,065)	(384,680)	(415,330)	
	500,000	(281,924)	(312,435)	(342,945)	(373,495)	(404,065)	(434,680)	(465,330)	
	550,000	(331,924)	(362,435)	(392,945)	(423,495)	(454,065)	(484,680)	(515,330)	
	600,000	(381,924)	(412,435)	(442,945)	(473,495)	(504,065)	(534,680)	(565,330)	
	650,000	(431,924)	(462,435)	(492,945)	(523,495)	(554,065)	(584,680)	(615,330)	
	700,000	(481,924)	(512,435)	(542,945)	(573,495)	(604,065)	(634,680)	(665,330)	
	750,000	(531,924)	(562,435)	(592,945)	(623,495)	(654,065)	(684,680)	(715,330)	
	800,000	(581,924)	(612,435)	(642,945)	(673,495)	(704,065)	(734,680)	(765,330)	
850,000	(631,924)	(662,435)	(692,945)	(723,495)	(754,065)	(784,680)	(815,330)		

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Scheme Typology: **Higher Value Greenfield**      No Units: **150**  
 Site Typology: Location / Value Zone: **Higher**      Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(184,680)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		631,360	600,297	569,235	538,172	507,110	476,047	444,985
	75%		521,094	490,140	459,185	428,230	397,275	366,321	335,366
	80%		410,712	379,872	349,033	318,193	287,353	256,514	225,659
	85%		300,267	269,525	238,783	208,040	177,298	146,556	115,806
	90%		189,718	159,063	128,408	97,754	67,099	36,444	5,750
	95%		79,007	48,429	17,852	(12,726)	(43,314)	(73,941)	(104,567)
	100%		(31,924)	(62,435)	(92,945)	(123,495)	(154,065)	(184,680)	(215,330)
	105%		(143,134)	(173,605)	(204,128)	(234,692)	(269,011)	(304,510)	(340,147)
	110%		(256,806)	(292,091)	(327,462)	(362,956)	(398,611)	(434,484)	(470,713)
	115%		(386,582)	(422,081)	(457,763)	(493,719)	(530,083)	(567,124)	(605,330)
	120%		(517,603)	(553,654)	(590,191)	(627,480)	(666,056)	(705,235)	(744,578)
	125%		(651,011)	(688,581)	(727,375)	(766,408)	(805,680)	(845,117)	(884,894)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(184,680)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		38,231	7,769	(22,692)	(53,194)	(83,705)	(114,226)	(144,796)
	1,000		22,469	(7,993)	(38,476)	(68,987)	(99,497)	(130,052)	(160,622)
	2,000		6,707	(23,758)	(54,269)	(84,779)	(115,308)	(145,878)	(176,474)
	3,000		(9,056)	(39,551)	(70,062)	(100,572)	(131,134)	(161,704)	(192,336)
	4,000		(24,833)	(55,344)	(85,854)	(116,390)	(146,960)	(177,558)	(208,198)
	5,000		(40,626)	(71,136)	(101,647)	(132,215)	(162,785)	(193,419)	(224,091)
	6,000		(56,418)	(86,929)	(117,471)	(148,041)	(178,641)	(209,281)	(239,992)
	7,000		(72,211)	(102,727)	(133,297)	(163,867)	(194,503)	(225,172)	(258,137)
	8,000		(88,004)	(118,553)	(149,123)	(179,725)	(210,365)	(241,072)	(276,567)
	9,000		(103,809)	(134,379)	(164,949)	(195,586)	(226,252)	(259,376)	(295,002)
	10,000		(119,634)	(150,204)	(180,808)	(211,448)	(242,152)	(277,806)	(313,484)
	11,000		(135,460)	(166,030)	(196,670)	(227,332)	(260,620)	(296,237)	(331,974)
	12,000		(151,286)	(181,892)	(212,532)	(243,233)	(279,046)	(314,708)	(350,511)
	13,000		(167,113)	(197,753)	(228,412)	(261,869)	(297,476)	(333,190)	(369,073)
	14,000		(182,975)	(213,615)	(244,313)	(280,285)	(315,932)	(351,714)	(387,668)
	15,000		(198,837)	(229,493)	(263,118)	(298,715)	(334,414)	(370,251)	(406,317)
	16,000		(214,698)	(245,393)	(281,524)	(317,156)	(352,916)	(388,843)	(425,005)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(184,680)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(663,221)	(667,296)	(671,371)	(675,446)	(679,597)	(683,796)	(687,996)
	82%		(592,811)	(599,870)	(607,176)	(614,777)	(622,420)	(630,064)	(637,708)
	84%		(524,635)	(534,585)	(544,675)	(554,969)	(565,548)	(576,532)	(587,745)
	86%		(457,643)	(470,637)	(483,732)	(496,955)	(510,349)	(523,993)	(538,002)
	88%		(391,353)	(407,471)	(423,654)	(439,925)	(456,313)	(472,874)	(489,669)
	90%		(325,472)	(344,760)	(364,085)	(383,475)	(402,956)	(422,554)	(442,313)
	92%		(259,908)	(282,354)	(304,852)	(327,404)	(350,019)	(372,725)	(395,551)
	94%		(200,893)	(223,062)	(245,288)	(271,577)	(297,356)	(323,210)	(349,154)
	96%		(144,479)	(169,415)	(194,407)	(219,401)	(244,461)	(272,963)	(303,017)
	98%		(88,159)	(115,885)	(143,638)	(171,400)	(199,216)	(227,065)	(257,052)
	100%		(31,924)	(62,435)	(92,945)	(123,495)	(154,065)	(184,680)	(215,330)
	102%		24,241	(9,028)	(42,333)	(75,656)	(108,988)	(142,375)	(175,790)
	104%		80,377	44,302	8,226	(27,856)	(63,990)	(100,124)	(136,320)
	106%		136,449	97,618	58,749	19,866	(19,016)	(57,948)	(96,893)
	108%		192,499	150,865	109,231	67,582	25,893	(15,796)	(57,529)
110%		248,539	204,112	159,676	115,240	70,802	26,306	(18,190)	
112%		304,515	257,326	210,121	162,882	115,643	68,405	21,106	
114%		360,491	310,503	260,515	210,525	160,483	110,442	60,401	
116%		416,467	363,680	310,894	258,107	205,320	152,480	99,636	
118%		472,414	416,858	361,272	305,687	250,101	194,516	138,871	
120%		528,329	469,992	411,650	353,266	294,882	236,498	178,106	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(184,680)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(31,924)	(62,435)	(92,945)	(123,495)	(154,065)	(184,680)	(215,330)
	10,000		(31,924)	(55,366)	(78,808)	(102,251)	(125,738)	(149,226)	(172,739)
	20,000		(31,924)	(48,298)	(64,672)	(81,046)	(97,420)	(113,816)	(130,222)
	30,000		(31,924)	(41,230)	(50,535)	(59,841)	(69,146)	(78,452)	(87,757)
	40,000		(31,924)	(34,161)	(36,399)	(38,636)	(40,873)	(43,110)	(45,347)
	50,000		(31,924)	(27,093)	(22,262)	(17,441)	(12,622)	(7,804)	(2,986)
	60,000		(31,924)	(20,025)	(8,147)	3,727	15,602	27,476	39,350
	70,000		(31,924)	(12,965)	5,965	24,895	43,826	62,754	81,645
	80,000		(31,924)	(5,909)	20,077	46,063	72,043	97,979	123,915
	90,000		(31,924)	1,147	34,189	67,231	100,223	133,204	166,181
	100,000		(31,924)	8,203	48,301	88,377	128,403	168,429	208,392

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Appraisal Ref: **San50** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher**  
 No Units: **225**  
 Greenfield/Brownfield: **Greenfield**

Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				225 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	33.8	12.4%	7.0	18%	40.7		
3 bed House	40.0%	67.5	26.8%	15.1	37%	82.6		
4 bed House	20.0%	33.8	20.0%	11.3	20%	45.0		
5 bed House	5.0%	8.4	5.9%	3.3	5%	11.8		
1 bed Flat	10.0%	16.9	22.5%	12.7	13%	29.5		
2 bed Flat	5.0%	8.4	12.4%	7.0	7%	15.4		
Total number of units	100.0%	168.8	100.0%	56.3	100%	225.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	2,666	28,699	551	5,931	3,217	34,630		
3 bed House	6,750	72,656	1,508	16,227	8,258	88,883		
4 bed House	4,320	46,500	1,440	15,500	5,760	62,000		
5 bed House	1,350	14,531	531	5,716	1,881	20,247		
1 bed Flat	993	10,685	744	8,014	1,737	18,698		
2 bed Flat	695	7,479	574	6,183	1,269	13,662		
	16,774	180,551	5,348	57,570	22,122	238,121		
	<b>AH % by floor area:</b>		<b>24.18% AH % by floor area (difference due to mix)</b>					
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	165,000	2,661	247	0				
2 bed House	210,000	2,658	247	8,552,250				
3 bed House	280,000	2,800	260	23,121,000				
4 bed House	325,000	2,539	236	14,625,000				
5 bed House	395,000	2,469	229	4,643,719				
1 bed Flat	150,000	3,000	279	4,429,688				
2 bed Flat	185,000	2,643	246	2,851,313				
				58,222,969				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750	75%
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500	75%
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000	75%
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750	75%
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750	75%
					* capped @£250K			

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology:

Higher Value Greenfield

No Units: 225

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Greenfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	33.8	@	210,000	7,087,500
3 bed House	67.5	@	280,000	18,900,000
4 bed House	33.8	@	325,000	10,968,750
5 bed House	8.4	@	395,000	3,332,813
1 bed Flat	16.9	@	150,000	2,531,250
2 bed Flat	8.4	@	185,000	1,560,938
	168.8			44,381,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	5.2	@	126,000	659,138
3 bed House	11.3	@	168,000	1,899,450
4 bed House	8.4	@	195,000	1,645,313
5 bed House	2.5	@	237,000	589,908
1 bed Flat	9.5	@	90,000	854,297
2 bed Flat	5.2	@	111,000	580,669
	42.2			6,228,773
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.7	@	147,000	256,331
3 bed House	3.8	@	196,000	738,675
4 bed House	2.8	@	227,500	639,844
5 bed House	0.8	@	250,000	207,422
1 bed Flat	3.2	@	105,000	332,227
2 bed Flat	1.7	@	129,500	225,816
	14.1			2,400,314
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	56.3		-
<b>Sub-total GDV Residential</b>				
	225			53,010,338
<b>AH on-site cost analysis:</b>				
	236 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	5,212,631
			23,167 £ per unit (total units)	
<b>Grant</b>				
	56	AH units @	0 per unit	-
<b>Total GDV</b>				
				53,010,338



# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(47,009)
Planning Application Professional Fees, Surveys and reports						(140,000)
CIL		16,774 sqm (Market only)		20.64 £ psm		(346,210)
	<b>CIL analysis:</b>	0.65% % of GDV		1,539 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	225 units @		9,633 per unit		(2,167,425)
	Sub-total					(2,167,425)
	<b>S106 analysis:</b>	385,320 £ per ha	4.09% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum			22,122 sqm (total)	0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		5.63 ha @		0 £ per ha (if brownfield)		-
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	225 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House			- sqm @	1,211 psm		-
2 bed House			3,217 sqm @	1,211 psm		(3,896,120)
3 bed House			8,258 sqm @	1,211 psm		(9,999,833)
4 bed House			5,760 sqm @	1,211 psm		(6,975,360)
5 bed House			1,881 sqm @	1,211 psm		(2,277,891)
1 bed Flat			1,737 sqm @	1,410 psm		(2,449,357)
2 bed Flat		22,122	1,269 sqm @	1,410 psm		(1,789,663)
Garages for 3 bed House	(OMS only)	68 units @	50% @	11,754 £ per garage		(396,698)
Garages for 4 bed House	(OMS only)	34 units @	75% @	11,754 £ per garage		(297,523)
Garages for 5 bed House	(OMS only)	8 units @	120% @	11,754 £ per garage		(119,009)
External works			28,201,453 @	15.0%		(4,230,218)
	<b>Ext. Works analysis:</b>			18,801 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs		225 units @		1,003 £ per unit		(225,675)
M4(2) Category 2 Housing	Aff units	56 units @	100% @	521 £ per unit		(29,306)
M4(2) Category 2 Housing	OMS units	169 units @	100% @	521 £ per unit		(87,919)
M4(3) Category 3 Housing	Aff units	56 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	169 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		225 units @		4,449 £ per unit		(1,001,025)
Renewable Energy		225 units @		0 £ per unit		-
EV Charging Points - Houses		180 units @		0 £ per unit		-
EV Charging Points - Flats		45 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		225 units @		0 £ per unit		-
	Sub-total					(1,343,925)
	<b>Policy Costs analysis: (design costs only)</b>			5,973 £ per unit (total units)		
Contingency (on construction)			33,775,596 @	5.0%		(1,688,780)

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	33,775,596 @		<b>6.5%</b>		(2,195,414)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	44,381,250 OMS @		<b>3.00%</b>	5,918 £ per unit	(1,331,438)
Residential Sales Agent Costs	44,381,250 OMS @		<b>1.00%</b>	1,973 £ per unit	(443,813)
Residential Sales Legal Costs	44,381,250 OMS @		<b>0.25%</b>	493 £ per unit	(110,953)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,428 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(135,597)
<b>Developers Profit -</b>					
Profit on OMS	44,381,250		<b>20.00%</b>		(8,876,250)
Margin on AH	8,629,088		<b>6.00%</b> on AH values		(517,745)
<b>Profit analysis:</b>		<b>53,010,338</b>		<b>17.72% blended GDV</b>	<b>(9,393,995)</b>
		<b>42,492,234</b>		<b>22.11% on costs</b>	<b>(9,393,995)</b>
<b>TOTAL COSTS</b>					<b>(51,886,229)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,124,109
SDLT	1,124,109 @		HMRC formula		(45,705)
Acquisition Agent fees	1,124,109 @		<b>1.0%</b>		(11,241)
Acquisition Legal fees	1,124,109 @		<b>0.5%</b>		(5,621)
Interest on Land	1,124,109 @		7.00%		(78,688)
Residual Land Value					<b>982,854</b>
<b>RLV analysis:</b>	<b>4,368 £ per plot</b>	<b>174,730 £ per ha (net)</b>	<b>70,712 £ per acre (net)</b>		
		<b>139,784 £ per ha (gross)</b>	<b>56,570 £ per acre (gross)</b>		
			<b>1.85% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		7.03 ha (gross)		17.37 acres (gross)	
<b>Density analysis:</b>		<b>3,933 sqm/ha (net)</b>		<b>17,132 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	15,444 £ per plot	617,750 £ per ha (net)		<b>250,000 £ per acre (net)</b>	<b>3,474,844</b>
<b>BLV analysis:</b>		<b>494,200 £ per ha (gross)</b>		<b>200,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(443,020) £ per ha (net)</b>		<b>(179,288) £ per acre (net)</b>	<b>(2,491,990)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(179,288)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		2,370	(29,554)	(61,513)	(93,472)	(125,472)	(157,493)	(189,572)
	10.00		(11,641)	(42,887)	(74,144)	(105,402)	(136,720)	(168,045)	(199,434)
	20.00		(25,664)	(56,219)	(86,775)	(117,354)	(147,969)	(178,612)	(209,297)
	30.00		(39,698)	(69,552)	(99,406)	(129,305)	(159,217)	(189,178)	(219,175)
	40.00		(53,733)	(82,885)	(112,048)	(141,257)	(170,469)	(199,745)	(229,060)
	50.00		(67,767)	(96,217)	(124,702)	(153,208)	(181,741)	(210,312)	(238,944)
	60.00		(81,802)	(109,554)	(137,356)	(165,159)	(193,012)	(220,886)	(248,828)
	70.00		(95,836)	(122,911)	(150,011)	(177,120)	(204,283)	(231,477)	(260,956)
	80.00		(109,872)	(136,268)	(162,665)	(189,096)	(215,554)	(242,067)	(272,411)
	90.00		(123,932)	(149,626)	(175,320)	(201,072)	(226,834)	(253,946)	(283,866)
	100.00		(137,993)	(162,983)	(187,998)	(213,048)	(238,130)	(266,192)	(295,320)
	110.00		(152,053)	(176,341)	(200,679)	(225,024)	(250,211)	(278,465)	(306,794)
	120.00		(166,113)	(189,718)	(213,359)	(237,017)	(263,270)	(290,738)	(318,278)
	130.00		(180,174)	(203,103)	(226,039)	(249,020)	(276,337)	(303,011)	(329,763)
	140.00		(194,256)	(216,488)	(238,729)	(263,616)	(289,428)	(315,298)	(341,260)
	150.00		(208,345)	(229,872)	(252,535)	(277,492)	(302,519)	(327,603)	(352,777)
	160.00		(222,434)	(243,264)	(267,227)	(291,391)	(315,610)	(339,908)	(364,293)
	170.00		(236,524)	(258,594)	(281,919)	(305,300)	(328,725)	(352,255)	(375,829)
	180.00		(251,594)	(274,102)	(296,626)	(319,209)	(341,850)	(364,564)	(387,380)
	190.00		(267,919)	(289,611)	(311,354)	(333,128)	(354,975)	(376,903)	(398,933)
200.00		(284,243)	(305,135)	(326,081)	(347,074)	(368,125)	(389,264)	(410,520)	
210.00		(300,567)	(320,680)	(340,812)	(361,019)	(381,287)	(401,640)	(422,108)	
220.00		(316,916)	(336,226)	(355,578)	(374,976)	(394,448)	(414,022)	(433,727)	
230.00		(333,280)	(351,778)	(370,344)	(388,961)	(407,649)	(426,438)	(445,354)	
240.00		(349,643)	(367,364)	(385,118)	(402,945)	(420,850)	(438,853)	(457,017)	
250.00		(366,025)	(382,950)	(399,925)	(416,959)	(434,078)	(451,310)	(468,692)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(179,288)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		109,214	78,773	48,311	17,849	(12,613)	(43,105)	(73,616)
	1,000		95,139	64,677	34,215	3,753	(26,714)	(57,225)	(87,735)
	2,000		81,043	50,581	20,120	(10,342)	(40,833)	(71,344)	(101,857)
	3,000		66,948	36,486	6,024	(24,442)	(54,952)	(85,463)	(116,003)
	4,000		52,852	22,390	(8,072)	(38,561)	(69,071)	(99,582)	(130,148)
	5,000		38,757	8,295	(22,169)	(52,680)	(83,190)	(113,723)	(144,293)
	6,000		24,661	(5,801)	(36,288)	(66,799)	(97,310)	(127,869)	(158,438)
	7,000		10,565	(19,897)	(50,408)	(80,918)	(111,444)	(142,014)	(172,607)
	8,000		(3,530)	(34,016)	(64,527)	(95,037)	(125,589)	(156,159)	(186,781)
	9,000		(17,626)	(48,135)	(78,646)	(109,165)	(139,735)	(170,316)	(200,956)
	10,000		(31,744)	(62,254)	(92,765)	(123,310)	(153,880)	(184,490)	(215,137)
	11,000		(45,863)	(76,373)	(106,885)	(137,455)	(168,025)	(198,664)	(229,343)
	12,000		(59,982)	(90,493)	(121,031)	(151,601)	(182,198)	(212,838)	(243,549)
	13,000		(74,101)	(104,612)	(135,176)	(165,746)	(196,372)	(222,034)	(259,846)
	14,000		(88,220)	(118,751)	(149,321)	(179,907)	(210,547)	(241,239)	(276,308)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(179,288)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		157,570	117,853	78,136	38,393	(1,383)	(41,189)	(81,036)
	17.5%		65,504	30,390	(4,724)	(39,863)	(75,036)	(110,238)	(145,482)
	20.0%		(26,562)	(57,073)	(87,583)	(118,119)	(148,689)	(179,288)	(209,928)
	22.5%		(118,628)	(144,535)	(170,443)	(196,375)	(222,341)	(248,337)	(279,051)
	25.0%		(210,694)	(231,998)	(254,691)	(279,348)	(304,046)	(328,777)	(353,556)
	27.5%		(311,868)	(331,175)	(350,482)	(369,818)	(389,193)	(408,603)	(428,060)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(179,288)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 250,000	100,000		123,438	92,927	62,417	31,881	1,311	(29,288)	(59,928)
	150,000		73,438	42,927	12,417	(18,119)	(48,689)	(79,288)	(109,928)
	200,000		23,438	(7,073)	(37,583)	(68,119)	(98,689)	(129,288)	(159,928)
	250,000		(26,562)	(57,073)	(87,583)	(118,119)	(148,689)	(179,288)	(209,928)
	300,000		(76,562)	(107,073)	(137,583)	(168,119)	(198,689)	(229,288)	(259,928)
	350,000		(126,562)	(157,073)	(187,583)	(218,119)	(248,689)	(279,288)	(309,928)
	400,000		(176,562)	(207,073)	(237,583)	(268,119)	(298,689)	(329,288)	(359,928)
	450,000		(226,562)	(257,073)	(287,583)	(318,119)	(348,689)	(379,288)	(409,928)
	500,000		(276,562)	(307,073)	(337,583)	(368,119)	(398,689)	(429,288)	(459,928)
	550,000		(326,562)	(357,073)	(387,583)	(418,119)	(448,689)	(479,288)	(509,928)
	600,000		(376,562)	(407,073)	(437,583)	(468,119)	(498,689)	(529,288)	(559,928)
	650,000		(426,562)	(457,073)	(487,583)	(518,119)	(548,689)	(579,288)	(609,928)
	700,000		(476,562)	(507,073)	(537,583)	(568,119)	(598,689)	(629,288)	(659,928)
	750,000		(526,562)	(557,073)	(587,583)	(618,119)	(648,689)	(679,288)	(709,928)
	800,000		(576,562)	(607,073)	(637,583)	(668,119)	(698,689)	(729,288)	(759,928)
850,000		(626,562)	(657,073)	(687,583)	(718,119)	(748,689)	(779,288)	(809,928)	

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Scheme Typology: **Higher Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(179,288)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		636,649	605,586	574,524	543,461	512,399	481,336	450,274
	75%		526,398	495,443	464,488	433,533	402,579	371,624	340,669
	80%		416,015	385,176	354,336	323,496	292,657	261,817	230,977
	85%		305,584	274,842	244,100	213,358	182,616	151,874	121,132
	90%		195,049	164,395	133,741	103,086	72,431	41,777	11,098
	95%		84,341	53,777	23,199	(7,378)	(37,956)	(68,579)	(99,205)
	100%		(26,562)	(57,073)	(87,583)	(118,119)	(148,689)	(179,288)	(209,928)
	105%		(137,757)	(168,213)	(198,737)	(229,286)	(262,307)	(297,793)	(333,407)
	110%		(250,119)	(285,387)	(320,740)	(356,217)	(391,853)	(427,691)	(463,879)
	115%		(379,842)	(415,323)	(450,988)	(486,906)	(523,219)	(560,167)	(598,214)
	120%		(510,810)	(546,820)	(583,288)	(620,478)	(658,904)	(698,084)	(737,390)
	125%		(644,080)	(681,534)	(720,224)	(759,257)	(798,491)	(837,890)	(877,667)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(179,288)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		43,578	13,117	(17,345)	(47,832)	(78,343)	(108,853)	(139,420)
	1,000		27,816	(2,646)	(33,114)	(63,625)	(94,135)	(124,675)	(155,245)
	2,000		12,054	(18,408)	(48,907)	(79,418)	(109,931)	(140,501)	(171,083)
	3,000		(3,709)	(34,189)	(64,700)	(95,210)	(125,757)	(156,327)	(186,944)
	4,000		(19,471)	(49,982)	(80,492)	(111,013)	(141,583)	(172,166)	(202,806)
	5,000		(35,264)	(65,774)	(96,285)	(126,839)	(157,409)	(188,028)	(218,685)
	6,000		(51,057)	(81,567)	(112,095)	(142,664)	(173,249)	(203,889)	(234,585)
	7,000		(66,849)	(97,360)	(127,920)	(158,490)	(189,111)	(219,765)	(251,435)
	8,000		(82,642)	(113,176)	(143,746)	(174,333)	(204,973)	(235,665)	(269,862)
	9,000		(98,434)	(129,002)	(159,572)	(190,195)	(220,845)	(252,684)	(288,293)
	10,000		(114,258)	(144,828)	(175,416)	(206,056)	(236,746)	(271,102)	(306,762)
	11,000		(130,083)	(160,653)	(191,278)	(221,925)	(253,933)	(289,532)	(325,244)
	12,000		(145,909)	(176,500)	(207,140)	(237,826)	(272,341)	(307,986)	(343,772)
	13,000		(161,735)	(192,362)	(223,006)	(255,181)	(290,771)	(326,468)	(362,315)
	14,000		(177,583)	(208,223)	(238,906)	(273,580)	(309,210)	(344,974)	(380,910)
	15,000		(193,445)	(224,086)	(256,430)	(292,011)	(327,692)	(363,511)	(399,542)
	16,000		(209,307)	(239,986)	(274,819)	(310,441)	(346,176)	(382,085)	(418,212)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(179,288)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(656,070)	(660,145)	(664,220)	(668,295)	(672,408)	(676,608)	(680,807)
	82%		(585,854)	(592,854)	(600,086)	(607,625)	(615,269)	(622,913)	(630,557)
	84%		(517,784)	(527,706)	(537,764)	(548,007)	(558,504)	(569,383)	(580,593)
	86%		(450,867)	(463,844)	(476,908)	(490,100)	(503,450)	(517,036)	(530,961)
	88%		(384,613)	(400,714)	(416,878)	(433,131)	(449,500)	(466,018)	(482,765)
	90%		(318,767)	(338,037)	(357,345)	(376,718)	(396,181)	(415,761)	(435,488)
	92%		(253,220)	(275,649)	(298,148)	(320,682)	(343,279)	(365,967)	(388,775)
	94%		(195,501)	(217,670)	(239,882)	(264,875)	(290,651)	(316,488)	(342,414)
	96%		(139,102)	(164,038)	(189,016)	(214,009)	(239,055)	(267,219)	(296,294)
	98%		(82,797)	(110,508)	(138,261)	(166,013)	(193,825)	(221,659)	(250,352)
	100%		(26,562)	(57,073)	(87,583)	(118,119)	(148,689)	(179,288)	(209,928)
	102%		29,588	(3,681)	(36,972)	(70,294)	(103,616)	(136,998)	(170,398)
104%		85,724	49,649	13,573	(22,502)	(58,628)	(94,762)	(130,943)	
106%		141,781	102,950	64,096	25,214	(13,669)	(52,586)	(91,531)	
108%		197,831	156,197	114,564	72,929	31,240	(10,449)	(52,167)	
110%		253,857	209,445	165,009	120,572	76,136	31,653	(12,842)	
112%		309,833	262,644	215,453	168,215	120,976	73,737	26,453	
114%		365,809	315,821	265,833	215,845	165,816	115,775	65,733	
116%		421,785	368,998	316,211	263,425	210,638	157,812	104,968	
118%		477,717	422,175	366,590	311,004	255,419	199,833	144,203	
120%		533,632	475,295	416,959	358,584	300,200	241,815	183,431	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(179,288)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(26,562)	(57,073)	(87,583)	(118,119)	(148,689)	(179,288)	(209,928)
	10,000		(26,562)	(50,004)	(73,447)	(96,889)	(120,361)	(143,849)	(167,347)
	20,000		(26,562)	(42,936)	(59,310)	(75,684)	(92,058)	(108,439)	(124,846)
	30,000		(26,562)	(35,868)	(45,173)	(54,479)	(63,784)	(73,090)	(82,395)
	40,000		(26,562)	(28,799)	(31,037)	(33,274)	(35,511)	(37,748)	(39,986)
	50,000		(26,562)	(21,731)	(16,912)	(12,094)	(7,275)	(2,457)	2,361
	60,000		(26,562)	(14,674)	(2,800)	9,074	20,949	32,823	44,697
	70,000		(26,562)	(7,618)	11,312	30,243	49,173	68,087	86,978
	80,000		(26,562)	(562)	25,424	51,411	77,376	103,312	129,248
	90,000		(26,562)	6,494	39,536	72,575	105,556	138,537	171,499
	100,000		(26,562)	13,550	53,648	93,709	133,735	173,754	213,710

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Appraisal Ref: **San51** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher** No Units: **350**  
 Notes: Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				350 Units			
AH Policy requirement (% Target)				25%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	20.0%	52.5	12.4%	10.9	18%	63.4	
3 bed House	40.0%	105.0	26.8%	23.5	37%	128.5	
4 bed House	20.0%	52.5	20.0%	17.5	20%	70.0	
5 bed House	5.0%	13.1	5.9%	5.2	5%	18.3	
1 bed Flat	10.0%	26.3	22.5%	19.7	13%	45.9	
2 bed Flat	5.0%	13.1	12.4%	10.9	7%	24.0	
Total number of units	100.0%	262.5	100.0%	87.5	100%	350.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	62.0	667			62.0	667	
2 bed House	79.0	850			79.0	850	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	128.0	1,378			128.0	1,378	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	62.0	667			62.0	667	
2 bed House	79.0	850			79.0	850	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	128.0	1,378			128.0	1,378	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	0	0	0	0	0	0	
2 bed House	4,148	44,643	857	9,226	5,005	53,870	
3 bed House	10,500	113,021	2,345	25,241	12,845	138,262	
4 bed House	6,720	72,333	2,240	24,111	8,960	96,445	
5 bed House	2,100	22,604	826	8,891	2,926	31,495	
1 bed Flat	1,544	16,621	1,158	12,466	2,702	29,086	
2 bed Flat	1,081	11,635	894	9,618	1,974	21,252	
	26,093	280,857	8,320	89,553	34,412	370,411	
<b>AH % by floor area:</b>		<b>24.18% AH % by floor area (difference due to mix)</b>					
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House	165,000	2,661	247			0	
2 bed House	210,000	2,658	247			13,303,500	
3 bed House	280,000	2,800	260			35,966,000	
4 bed House	325,000	2,539	236			22,750,000	
5 bed House	395,000	2,469	229			7,223,563	
1 bed Flat	150,000	3,000	279			6,890,625	
2 bed Flat	185,000	2,643	246			4,435,375	
						90,569,063	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750
* capped @£250K							

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology:

Higher Value Greenfield

No Units: 350

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Greenfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	52.5	@	210,000	11,025,000
3 bed House	105.0	@	280,000	29,400,000
4 bed House	52.5	@	325,000	17,062,500
5 bed House	13.1	@	395,000	5,184,375
1 bed Flat	26.3	@	150,000	3,937,500
2 bed Flat	13.1	@	185,000	2,428,125
	262.5			69,037,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	8.1	@	126,000	1,025,325
3 bed House	17.6	@	168,000	2,954,700
4 bed House	13.1	@	195,000	2,559,375
5 bed House	3.9	@	237,000	917,634
1 bed Flat	14.8	@	90,000	1,328,906
2 bed Flat	8.1	@	111,000	903,263
	65.6			9,689,203
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	2.7	@	147,000	398,738
3 bed House	5.9	@	196,000	1,149,050
4 bed House	4.4	@	227,500	995,313
5 bed House	1.3	@	250,000	322,656
1 bed Flat	4.9	@	105,000	516,797
2 bed Flat	2.7	@	129,500	351,269
	21.9			3,733,822
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	87.5		-
<b>Sub-total GDV Residential</b>				
	350			82,460,525
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>8,108,538</b>
	236	£ psm (total GIA sqm)	23,167	£ per unit (total units)
<b>Grant</b>	88	AH units @	0	per unit
<b>Total GDV</b>				
				<b>82,460,525</b>

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Scheme Typology: **Higher Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(64,259)
Planning Application Professional Fees, Surveys and reports						(190,000)
CIL						(538,549)
<b>CIL analysis:</b>		26,093 sqm (Market only)		20.64 £ psm		
		0.65% % of GDV		1,539 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	350 units @		9,633 per unit		(3,371,550)
	Sub-total					(3,371,550)
<b>S106 analysis:</b>		385,320 £ per ha	4.09% % of GDV	9,633 £ per unit (total units)		
<b>Comm. Sum analysis:</b>			34,412 sqm (total)	0 £ psm		-
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		8.75 ha @		0 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	350 units @		0 per unit		-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		- sqm @		1,211 psm		-
2 bed House		5,005 sqm @		1,211 psm		(6,060,631)
3 bed House		12,845 sqm @		1,211 psm		(15,555,295)
4 bed House		8,960 sqm @		1,211 psm		(10,850,560)
5 bed House		2,926 sqm @		1,211 psm		(3,543,386)
1 bed Flat		2,702 sqm @		1,410 psm		(3,810,110)
2 bed Flat		34,412 sqm @		1,410 psm		(2,783,921)
Garages for 3 bed House	(OMS only)	105 units @	50% @	11,754 £ per garage		(617,085)
Garages for 4 bed House	(OMS only)	53 units @	75% @	11,754 £ per garage		(462,814)
Garages for 5 bed House	(OMS only)	13 units @	120% @	11,754 £ per garage		(185,126)
External works						(6,580,339)
<b>Ext. Works analysis:</b>		43,868,927 @		15.0%		
				18,801 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(351,050)
		350 units @		1,003 £ per unit		
M4(2) Category 2 Housing	Aff units	88 units @	100% @	521 £ per unit		(45,588)
M4(2) Category 2 Housing	OMS units	263 units @	100% @	521 £ per unit		(136,763)
M4(3) Category 3 Housing	Aff units	88 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	263 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		350 units @		4,449 £ per unit		(1,557,150)
Renewable Energy		350 units @		0 £ per unit		-
EV Charging Points - Houses		280 units @		0 £ per unit		-
EV Charging Points - Flats		70 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		350 units @		0 £ per unit		-
	Sub-total					(2,090,550)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		
Contingency (on construction)						(2,626,991)
		52,539,816 @		5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	52,539,816 @		<b>6.5%</b>		(3,415,088)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	69,037,500 OMS @		<b>3.00%</b>	5,918 £ per unit	(2,071,125)
Residential Sales Agent Costs	69,037,500 OMS @		<b>1.00%</b>	1,973 £ per unit	(690,375)
Residential Sales Legal Costs	69,037,500 OMS @		<b>0.25%</b>	493 £ per unit	(172,594)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,412 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(205,675)
<b>Developers Profit -</b>					
Profit on OMS	69,037,500		<b>20.00%</b>		(13,807,500)
Margin on AH	13,423,025		<b>6.00%</b> on AH values		(805,382)
<b>Profit analysis:</b>	<b>82,460,525</b>		<b>17.72% blended GDV</b>	<b>(14,612,882)</b>	
	<b>65,996,022</b>		<b>22.14% on costs</b>	<b>(14,612,882)</b>	
<b>TOTAL COSTS</b>					<b>(80,608,904)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,851,621
SDLT	1,851,621 @		HMRC formula		(82,081)
Acquisition Agent fees	1,851,621 @		<b>1.0%</b>		(18,516)
Acquisition Legal fees	1,851,621 @		<b>0.5%</b>		(9,258)
Interest on Land	1,851,621 @		7.00%		(129,613)
Residual Land Value					<b>1,612,152</b>
<b>RLV analysis:</b>	<b>4,606 £ per plot</b>	<b>184,246 £ per ha (net)</b>	<b>74,563 £ per acre (net)</b>		
		<b>147,397 £ per ha (gross)</b>	<b>59,651 £ per acre (gross)</b>		
			<b>1.96% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		8.75 ha (net)		21.62 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		10.94 ha (gross)		27.03 acres (gross)	
<b>Density analysis:</b>		<b>3,933 sqm/ha (net)</b>		<b>17,132 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	15,444 £ per plot	617,750 £ per ha (net)	<b>250,000</b> £ per acre (net)		<b>5,405,313</b>
<b>BLV analysis:</b>		<b>494,200 £ per ha (gross)</b>	<b>200,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(433,504) £ per ha (net)</b>	<b>(175,437) £ per acre (net)</b>		<b>(3,793,160)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2

Scheme Typology: **Higher Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(175,437)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		6,190	(25,724)	(57,683)	(89,642)	(121,631)	(153,652)	(185,721)
	10.00		(7,821)	(39,057)	(70,314)	(101,571)	(132,880)	(164,198)	(195,583)
	20.00		(21,834)	(52,389)	(82,945)	(113,513)	(144,128)	(174,760)	(205,445)
	30.00		(35,868)	(65,722)	(95,576)	(125,465)	(155,376)	(185,327)	(215,313)
	40.00		(49,903)	(79,055)	(108,207)	(137,416)	(166,625)	(195,894)	(225,198)
	50.00		(63,937)	(92,387)	(120,862)	(149,367)	(177,889)	(206,461)	(235,082)
	60.00		(77,972)	(105,720)	(133,516)	(161,319)	(189,161)	(217,028)	(244,967)
	70.00		(92,006)	(119,071)	(146,170)	(173,270)	(200,432)	(227,615)	(256,169)
	80.00		(106,040)	(132,428)	(158,825)	(185,245)	(211,703)	(238,205)	(267,622)
	90.00		(120,092)	(145,785)	(171,479)	(197,221)	(222,975)	(248,796)	(279,077)
	100.00		(134,152)	(159,143)	(184,147)	(209,196)	(234,268)	(261,413)	(290,531)
	110.00		(148,212)	(172,500)	(196,827)	(221,172)	(245,565)	(273,676)	(301,992)
	120.00		(162,273)	(185,867)	(209,508)	(233,156)	(258,494)	(285,949)	(313,477)
	130.00		(176,333)	(199,252)	(222,188)	(245,158)	(271,553)	(298,221)	(324,961)
	140.00		(190,405)	(212,636)	(234,868)	(258,839)	(284,639)	(310,497)	(336,446)
	150.00		(204,494)	(226,021)	(247,575)	(272,715)	(297,730)	(322,802)	(347,962)
	160.00		(218,583)	(239,406)	(262,450)	(286,601)	(310,821)	(335,107)	(359,479)
170.00		(232,672)	(253,818)	(277,142)	(300,511)	(323,923)	(347,411)	(371,002)	
180.00		(246,762)	(269,326)	(291,837)	(314,420)	(337,049)	(359,750)	(382,553)	
190.00		(263,142)	(284,834)	(306,565)	(328,329)	(350,174)	(372,089)	(394,104)	
200.00		(279,466)	(300,346)	(321,292)	(342,272)	(363,311)	(384,437)	(405,680)	
210.00		(295,791)	(315,891)	(336,020)	(356,217)	(376,472)	(396,813)	(417,268)	
220.00		(312,127)	(331,437)	(350,777)	(370,163)	(389,634)	(409,189)	(428,875)	
230.00		(328,491)	(346,982)	(365,542)	(384,146)	(402,822)	(421,598)	(440,501)	
240.00		(344,854)	(362,562)	(380,308)	(398,131)	(416,023)	(434,013)	(452,151)	
250.00		(361,223)	(378,149)	(395,111)	(412,132)	(429,239)	(446,458)	(463,818)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(175,437)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		113,023	82,592	52,130	21,668	(8,793)	(39,275)	(69,786)
	1,000		98,948	68,496	38,035	7,573	(22,889)	(53,395)	(83,905)
	2,000		84,863	54,401	23,939	(6,523)	(37,003)	(67,514)	(98,024)
	3,000		70,767	40,305	9,843	(20,618)	(51,122)	(81,633)	(112,162)
	4,000		56,672	26,210	(4,252)	(34,731)	(65,241)	(95,752)	(126,307)
	5,000		42,576	12,114	(18,348)	(48,850)	(79,360)	(109,883)	(140,453)
	6,000		28,480	(1,981)	(32,459)	(62,969)	(93,480)	(124,028)	(154,598)
	7,000		14,385	(16,077)	(46,578)	(77,088)	(107,603)	(138,173)	(168,756)
	8,000		289	(30,186)	(60,697)	(91,207)	(121,749)	(152,319)	(182,930)
	9,000		(13,806)	(44,305)	(74,816)	(105,326)	(135,894)	(166,464)	(197,104)
	10,000		(27,914)	(58,424)	(88,935)	(119,469)	(150,039)	(180,639)	(211,279)
	11,000		(42,033)	(72,544)	(103,054)	(133,615)	(164,185)	(194,813)	(225,481)
	12,000		(56,152)	(86,663)	(117,190)	(147,760)	(178,347)	(208,987)	(239,687)
	13,000		(70,271)	(100,782)	(131,335)	(161,905)	(192,521)	(223,172)	(255,061)
14,000		(84,390)	(114,911)	(145,481)	(176,055)	(206,695)	(237,377)	(271,519)	

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(175,437)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 20.0%	15.0%		161,400	121,683	81,965	42,234	2,458	(37,338)	(77,184)
	17.5%		69,334	34,220	(894)	(36,022)	(71,195)	(106,387)	(141,631)
	20.0%		(22,732)	(53,243)	(83,753)	(114,278)	(144,848)	(175,437)	(206,077)
	22.5%		(114,798)	(140,705)	(166,613)	(192,534)	(218,501)	(244,486)	(274,287)
	25.0%		(206,864)	(228,168)	(249,472)	(274,596)	(299,294)	(324,013)	(348,792)
	27.5%		(307,128)	(326,435)	(345,742)	(365,066)	(384,442)	(403,839)	(423,296)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(175,437)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 250,000	100,000		127,268	96,757	66,247	35,722	5,152	(25,437)	(56,077)
	150,000		77,268	46,757	16,247	(14,278)	(44,848)	(75,437)	(106,077)
	200,000		27,268	(3,243)	(33,753)	(64,278)	(94,848)	(125,437)	(156,077)
	250,000		(22,732)	(53,243)	(83,753)	(114,278)	(144,848)	(175,437)	(206,077)
	300,000		(72,732)	(103,243)	(133,753)	(164,278)	(194,848)	(225,437)	(256,077)
	350,000		(122,732)	(153,243)	(183,753)	(214,278)	(244,848)	(275,437)	(306,077)
	400,000		(172,732)	(203,243)	(233,753)	(264,278)	(294,848)	(325,437)	(356,077)
	450,000		(222,732)	(253,243)	(283,753)	(314,278)	(344,848)	(375,437)	(406,077)
	500,000		(272,732)	(303,243)	(333,753)	(364,278)	(394,848)	(425,437)	(456,077)
	550,000		(322,732)	(353,243)	(383,753)	(414,278)	(444,848)	(475,437)	(506,077)
	600,000		(372,732)	(403,243)	(433,753)	(464,278)	(494,848)	(525,437)	(556,077)
	650,000		(422,732)	(453,243)	(483,753)	(514,278)	(544,848)	(575,437)	(606,077)
	700,000		(472,732)	(503,243)	(533,753)	(564,278)	(594,848)	(625,437)	(656,077)
	750,000		(522,732)	(553,243)	(583,753)	(614,278)	(644,848)	(675,437)	(706,077)
	800,000		(572,732)	(603,243)	(633,753)	(664,278)	(694,848)	(725,437)	(756,077)
850,000		(622,732)	(653,243)	(683,753)	(714,278)	(744,848)	(775,437)	(806,077)	

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Scheme Typology: **Higher Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(175,437)						
		640,426	609,364	578,301	547,239	516,176	485,114	454,051
		530,178	499,230	468,276	437,321	406,367	375,412	344,457
		419,803	388,964	358,124	327,284	296,445	265,605	234,765
		309,383	278,641	247,899	217,157	186,415	155,673	124,931
		198,847	168,204	137,550	106,895	76,240	45,586	14,917
		88,150	57,596	27,018	(3,559)	(34,137)	(64,749)	(95,375)
		(22,732)	(53,243)	(83,753)	(114,278)	(144,848)	(175,437)	(206,077)
		(133,917)	(164,371)	(194,885)	(225,424)	(257,530)	(293,004)	(328,593)
		(245,486)	(280,598)	(315,949)	(351,408)	(387,026)	(422,849)	(458,998)
		(375,038)	(410,496)	(446,148)	(482,040)	(518,322)	(555,206)	(593,149)
		(505,957)	(541,939)	(578,356)	(615,488)	(653,796)	(692,976)	(732,255)
		(639,131)	(676,499)	(715,116)	(754,149)	(793,356)	(832,746)	(872,504)

**TABLE 7**

		Affordable Housing - % on site 25%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(175,437)						
		47,398	16,936	(13,526)	(44,002)	(74,513)	(105,023)	(135,579)
		31,635	1,174	(29,288)	(59,795)	(90,306)	(120,835)	(151,405)
		15,873	(14,589)	(45,077)	(75,588)	(106,098)	(136,661)	(167,231)
		111	(30,359)	(60,870)	(91,380)	(121,916)	(152,486)	(183,093)
		(15,652)	(46,152)	(76,662)	(107,173)	(137,742)	(168,315)	(198,955)
		(31,434)	(61,944)	(92,455)	(122,998)	(153,568)	(184,176)	(214,823)
		(47,227)	(77,737)	(108,254)	(138,824)	(169,398)	(200,038)	(230,723)
		(63,019)	(93,530)	(124,080)	(154,650)	(185,260)	(215,903)	(246,624)
		(78,812)	(109,336)	(139,905)	(170,482)	(201,122)	(231,804)	(262,573)
		(94,604)	(125,161)	(155,731)	(186,343)	(216,983)	(247,704)	(283,504)
		(110,417)	(140,987)	(171,565)	(202,205)	(232,884)	(263,313)	(301,960)
		(126,243)	(156,813)	(187,427)	(218,067)	(248,784)	(284,743)	(320,443)
		(142,069)	(172,649)	(203,289)	(233,964)	(267,552)	(303,184)	(338,957)
		(157,894)	(188,510)	(219,150)	(250,405)	(285,982)	(321,666)	(357,494)
		(173,732)	(204,372)	(235,044)	(268,791)	(304,413)	(340,160)	(376,084)
		(189,594)	(220,234)	(251,654)	(287,222)	(322,890)	(358,697)	(394,702)
	(205,455)	(236,124)	(270,036)	(305,652)	(341,372)	(377,259)	(413,359)	

**TABLE 8**

		Affordable Housing - % on site 25%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(175,437)						
		(650,962)	(655,037)	(659,112)	(663,187)	(667,273)	(671,473)	(675,672)
		(580,885)	(587,845)	(595,028)	(602,517)	(610,161)	(617,805)	(625,449)
		(512,902)	(522,795)	(532,833)	(543,038)	(553,493)	(564,300)	(575,485)
		(446,028)	(458,991)	(472,041)	(485,203)	(498,536)	(512,082)	(525,949)
		(379,799)	(395,887)	(412,038)	(428,279)	(444,634)	(461,129)	(477,841)
		(313,978)	(333,236)	(352,531)	(371,901)	(391,350)	(410,908)	(430,621)
		(248,168)	(270,871)	(293,359)	(315,880)	(338,465)	(361,140)	(383,935)
		(191,650)	(213,819)	(236,020)	(260,098)	(285,862)	(311,686)	(337,600)
		(135,262)	(160,197)	(185,164)	(210,157)	(235,193)	(262,429)	(291,493)
		(78,967)	(106,668)	(134,420)	(162,173)	(189,973)	(217,797)	(245,687)
		(22,732)	(53,243)	(83,753)	(114,278)	(144,848)	(175,437)	(206,077)
		33,407	139	(33,142)	(66,464)	(99,786)	(133,158)	(166,547)
	89,540	53,468	17,393	(18,683)	(54,798)	(90,932)	(127,102)	
	145,590	106,759	67,915	29,033	(9,849)	(48,756)	(87,701)	
	201,640	160,006	118,373	76,739	35,060	(6,629)	(48,337)	
	257,655	213,254	168,817	124,381	79,945	35,473	(9,023)	
	313,631	266,442	219,253	172,024	124,785	77,546	30,272	
	369,607	319,619	269,631	219,644	169,625	119,583	69,542	
	425,583	372,797	320,010	267,223	214,437	161,621	108,777	
	481,505	425,965	370,388	314,803	259,217	203,632	148,012	
	537,420	479,083	420,747	362,382	303,998	245,614	187,230	

**TABLE 8**

		Affordable Housing - % on site 25%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(175,437)						
		(22,732)	(53,243)	(83,753)	(114,278)	(144,848)	(175,437)	(206,077)
		(22,732)	(46,174)	(69,617)	(93,059)	(116,520)	(140,008)	(163,496)
		(22,732)	(39,106)	(55,480)	(71,854)	(88,228)	(104,602)	(121,005)
		(22,732)	(32,038)	(41,343)	(50,649)	(59,954)	(69,260)	(78,566)
		(22,732)	(24,969)	(27,207)	(29,444)	(31,681)	(33,918)	(36,156)
		(22,732)	(17,911)	(13,092)	(8,274)	(3,456)	1,362	6,181
		(22,732)	(10,855)	1,020	12,894	24,768	36,642	48,517
		(22,732)	(3,799)	15,132	34,062	52,992	71,896	90,787
		(22,732)	3,257	29,244	55,230	81,185	107,121	133,057
		(22,732)	10,313	43,356	76,383	109,364	142,345	175,297
	(22,732)	17,369	57,468	97,518	137,544	177,553	217,508	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.2 - Summary Table

Appraisal Ref:	San44	San45	San46	San47	San48	San49	San50	San51
Scheme Typology:	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	2,134,000	3,576,210	7,152,420	10,846,755	18,848,120	35,340,225	53,010,338	82,460,525
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	25%	25%	25%	25%	25%	25%	25%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,543	1,543	1,567	1,539	1,539	1,539	1,539
Site Specific S106 (£ per unit)	-	2,055	2,055	2,055	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	3,598	3,598	3,622	11,172	11,172	11,172	11,172
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	3,598	3,598	3,622	11,172	11,172	11,172	11,172
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	17.75%	17.75%	17.77%	17.72%	17.72%	17.72%	17.72%
Developers Profit (% on costs)	27.90%	20.21%	20.70%	20.76%	21.91%	22.06%	22.11%	22.14%
Developers Profit Total (£)	426,800	634,704	1,269,408	1,927,737	3,340,087	6,262,664	9,393,995	14,612,882
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-
RLV (£/acre (net))	331,383	(215,515)	(135,319)	(131,159)	48,194	65,320	70,712	74,563
RLV (£/ha (net))	818,848	(532,537)	(334,373)	(324,093)	119,086	161,407	174,730	184,246
RLV (% of GDV)	7.67%	-5.58%	-3.51%	-3.36%	1.26%	1.71%	1.85%	1.96%
RLV Total (£)	163,770	(199,701)	(250,780)	(364,604)	238,173	605,275	982,854	1,612,152
BLV (£/acre (net))	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
BLV (£/ha (net))	617,750	617,750	617,750	617,750	617,750	617,750	617,750	617,750
BLV Total (£)	123,550	231,656	463,313	694,969	1,235,500	2,316,563	3,474,844	5,405,313
Surplus/Deficit (£/acre) [RLV-BLV]	81,383	(465,515)	(385,319)	(381,159)	(201,806)	(184,680)	(179,288)	(175,437)
Surplus/Deficit (£/ha)	201,098	(1,150,287)	(952,123)	(941,843)	(498,664)	(456,343)	(443,020)	(433,504)
Surplus/Deficit Total (£)	40,220	(431,357)	(714,093)	(1,059,573)	(997,327)	(1,711,288)	(2,491,990)	(3,793,160)
Plan Viability comments	Viabile	Not Viable	Not Viable	Not Viable	Marginal	Marginal	Marginal	Marginal

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Appraisal Ref: **San1** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes: No Units: **8**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				8 Units				
AH Policy requirement (% Target)				0%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		100%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		0.0% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8		
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2		
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0		
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0		
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0		
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0		
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>			
					(sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	202	2,170	0	0	202	2,170		
3 bed House	272	2,928	0	0	272	2,928		
4 bed House	210	2,260	0	0	210	2,260		
5 bed House	0	0	0	0	0	0		
1 bed Flat	0	0	0	0	0	0		
2 bed Flat	0	0	0	0	0	0		
	684	7,358	0	0	684	7,358		
AH % by floor area:		0.00% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	145,000	2,736	254	0				
2 bed House	170,000	2,361	219	476,000				
3 bed House	205,000	2,412	224	656,000				
4 bed House	265,000	2,524	234	530,000				
5 bed House	340,000	2,125	197	0				
1 bed Flat	115,000	2,300	214	0				
2 bed Flat	135,000	1,929	179	0				
				1,662,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
					* capped @£250K			

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	2.8	@	170,000	476,000
3 bed House	3.2	@	205,000	656,000
4 bed House	2.0	@	265,000	530,000
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	8.0			1,662,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.0	@	102,000	-
3 bed House	0.0	@	123,000	-
4 bed House	0.0	@	159,000	-
5 bed House	0.0	@	204,000	-
1 bed Flat	0.0	@	69,000	-
2 bed Flat	0.0	@	81,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.0	@	119,000	-
3 bed House	0.0	@	143,500	-
4 bed House	0.0	@	185,500	-
5 bed House	0.0	@	238,000	-
1 bed Flat	0.0	@	80,500	-
2 bed Flat	0.0	@	94,500	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>1,662,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>
<b>Grant</b>	0	AH units @	10,000 per unit	-
<b>Total GDV</b>				<b>1,662,000</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield**      No Units: **8**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(3,696)
Planning Application Professional Fees, Surveys and reports					(10,000)
CIL					(14,110)
		684 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.85% % of GDV	1,764 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0	-	
	Year 2		0	-	
	Year 3		0	-	
	Year 4		0	-	
	Year 5		0	-	
	Year 6		0	-	
	Year 7		0	-	
	Year 8		0	-	
	Year 9		0	-	
	Year 10		0	-	
	Year 11		0	-	
	Year 12		0	-	
	Year 13		0	-	
	Year 14		0	-	
	Year 15		0	-	
	Years 1-15	8 units @	0 per unit	-	
	Sub-total			-	
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum		684 sqm (total)	0 £ psm	-	
<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(24,600)
		0.20 ha @	123,000 £ per ha (if brownfield)		
Site Infrastructure costs -	Year 1	0		-	
	Year 2	0		-	
	Year 3	0		-	
	Year 4	0		-	
	Year 5	0		-	
	Year 6	0		-	
	Year 7	0		-	
	Year 8	0		-	
	Year 9	0		-	
	Year 10	0		-	
	Year 11	0		-	
	Year 12	0		-	
	Year 13	0		-	
	Year 14	0		-	
	Year 15	0		-	
	Years 1-15	8 units @	0 per unit	-	
	Sub-total			-	
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm	-	
2 bed House		202 sqm @	1,211 psm	(244,138)	
3 bed House		272 sqm @	1,211 psm	(329,392)	
4 bed House		210 sqm @	1,211 psm	(254,310)	
5 bed House		- sqm @	1,211 psm	-	
1 bed Flat		- sqm @	1,410 psm	-	
2 bed Flat		684 sqm @	1,410 psm	-	
Garages for 3 bed House	(OMS only)	3 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	2 units @	75% @	11,754 £ per garage	(17,631)
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage	-
External works					(126,821)
<b>Ext. Works analysis:</b>		845,471 @	15.0%	15,853 £ per unit (total units)	
Policy Costs on design -					
Net Biodiversity costs					(2,296)
		8 units @	287 £ per unit		
M4(2) Category 2 Housing	Aff units	- units @	100% @	521 £ per unit	-
M4(2) Category 2 Housing	OMS units	8 units @	100% @	521 £ per unit	(4,168)
M4(3) Category 3 Housing	Aff units	- units @	15% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	8 units @	15% @	10,111 £ per unit	(12,133)
Part L 2025/FHS		8 units @		4,449 £ per unit	(35,592)
Renewable Energy		8 units @		0 £ per unit	-
EV Charging Points - Houses		8 units @		0 £ per unit	-
EV Charging Points - Flats		- units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		8 units @		0 £ per unit	-
	Sub-total			(54,189)	
<b>Policy Costs analysis: (design costs only)</b>			6,774 £ per unit (total units)		
Contingency (on construction)					(52,554)
		1,051,080 @	5.0%		

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	1,051,080	@	6.5%		(68,320)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	1,662,000	OMS @	3.00%	6,233 £ per unit	(49,860)
Residential Sales Agent Costs	1,662,000	OMS @	1.00%	2,078 £ per unit	(16,620)
Residential Sales Legal Costs	1,662,000	OMS @	0.25%	519 £ per unit	(4,155)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>10,079 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		7.00% APR		0.565% pcm	(2,829)
<b>Developers Profit -</b>					
Profit on OMS	1,662,000		18.00%		(299,160)
Margin on AH	0		6.00% on AH values		-
<b>Profit analysis:</b>	<b>1,662,000</b>		<b>18.00% blended GDV</b>		<b>(299,160)</b>
	<b>1,383,224</b>		<b>21.63% on costs</b>		<b>(299,160)</b>
<b>TOTAL COSTS</b>					<b>(1,682,384)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(20,384)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(20,384)</b>
<b>RLV analysis:</b>	<b>(2,548) £ per plot</b>		<b>(101,921) £ per ha (net)</b>	<b>(41,247) £ per acre (net)</b>	
			<b>(101,921) £ per ha (gross)</b>	<b>(41,247) £ per acre (gross)</b>	
				<b>-1.23% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		40.0	dph (net)		
Site Area (net)		0.20	ha (net)	0.49	acres (net)
Net to Gross ratio		100%			
Site Area (gross)		0.20	ha (gross)	0.49	acres (gross)
<b>Density analysis:</b>		<b>3,418</b>	<b>sqm/ha (net)</b>	<b>14,889</b>	<b>sqft/ac (net)</b>
		<b>40</b>	<b>dph (gross)</b>		
Benchmark Land Value (net)	9,266 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)
<b>BLV analysis:</b>		<b>370,650</b>	<b>£ per ha (gross)</b>	<b>150,000</b>	<b>£ per acre (gross)</b>
					<b>74,130</b>

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(472,571)</b>	<b>£ per ha (net)</b>	<b>(191,247)</b>	<b>£ per acre (net)</b>
					<b>(94,514)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(162,636)	(197,121)	(231,616)	(266,255)	(300,951)	(335,932)	(371,554)
	10.00	(176,498)	(210,290)	(244,119)	(278,063)	(312,096)	(346,462)	(381,487)
	20.00	(190,360)	(223,459)	(256,621)	(289,870)	(323,241)	(357,004)	(391,419)
	30.00	(204,222)	(236,627)	(269,123)	(301,678)	(334,416)	(367,586)	(401,351)
	40.00	(218,084)	(249,796)	(281,625)	(313,490)	(345,600)	(378,201)	(411,284)
	50.00	(231,945)	(262,965)	(294,127)	(325,331)	(356,787)	(388,843)	(421,216)
	60.00	(245,807)	(276,159)	(306,630)	(337,172)	(368,019)	(399,485)	(431,148)
	70.00	(259,669)	(289,355)	(319,132)	(349,014)	(379,257)	(410,127)	(441,081)
	80.00	(273,531)	(302,552)	(331,634)	(360,881)	(390,545)	(420,769)	(451,013)
	90.00	(287,393)	(315,749)	(344,139)	(372,764)	(401,875)	(431,410)	(460,945)
	100.00	(301,255)	(328,946)	(356,676)	(384,662)	(413,227)	(442,052)	(470,878)
	110.00	(315,144)	(342,142)	(369,214)	(396,596)	(424,578)	(452,694)	(480,810)
	120.00	(329,036)	(355,339)	(381,754)	(408,566)	(435,929)	(463,336)	(490,743)
	130.00	(342,927)	(368,536)	(394,336)	(420,583)	(447,280)	(473,978)	(500,675)
	140.00	(356,818)	(381,753)	(406,921)	(432,644)	(458,632)	(484,619)	(510,607)
	150.00	(370,710)	(394,987)	(419,557)	(444,705)	(469,983)	(495,261)	(520,540)
	160.00	(384,601)	(408,221)	(432,230)	(456,765)	(481,334)	(505,903)	(530,472)
	170.00	(398,492)	(421,501)	(444,966)	(468,826)	(492,685)	(516,545)	(540,404)
	180.00	(412,402)	(434,796)	(457,737)	(480,887)	(504,037)	(527,187)	(550,337)
	190.00	(426,332)	(448,135)	(470,507)	(492,947)	(515,388)	(537,829)	(560,269)
200.00	(440,277)	(461,546)	(483,277)	(505,008)	(526,739)	(548,470)	(570,201)	
210.00	(454,257)	(475,026)	(496,047)	(517,069)	(538,091)	(559,112)	(580,134)	
220.00	(468,286)	(488,505)	(508,817)	(529,130)	(549,442)	(569,754)	(590,066)	
230.00	(482,382)	(501,985)	(521,588)	(541,190)	(560,793)	(580,396)	(600,000)	
240.00	(496,571)	(515,464)	(534,358)	(553,251)	(572,144)	(591,038)	(618,677)	
250.00	(510,760)	(528,944)	(547,128)	(565,312)	(583,496)	(601,679)	(633,850)	

**TABLE 2**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106	-	(191,247)	(224,301)	(257,421)	(290,626)	(323,954)	(357,681)	(392,055)
	1,000	(207,469)	(240,524)	(273,678)	(306,883)	(340,308)	(374,204)	(408,660)
	2,000	(223,691)	(256,746)	(289,934)	(323,171)	(356,671)	(390,809)	(425,265)
	3,000	(239,913)	(272,986)	(306,191)	(339,474)	(373,102)	(407,414)	(441,870)
	4,000	(256,136)	(289,243)	(322,448)	(355,785)	(389,590)	(424,019)	(458,475)
	5,000	(272,358)	(305,500)	(338,704)	(372,146)	(406,169)	(440,624)	(475,080)
	6,000	(288,580)	(321,756)	(354,994)	(388,538)	(422,774)	(457,230)	(491,685)
	7,000	(304,808)	(338,013)	(371,297)	(404,987)	(439,379)	(473,835)	(508,291)
	8,000	(321,065)	(354,270)	(387,623)	(421,528)	(455,984)	(490,440)	(524,896)
	9,000	(337,321)	(370,526)	(403,984)	(438,133)	(472,589)	(507,045)	(541,501)
	10,000	(353,578)	(386,817)	(420,404)	(454,738)	(489,194)	(523,650)	(558,106)
	11,000	(369,835)	(403,120)	(436,895)	(471,343)	(505,799)	(540,255)	(574,711)
	12,000	(386,091)	(419,461)	(453,493)	(487,949)	(522,404)	(556,860)	(591,316)
	13,000	(402,348)	(435,840)	(470,098)	(504,554)	(539,010)	(573,465)	(607,976)
	14,000	(418,640)	(452,292)	(486,703)	(521,159)	(555,615)	(590,071)	(629,149)

**TABLE 3**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(77,162)	(110,118)	(166,620)	(204,869)	(243,242)	(282,013)	(321,431)
	17.5%	(174,432)	(208,327)	(242,287)	(276,333)	(310,502)	(345,070)	(380,284)
	20.0%	(258,507)	(288,199)	(317,955)	(347,797)	(377,762)	(408,126)	(439,137)
	22.5%	(342,582)	(368,070)	(393,623)	(419,261)	(445,022)	(471,183)	(497,989)
	25.0%	(426,658)	(447,942)	(469,291)	(490,725)	(512,283)	(534,239)	(556,842)
	27.5%	(510,733)	(527,813)	(544,958)	(562,189)	(579,543)	(597,296)	(615,695)

**TABLE 4**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(141,247)	(174,301)	(207,421)	(240,626)	(273,954)	(307,681)	(342,055)
	150,000	(191,247)	(224,301)	(257,421)	(290,626)	(323,954)	(357,681)	(392,055)
	200,000	(241,247)	(274,301)	(307,421)	(340,626)	(373,954)	(407,681)	(442,055)
	250,000	(291,247)	(324,301)	(357,421)	(390,626)	(423,954)	(457,681)	(492,055)
	300,000	(341,247)	(374,301)	(407,421)	(440,626)	(473,954)	(507,681)	(542,055)
	350,000	(391,247)	(424,301)	(457,421)	(490,626)	(523,954)	(557,681)	(592,055)
	400,000	(441,247)	(474,301)	(507,421)	(540,626)	(573,954)	(607,681)	(642,055)
	450,000	(491,247)	(524,301)	(557,421)	(590,626)	(623,954)	(657,681)	(692,055)
	500,000	(541,247)	(574,301)	(607,421)	(640,626)	(673,954)	(707,681)	(742,055)
	550,000	(591,247)	(624,301)	(657,421)	(690,626)	(723,954)	(757,681)	(792,055)
	600,000	(641,247)	(674,301)	(707,421)	(740,626)	(773,954)	(807,681)	(842,055)
	650,000	(691,247)	(724,301)	(757,421)	(790,626)	(823,954)	(857,681)	(892,055)
	700,000	(741,247)	(774,301)	(807,421)	(840,626)	(873,954)	(907,681)	(942,055)
	750,000	(791,247)	(824,301)	(857,421)	(890,626)	(923,954)	(957,681)	(992,055)
	800,000	(841,247)	(874,301)	(907,421)	(940,626)	(973,954)	(1,007,681)	(1,042,055)
	850,000	(891,247)	(924,301)	(957,421)	(990,626)	(1,023,954)	(1,057,681)	(1,092,055)



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Scheme Typology: **Low Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(191,247)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		394,750	367,639	340,528	313,417	286,306	259,155	231,973
	75%		301,695	274,366	247,038	219,652	192,251	164,851	137,451
	80%		208,638	181,020	153,402	125,784	98,166	70,548	42,929
	85%		115,425	87,589	59,753	31,916	4,080	(23,838)	(51,775)
	90%		22,212	(5,843)	(33,897)	(62,046)	(90,202)	(118,357)	(170,573)
	95%		(71,007)	(99,380)	(127,754)	(181,646)	(214,504)	(247,455)	(280,522)
	100%		(191,247)	(224,301)	(257,421)	(290,626)	(323,954)	(357,681)	(392,055)
	105%		(299,324)	(332,783)	(366,369)	(400,347)	(434,972)	(469,687)	(504,402)
	110%		(407,766)	(441,982)	(476,853)	(511,827)	(546,802)	(581,776)	(670,285)
	115%		(517,697)	(552,931)	(588,164)	(623,397)	(665,798)	(708,241)	(750,696)
	120%		(628,490)	(663,982)	(699,475)	(734,968)	(777,461)	(819,954)	(862,447)
	125%		(739,282)	(774,774)	(810,267)	(845,760)	(888,253)	(929,746)	(971,239)

**TABLE 7**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(191,247)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(94,576)	(123,168)	(176,598)	(209,652)	(242,843)	(276,078)	(309,570)
	1,000		(110,278)	(161,695)	(194,750)	(227,842)	(261,046)	(294,344)	(327,984)
	2,000		(125,979)	(179,847)	(212,902)	(246,045)	(279,250)	(312,642)	(346,475)
	3,000		(164,945)	(197,999)	(231,054)	(264,249)	(297,487)	(330,980)	(365,074)
	4,000		(183,097)	(216,151)	(249,248)	(282,452)	(315,753)	(349,394)	(383,694)
	5,000		(201,249)	(234,303)	(267,451)	(300,656)	(334,052)	(367,883)	(402,314)
	6,000		(219,401)	(252,455)	(285,655)	(318,896)	(352,390)	(386,479)	(420,935)
	7,000		(237,553)	(270,654)	(303,858)	(337,161)	(370,804)	(405,099)	(439,555)
	8,000		(255,705)	(288,857)	(322,062)	(355,462)	(389,292)	(423,719)	(458,175)
	9,000		(273,857)	(307,061)	(340,305)	(373,800)	(407,884)	(442,340)	(476,796)
	10,000		(292,059)	(325,264)	(358,570)	(392,214)	(426,504)	(460,960)	(495,416)
	11,000		(310,263)	(343,468)	(376,872)	(410,700)	(445,124)	(479,580)	(514,036)
	12,000		(328,467)	(361,713)	(395,211)	(429,289)	(463,745)	(498,201)	(532,656)
	13,000		(346,670)	(379,979)	(413,624)	(447,909)	(482,365)	(516,821)	(551,277)
	14,000		(364,874)	(398,283)	(432,108)	(466,529)	(500,985)	(535,441)	(569,897)
	15,000		(383,122)	(416,621)	(450,694)	(485,150)	(519,606)	(554,062)	(588,517)
	16,000		(401,388)	(435,034)	(469,314)	(503,770)	(538,226)	(572,682)	(607,188)

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(191,247)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(1,320,487)	(1,498,034)	(1,675,582)	(1,853,129)	(2,030,677)	(2,208,225)	(2,385,772)
	82%		(832,443)	(1,034,392)	(1,236,342)	(1,438,292)	(1,640,242)	(1,842,191)	(2,044,141)
	84%		(617,052)	(629,922)	(797,102)	(1,023,454)	(1,249,806)	(1,476,158)	(1,702,510)
	86%		(563,086)	(578,653)	(594,221)	(609,799)	(625,377)	(640,955)	(656,533)
	88%		(509,119)	(527,385)	(545,651)	(563,917)	(582,183)	(600,449)	(618,715)
	90%		(455,153)	(476,117)	(497,081)	(518,045)	(539,009)	(559,973)	(580,937)
	92%		(401,816)	(424,923)	(448,511)	(472,174)	(495,836)	(519,498)	(543,161)
	94%		(349,004)	(374,410)	(400,098)	(426,302)	(452,663)	(479,024)	(505,385)
	96%		(296,340)	(324,278)	(352,306)	(380,621)	(409,489)	(438,549)	(467,608)
	98%		(243,763)	(274,247)	(304,819)	(335,488)	(366,476)	(397,074)	(428,311)
	100%		(191,247)	(224,301)	(257,421)	(290,626)	(323,954)	(357,681)	(392,055)
	102%		(119,005)	(174,411)	(210,091)	(245,861)	(281,699)	(317,748)	(354,278)
104%		(73,579)	(106,713)	(162,826)	(201,132)	(239,568)	(278,068)	(316,856)	
106%		(28,223)	(63,558)	(98,964)	(156,493)	(197,436)	(238,541)	(279,747)	
108%		17,108	(20,448)	(58,080)	(95,757)	(155,412)	(199,043)	(242,780)	
110%		62,439	22,616	(17,207)	(57,145)	(97,094)	(159,582)	(205,915)	
112%		107,770	65,680	23,591	(18,532)	(60,752)	(102,972)	(169,050)	
114%		153,101	108,745	64,389	20,032	(24,411)	(68,902)	(113,394)	
116%		198,432	151,809	105,186	58,564	11,931	(34,832)	(81,595)	
118%		243,763	194,874	145,984	97,095	48,206	(762)	(49,796)	
120%		289,089	237,938	186,782	135,626	84,470	33,308	(17,997)	

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(191,247)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit) 10,000	-		(191,247)	(232,423)	(273,701)	(315,055)	(356,711)	(399,114)	(441,872)
	10,000		(191,247)	(224,301)	(257,421)	(290,626)	(323,954)	(357,681)	(392,055)
	20,000		(191,247)	(216,180)	(241,141)	(266,206)	(291,302)	(316,598)	(342,255)
	30,000		(191,247)	(208,059)	(224,870)	(241,786)	(258,711)	(275,712)	(292,866)
	40,000		(191,247)	(199,937)	(208,627)	(217,367)	(226,152)	(234,937)	(243,796)
	50,000		(191,247)	(191,816)	(192,384)	(192,953)	(193,592)	(194,237)	(194,883)
	60,000		(191,247)	(183,694)	(176,141)	(168,589)	(161,036)	(153,538)	(125,331)
	70,000		(191,247)	(175,573)	(159,899)	(123,758)	(110,199)	(96,641)	(83,085)
	80,000		(191,247)	(167,451)	(123,266)	(102,682)	(82,099)	(61,516)	(40,933)
	90,000		(191,247)	(159,330)	(109,216)	(81,607)	(53,999)	(26,391)	1,218
	100,000		(191,247)	(151,208)	(95,165)	(60,532)	(25,899)	8,735	43,368

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Appraisal Ref: **San2** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes: No Units: **15**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				15 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	4.7	12.4%	0.2	33%	4.9		
3 bed House	40.0%	5.4	26.8%	0.4	39%	5.8		
4 bed House	25.0%	3.4	20.0%	0.3	25%	3.7		
5 bed House	0.0%	0.0	5.9%	0.1	1%	0.1		
1 bed Flat	0.0%	0.0	22.5%	0.3	2%	0.3		
2 bed Flat	0.0%	0.0	12.4%	0.2	1%	0.2		
<b>Total number of units</b>	<b>100.0%</b>	<b>13.5</b>	<b>100.0%</b>	<b>1.5</b>	<b>100%</b>	<b>15.0</b>		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	373	4,018	15	158	388	4,176		
3 bed House	540	5,813	40	433	580	6,245		
4 bed House	432	4,650	38	413	470	5,063		
5 bed House	0	0	14	152	14	152		
1 bed Flat	0	0	20	214	20	214		
2 bed Flat	0	0	15	165	15	165		
	1,345	14,480	143	1,535	1,488	16,016		
<b>AH % by floor area:</b>		<b>9.59% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	145,000	2,339	217	0				
2 bed House	170,000	2,152	200	834,870				
3 bed House	205,000	2,050	190	1,189,410				
4 bed House	265,000	2,070	192	973,875				
5 bed House	340,000	2,125	197	30,090				
1 bed Flat	115,000	2,300	214	38,813				
2 bed Flat	135,000	1,929	179	25,110				
				3,092,168				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
					* capped @£250K			

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	4.7	@	170,000	803,250
3 bed House	5.4	@	205,000	1,107,000
4 bed House	3.4	@	265,000	894,375
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	13.5			2,804,625
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.1	@	102,000	14,229
3 bed House	0.3	@	123,000	37,085
4 bed House	0.2	@	159,000	35,775
5 bed House	0.1	@	204,000	13,541
1 bed Flat	0.3	@	69,000	17,466
2 bed Flat	0.1	@	81,000	11,300
	1.1			129,394
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.0	@	119,000	5,534
3 bed House	0.1	@	143,500	14,422
4 bed House	0.1	@	185,500	13,913
5 bed House	0.0	@	238,000	5,266
1 bed Flat	0.1	@	80,500	6,792
2 bed Flat	0.0	@	94,500	4,394
	0.4			50,320
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	1.5		-
<b>Sub-total GDV Residential</b>	<b>15</b>			<b>2,984,339</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>107,828</b>
		<b>72 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	2	AH units @	0 per unit	-
<b>Total GDV</b>				<b>2,984,339</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(6,930)
Planning Application Professional Fees, Surveys and reports					(20,000)
CIL					(27,766)
CIL analysis:		1,345 sqm (Market only)	20.64 £ psm	1,851 £ per unit (total units)	
Site Specific S106 Contributions		0.93% % of GDV			
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		15 units @	9,633 per unit		(144,495)
Sub-total					(144,495)
S106 analysis:		385,320 £ per ha	4.84% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum					-
Comm. Sum analysis:		1,488 sqm (total)	0.00% % of GDV	0 £ psm	
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(46,125)
0.38 ha @			123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		15 units @	0 per unit		-
Sub-total					-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm		-
2 bed House		388 sqm @	1,211 psm		(469,830)
3 bed House		580 sqm @	1,211 psm		(702,622)
4 bed House		470 sqm @	1,211 psm		(569,654)
5 bed House		14 sqm @	1,211 psm		(17,148)
1 bed Flat		20 sqm @	1,410 psm		(27,993)
2 bed Flat		15 sqm @	1,410 psm		(21,598)
Garages for 3 bed House	(OMS only)	5 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	3 units @	75% @	11,754 £ per garage	(29,752)
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage	-
External works					(275,790)
1,838,598 @			15.0%	18,386 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					(4,305)
15 units @			287 £ per unit		
M4(2) Category 2 Housing	Aff units	2 units @	100% @	521 £ per unit	(782)
M4(2) Category 2 Housing	OMS units	14 units @	100% @	521 £ per unit	(7,034)
M4(3) Category 3 Housing	Aff units	2 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	14 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		15 units @		4,449 £ per unit	(66,735)
Renewable Energy		15 units @		0 £ per unit	-
EV Charging Points - Houses		14 units @		0 £ per unit	-
EV Charging Points - Flats		1 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		15 units @		0 £ per unit	-
Sub-total					(78,855)
Policy Costs analysis: (design costs only)				5,257 £ per unit (total units)	
Contingency (on construction)					(111,968)
2,239,367 @			5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	2,239,367 @	6.5%		(145,559)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,804,625 OMS @	3.00%	5,609 £ per unit	(84,139)
Residential Sales Agent Costs	2,804,625 OMS @	1.00%	1,870 £ per unit	(28,046)
Residential Sales Legal Costs	2,804,625 OMS @	0.25%	467 £ per unit	(7,012)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>8,613 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(45,048)
<b>Developers Profit -</b>				
Profit on OMS	2,804,625	18.00%		(504,833)
Margin on AH	179,714	6.00% on AH values		(10,783)
<b>Profit analysis:</b>	<b>2,984,339</b>	<b>17.28% blended GDV</b>	<b>(515,615)</b>	
	<b>2,970,331</b>	<b>17.36% on costs</b>	<b>(515,615)</b>	
<b>TOTAL COSTS</b>				<b>(3,485,946)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(501,607)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(501,607)</b>
<b>RLV analysis:</b>	<b>(33,440) £ per plot</b>	<b>(1,337,619) £ per ha (net)</b>	<b>(541,327) £ per acre (net)</b>	
		<b>(1,337,619) £ per ha (gross)</b>	<b>(541,327) £ per acre (gross)</b>	
			<b>-16.81% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	0.38 ha (gross)		0.93 acres (gross)	
<b>Density analysis:</b>	<b>3,968 sqm/ha (net)</b>	<b>17,284 sqft/ac (net)</b>		
	<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	138,994
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(1,708,269) £ per ha (net)</b>	<b>(691,327) £ per acre (net)</b>	<b>(640,601)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(691,327)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(585,430)	(622,746)	(660,063)	(697,680)	(736,408)	(775,137)	(813,866)	
	10.00	(602,260)	(638,735)	(675,210)	(712,312)	(750,180)	(788,048)	(825,916)	
	20.00	(619,090)	(654,724)	(690,357)	(726,944)	(763,951)	(800,958)	(837,965)	
	30.00	(635,920)	(670,712)	(705,505)	(741,575)	(777,722)	(813,869)	(850,015)	
	40.00	(652,750)	(686,701)	(720,921)	(756,207)	(791,493)	(826,779)	(862,065)	
	50.00	(669,580)	(702,689)	(736,414)	(770,839)	(805,264)	(839,689)	(874,115)	
	60.00	(686,410)	(718,678)	(751,907)	(785,471)	(819,035)	(852,600)	(886,164)	
	70.00	(703,240)	(734,712)	(767,399)	(800,103)	(832,807)	(865,510)	(898,214)	
	80.00	(720,070)	(751,049)	(782,892)	(814,735)	(846,578)	(878,421)	(910,264)	
	90.00	(736,900)	(767,402)	(798,384)	(829,367)	(860,349)	(891,331)	(922,314)	
	100.00	(753,731)	(783,755)	(813,877)	(843,998)	(874,120)	(904,242)	(934,364)	
	110.00	(770,561)	(800,108)	(829,369)	(858,630)	(887,891)	(917,152)	(946,413)	
	120.00	(787,391)	(816,462)	(844,862)	(873,262)	(901,663)	(930,063)	(958,463)	
	130.00	(804,221)	(832,815)	(860,355)	(887,894)	(915,434)	(942,973)	(970,513)	
	140.00	(821,051)	(849,168)	(875,847)	(902,526)	(929,205)	(955,884)	(982,563)	
	150.00	(837,881)	(865,521)	(891,340)	(917,158)	(942,976)	(968,794)	(994,612)	
	160.00	(854,711)	(881,875)	(906,832)	(931,790)	(956,747)	(981,705)	(1,006,662)	
	170.00	(871,541)	(898,228)	(922,325)	(946,422)	(970,518)	(994,615)	(1,018,712)	
	180.00	(888,371)	(914,581)	(937,817)	(961,053)	(984,290)	(1,007,526)	(1,030,762)	
	190.00	(905,201)	(930,935)	(953,310)	(975,685)	(998,061)	(1,020,436)	(1,042,812)	
200.00	(922,031)	(947,288)	(968,803)	(990,317)	(1,011,832)	(1,033,347)	(1,054,861)		
210.00	(938,861)	(963,641)	(984,295)	(1,004,949)	(1,025,603)	(1,046,257)	(1,066,911)		
220.00	(955,691)	(979,994)	(999,788)	(1,019,581)	(1,039,374)	(1,059,168)	(1,078,961)		
230.00	(972,521)	(996,348)	(1,015,280)	(1,034,213)	(1,053,145)	(1,072,078)	(1,091,011)		
240.00	(989,351)	(1,012,701)	(1,030,773)	(1,048,845)	(1,066,917)	(1,084,988)	(1,103,060)		
250.00	(1,006,181)	(1,029,054)	(1,046,265)	(1,063,477)	(1,080,888)	(1,097,899)	(1,115,110)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(691,327)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(457,780)	(493,096)	(528,633)	(564,213)	(599,793)	(635,399)	(672,332)	
	1,000	(474,574)	(509,942)	(545,522)	(581,102)	(616,682)	(652,654)	(689,606)	
	2,000	(491,368)	(526,832)	(562,412)	(597,992)	(633,572)	(669,929)	(706,881)	
	3,000	(508,163)	(543,721)	(579,301)	(614,881)	(650,461)	(687,203)	(724,155)	
	4,000	(525,030)	(560,610)	(596,190)	(631,770)	(667,525)	(704,477)	(741,430)	
	5,000	(541,919)	(577,499)	(613,079)	(648,659)	(684,800)	(721,752)	(758,704)	
	6,000	(558,809)	(594,388)	(629,968)	(665,548)	(702,074)	(739,026)	(775,979)	
	7,000	(575,698)	(611,278)	(646,858)	(682,442)	(719,349)	(756,301)	(793,253)	
	8,000	(592,587)	(628,167)	(663,747)	(699,671)	(736,623)	(773,575)	(810,527)	
	9,000	(609,476)	(645,056)	(680,636)	(716,945)	(753,897)	(790,850)	(827,802)	
	10,000	(626,365)	(661,945)	(697,525)	(734,220)	(771,172)	(808,124)	(845,076)	
	11,000	(643,255)	(678,834)	(714,542)	(751,494)	(788,446)	(825,398)	(862,351)	
	12,000	(660,144)	(695,724)	(731,816)	(768,769)	(805,721)	(842,673)	(879,625)	
	13,000	(677,033)	(712,613)	(749,091)	(786,043)	(822,995)	(859,947)	(896,899)	
	14,000	(693,922)	(729,502)	(766,365)	(803,317)	(840,270)	(877,222)	(914,174)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(691,327)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(519,277)	(559,901)	(600,526)	(642,123)	(684,120)	(726,117)	(768,113)	
	17.5%	(603,352)	(639,773)	(676,193)	(713,587)	(751,380)	(789,173)	(826,966)	
	20.0%	(687,427)	(719,644)	(751,861)	(785,051)	(818,640)	(852,229)	(885,819)	
	22.5%	(771,502)	(799,516)	(827,529)	(856,515)	(885,901)	(915,286)	(944,671)	
	25.0%	(855,578)	(879,387)	(903,197)	(927,979)	(953,161)	(978,342)	(1,003,524)	
	27.5%	(939,653)	(959,259)	(978,864)	(999,443)	(1,020,421)	(1,041,399)	(1,062,377)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(691,327)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(570,167)	(605,747)	(641,327)	(677,880)	(714,832)	(751,784)	(788,736)	
	150,000	(620,167)	(655,747)	(691,327)	(727,880)	(764,832)	(801,784)	(838,736)	
	200,000	(670,167)	(705,747)	(741,327)	(777,880)	(814,832)	(851,784)	(888,736)	
	250,000	(720,167)	(755,747)	(791,327)	(827,880)	(864,832)	(901,784)	(938,736)	
	300,000	(770,167)	(805,747)	(841,327)	(877,880)	(914,832)	(951,784)	(988,736)	
	350,000	(820,167)	(855,747)	(891,327)	(927,880)	(964,832)	(1,001,784)	(1,038,736)	
	400,000	(870,167)	(905,747)	(941,327)	(977,880)	(1,014,832)	(1,051,784)	(1,088,736)	
	450,000	(920,167)	(955,747)	(991,327)	(1,027,880)	(1,064,832)	(1,101,784)	(1,138,736)	
	500,000	(970,167)	(1,005,747)	(1,041,327)	(1,077,880)	(1,114,832)	(1,151,784)	(1,188,736)	
	550,000	(1,020,167)	(1,055,747)	(1,091,327)	(1,127,880)	(1,164,832)	(1,201,784)	(1,238,736)	
	600,000	(1,070,167)	(1,105,747)	(1,141,327)	(1,177,880)	(1,214,832)	(1,251,784)	(1,288,736)	
	650,000	(1,120,167)	(1,155,747)	(1,191,327)	(1,227,880)	(1,264,832)	(1,301,784)	(1,338,736)	
	700,000	(1,170,167)	(1,205,747)	(1,241,327)	(1,277,880)	(1,314,832)	(1,351,784)	(1,388,736)	
	750,000	(1,220,167)	(1,255,747)	(1,291,327)	(1,327,880)	(1,364,832)	(1,401,784)	(1,438,736)	
	800,000	(1,270,167)	(1,305,747)	(1,341,327)	(1,377,880)	(1,414,832)	(1,451,784)	(1,488,736)	
	850,000	(1,320,167)	(1,355,747)	(1,391,327)	(1,427,880)	(1,464,832)	(1,501,784)	(1,538,736)	

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Scheme Typology: **Low Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(691,327)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			129,852	99,603	69,283	38,935	8,581	(21,889)	(52,399)
			18,692	(11,738)	(42,250)	(72,827)	(103,404)	(133,980)	(179,929)
			93,497	(124,033)	(168,383)	(203,685)	(238,987)	(274,367)	(309,871)
	Build Cost		(227,720)	(262,985)	(298,441)	(333,897)	(369,354)	(404,810)	(440,267)
	100%		(358,205)	(393,615)	(429,024)	(464,434)	(500,032)	(535,706)	(571,380)
	(105% = 5% increase)		(488,882)	(524,378)	(560,005)	(595,632)	(631,259)	(666,886)	(702,512)
			(620,167)	(655,747)	(691,327)	(727,880)	(764,832)	(801,784)	(838,736)
			(751,583)	(788,341)	(825,245)	(862,149)	(899,053)	(935,957)	(972,861)
			(885,850)	(922,706)	(959,561)	(996,417)	(1,033,273)	(1,070,129)	(1,106,985)
			(1,020,263)	(1,057,071)	(1,093,878)	(1,130,686)	(1,167,494)	(1,204,302)	(1,241,109)
			(1,154,676)	(1,191,436)	(1,228,195)	(1,264,955)	(1,301,714)	(1,338,474)	(1,375,233)
			(1,289,089)	(1,325,801)	(1,362,512)	(1,399,223)	(1,435,935)	(1,472,646)	(1,509,358)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(691,327)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(535,907)	(571,487)	(607,067)	(642,647)	(678,650)	(715,603)	(752,555)
			(554,846)	(590,426)	(626,006)	(661,586)	(698,021)	(734,974)	(771,926)
			(573,785)	(609,365)	(644,945)	(680,525)	(717,393)	(754,345)	(791,297)
			(592,724)	(628,304)	(663,884)	(699,811)	(736,764)	(773,716)	(810,668)
			(611,663)	(647,243)	(682,823)	(719,182)	(756,135)	(793,087)	(830,039)
	Part L 2025/FHS		(630,602)	(666,182)	(701,762)	(738,553)	(775,506)	(812,458)	(849,410)
	4,449		(649,541)	(685,121)	(720,972)	(757,924)	(794,877)	(831,829)	(868,781)
			(668,480)	(704,060)	(740,343)	(777,295)	(814,248)	(851,200)	(888,152)
			(687,419)	(722,999)	(759,714)	(796,666)	(833,619)	(870,571)	(907,523)
			(706,359)	(742,133)	(779,085)	(816,037)	(852,990)	(889,942)	(926,894)
			(725,298)	(761,504)	(798,456)	(835,408)	(872,361)	(909,313)	(946,265)
			(744,237)	(780,875)	(817,827)	(854,780)	(891,732)	(928,684)	(965,636)
			(763,294)	(800,246)	(837,198)	(874,151)	(911,103)	(948,055)	(985,007)
			(782,665)	(819,617)	(856,569)	(893,522)	(930,474)	(967,426)	(1,004,378)
			(802,036)	(838,988)	(875,940)	(912,893)	(949,845)	(986,797)	(1,023,749)
			(821,407)	(858,359)	(895,311)	(932,264)	(969,216)	(1,006,168)	(1,043,120)
			(840,778)	(877,730)	(914,682)	(951,635)	(988,587)	(1,025,539)	(1,062,491)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(691,327)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(1,175,636)	(1,184,657)	(1,193,679)	(1,202,701)	(1,211,722)	(1,220,744)	(1,229,765)
			(1,119,775)	(1,131,589)	(1,143,404)	(1,155,218)	(1,167,033)	(1,178,848)	(1,190,662)
	Market Values		(1,063,913)	(1,078,521)	(1,093,129)	(1,107,736)	(1,122,344)	(1,136,952)	(1,151,559)
	100%		(1,008,052)	(1,025,453)	(1,042,854)	(1,060,254)	(1,077,655)	(1,095,056)	(1,112,457)
	(105% = 5% increase)		(952,191)	(972,385)	(992,579)	(1,012,772)	(1,032,966)	(1,053,160)	(1,073,354)
			(896,330)	(919,317)	(942,303)	(965,290)	(988,277)	(1,011,264)	(1,034,251)
			(840,468)	(866,248)	(892,028)	(917,808)	(943,588)	(969,368)	(995,148)
			(784,607)	(813,180)	(841,753)	(870,326)	(898,899)	(927,472)	(956,045)
			(728,856)	(760,112)	(791,478)	(822,844)	(854,210)	(885,576)	(916,942)
			(674,511)	(707,374)	(741,203)	(775,362)	(809,521)	(843,680)	(877,839)
			(620,167)	(655,747)	(691,327)	(727,880)	(764,832)	(801,784)	(838,736)
			(565,823)	(604,120)	(642,417)	(680,714)	(720,143)	(759,588)	(799,034)
			(511,559)	(552,493)	(593,507)	(634,521)	(675,536)	(717,992)	(760,531)
			(457,558)	(500,974)	(544,597)	(588,329)	(632,060)	(676,097)	(721,428)
			(403,558)	(449,674)	(495,790)	(542,136)	(588,585)	(635,034)	(682,325)
			(349,558)	(398,374)	(447,190)	(496,006)	(545,109)	(594,275)	(643,442)
			(295,558)	(347,074)	(398,590)	(450,106)	(501,634)	(553,517)	(605,400)
			(241,730)	(295,774)	(349,990)	(404,206)	(458,422)	(512,759)	(567,359)
			(188,042)	(244,634)	(301,390)	(358,306)	(415,222)	(472,138)	(529,318)
			(125,135)	(193,630)	(252,906)	(312,406)	(372,022)	(431,638)	(491,277)
			(78,695)	(132,290)	(204,587)	(266,547)	(328,822)	(391,137)	(453,453)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(691,327)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(620,167)	(655,747)	(691,327)	(727,880)	(764,832)	(801,784)	(838,736)
			(620,167)	(647,302)	(674,437)	(701,967)	(730,281)	(758,596)	(786,910)
	Grant (£ per unit)		(620,167)	(638,857)	(657,547)	(676,236)	(695,730)	(715,407)	(735,084)
			(620,167)	(630,412)	(640,656)	(650,901)	(661,191)	(672,219)	(683,258)
			(620,167)	(621,967)	(623,766)	(625,566)	(627,365)	(629,165)	(631,431)
			(620,167)	(613,521)	(606,876)	(600,230)	(593,585)	(586,939)	(580,294)
			(620,167)	(605,076)	(598,986)	(592,895)	(586,805)	(580,714)	(574,623)
			(620,167)	(596,631)	(590,539)	(584,448)	(578,357)	(572,266)	(566,175)
			(620,167)	(588,186)	(582,094)	(576,003)	(570,012)	(564,021)	(558,030)
			(620,167)	(579,741)	(573,649)	(567,558)	(561,467)	(555,376)	(549,285)
			(620,167)	(571,296)	(565,204)	(559,113)	(553,022)	(546,931)	(540,840)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Appraisal Ref: **San3** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **30**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				30 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	35.0%	9.5	12.4%	0.4	33%	9.8	
3 bed House	40.0%	10.8	26.8%	0.8	39%	11.6	
4 bed House	25.0%	6.8	20.0%	0.6	25%	7.4	
5 bed House	0.0%	0.0	5.9%	0.2	1%	0.2	
1 bed Flat	0.0%	0.0	22.5%	0.7	2%	0.7	
2 bed Flat	0.0%	0.0	12.4%	0.4	1%	0.4	
Total number of units	100.0%	27.0	100.0%	3.0	100%	30.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	62.0	667			62.0	667	
2 bed House	79.0	850			79.0	850	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	128.0	1,378			128.0	1,378	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	62.0	667			62.0	667	
2 bed House	79.0	850			79.0	850	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	128.0	1,378			128.0	1,378	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	0	0	0	0	0	0	
2 bed House	747	8,036	29	316	776	8,352	
3 bed House	1,080	11,625	80	865	1,160	12,490	
4 bed House	864	9,300	77	827	941	10,127	
5 bed House	0	0	28	305	28	305	
1 bed Flat	0	0	40	427	40	427	
2 bed Flat	0	0	31	330	31	330	
	2,691	28,961	285	3,070	2,976	32,031	
AH % by floor area:				9.59% AH % by floor area (difference due to mix)			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House	145,000	2,339	217			0	
2 bed House	170,000	2,152	200			1,669,740	
3 bed House	205,000	2,050	190			2,378,820	
4 bed House	265,000	2,070	192			1,947,750	
5 bed House	340,000	2,125	197			60,180	
1 bed Flat	115,000	2,300	214			77,625	
2 bed Flat	135,000	1,929	179			50,220	
						6,184,335	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250
* capped @£250K							



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield**      No Units: **30**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	9.5	@	170,000	1,606,500
3 bed House	10.8	@	205,000	2,214,000
4 bed House	6.8	@	265,000	1,788,750
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	27.0			5,609,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.3	@	102,000	28,458
3 bed House	0.6	@	123,000	74,169
4 bed House	0.5	@	159,000	71,550
5 bed House	0.1	@	204,000	27,081
1 bed Flat	0.5	@	69,000	34,931
2 bed Flat	0.3	@	81,000	22,599
	2.3			258,788
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	119,000	11,067
3 bed House	0.2	@	143,500	28,844
4 bed House	0.2	@	185,500	27,825
5 bed House	0.0	@	238,000	10,532
1 bed Flat	0.2	@	80,500	13,584
2 bed Flat	0.1	@	94,500	8,789
	0.8			100,640
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	3.0		-
<b>Sub-total GDV Residential</b>	<b>30</b>			<b>5,968,678</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>215,657</b>
		<b>72 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	3	AH units @	0 per unit	-
<b>Total GDV</b>				<b>5,968,678</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield**      No Units: **30**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(13,860)
Planning Application Professional Fees, Surveys and reports						(40,000)
CIL						(55,533)
<b>CIL analysis:</b>		2,691 sqm (Market only)	20.64 £ psm			
		0.93% % of GDV	1,851 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	30 units @	9,633 per unit			(288,990)
	Sub-total					(288,990)
<b>S106 analysis:</b>		385,320 £ per ha	4.84% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>		2,976 sqm (total)	0.00% % of GDV	0 £ psm		
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(92,250)
		0.75 ha @	123,000 £ per ha (if brownfield)			
Site Infrastructure costs -						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	30 units @	0 per unit			-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
		- sqm @	1,211 psm			
2 bed House						(939,661)
		776 sqm @	1,211 psm			
3 bed House						(1,405,244)
		1,160 sqm @	1,211 psm			
4 bed House						(1,139,309)
		941 sqm @	1,211 psm			
5 bed House						(34,296)
		28 sqm @	1,211 psm			
1 bed Flat						(55,985)
		40 sqm @	1,410 psm			
2 bed Flat						(43,196)
		31 sqm @	1,410 psm			
Garages for 3 bed House (OMS only)						-
		11 units @	0% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(59,505)
		7 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						-
		- units @	120% @	11,754 £ per garage		
External works						(551,579)
		3,677,195 @	15.0%	18,386 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(8,610)
		30 units @	287 £ per unit			
M4(2) Category 2 Housing Aff units						(1,563)
		3 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						(14,067)
		27 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						-
		3 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						-
		27 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(133,470)
		30 units @	4,449 £ per unit			
Renewable Energy						-
		30 units @	0 £ per unit			
EV Charging Points - Houses						-
		29 units @	0 £ per unit			
EV Charging Points - Flats						-
		1 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		30 units @	0 £ per unit			
	Sub-total					(157,710)
<b>Policy Costs analysis: (design costs only)</b>			5,257 £ per unit (total units)			
Contingency (on construction)						(223,937)
		4,478,735 @	5.0%			

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	4,478,735 @		<b>6.5%</b>		(291,118)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	5,609,250 OMS @		<b>3.00%</b>	5,609 £ per unit	(168,278)
Residential Sales Agent Costs	5,609,250 OMS @		<b>1.00%</b>	1,870 £ per unit	(56,093)
Residential Sales Legal Costs	5,609,250 OMS @		<b>0.25%</b>	467 £ per unit	(14,023)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,280 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(36,980)
<b>Developers Profit -</b>					
Profit on OMS	5,609,250		<b>18.00%</b>		(1,009,665)
Margin on AH	359,428		<b>6.00%</b> on AH values		(21,566)
<b>Profit analysis:</b>		<b>5,968,678</b>		<b>17.28% blended GDV</b>	<b>(1,031,231)</b>
		<b>5,777,545</b>		<b>17.85% on costs</b>	<b>(1,031,231)</b>
<b>TOTAL COSTS</b>					<b>(6,808,776)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(840,097)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(840,097)</b>
<b>RLV analysis:</b>	<b>(28,003) £ per plot</b>	<b>(1,120,130) £ per ha (net)</b>	<b>(453,310) £ per acre (net)</b>		
		<b>(1,120,130) £ per ha (gross)</b>	<b>(453,310) £ per acre (gross)</b>		
			<b>-14.08% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.75 ha (gross)		1.85 acres (gross)	
<b>Density analysis:</b>		<b>3,968 sqm/ha (net)</b>		<b>17,284 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>277,988</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>		<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,490,780) £ per ha (net)</b>		<b>(603,310) £ per acre (net)</b>	<b>(1,118,085)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(603,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(498,300)	(535,378)	(572,671)	(610,255)	(648,309)	(688,355)	(729,565)
	10.00		(514,686)	(550,994)	(587,515)	(624,328)	(661,821)	(701,324)	(741,756)
	20.00		(531,073)	(566,610)	(602,360)	(638,420)	(675,498)	(714,318)	(753,947)
	30.00		(547,459)	(582,226)	(617,205)	(652,549)	(689,224)	(727,364)	(766,139)
	40.00		(563,863)	(597,849)	(632,095)	(666,677)	(702,950)	(740,426)	(778,330)
	50.00		(580,301)	(613,518)	(646,995)	(680,914)	(716,737)	(753,488)	(790,521)
	60.00		(596,739)	(629,188)	(661,895)	(695,404)	(730,528)	(766,550)	(802,712)
	70.00		(613,177)	(644,858)	(676,834)	(709,927)	(744,384)	(779,613)	(814,904)
	80.00		(629,625)	(660,558)	(691,794)	(724,511)	(758,254)	(792,675)	(827,095)
	90.00		(646,119)	(676,285)	(706,804)	(739,095)	(772,187)	(805,737)	(839,286)
	100.00		(662,614)	(692,013)	(722,155)	(753,738)	(786,120)	(818,799)	(851,477)
	110.00		(679,108)	(707,768)	(737,528)	(768,391)	(800,053)	(831,861)	(863,669)
	120.00		(695,642)	(723,559)	(752,934)	(783,112)	(813,986)	(844,923)	(875,860)
	130.00		(712,198)	(739,528)	(768,376)	(797,852)	(827,919)	(857,985)	(888,051)
	140.00		(728,754)	(755,738)	(783,844)	(812,656)	(841,852)	(871,047)	(900,242)
	150.00		(745,351)	(771,965)	(799,359)	(827,460)	(855,784)	(884,109)	(912,434)
	160.00		(762,061)	(788,221)	(814,910)	(842,263)	(869,717)	(897,171)	(924,625)
170.00		(779,072)	(804,521)	(830,502)	(857,067)	(883,650)	(910,233)	(936,816)	
180.00		(796,153)	(820,845)	(846,159)	(871,871)	(897,583)	(923,295)	(949,008)	
190.00		(813,235)	(837,222)	(861,833)	(886,675)	(911,516)	(936,357)	(961,199)	
200.00		(830,371)	(853,638)	(877,508)	(901,478)	(925,449)	(949,419)	(973,390)	
210.00		(847,528)	(870,097)	(893,182)	(916,282)	(939,382)	(962,482)	(985,581)	
220.00		(864,742)	(886,628)	(908,857)	(931,086)	(953,315)	(975,544)	(997,773)	
230.00		(881,981)	(903,173)	(924,531)	(945,889)	(967,247)	(988,606)	(1,009,964)	
240.00		(899,296)	(919,718)	(940,206)	(960,693)	(981,180)	(1,001,668)	(1,022,155)	
250.00		(916,647)	(936,263)	(955,880)	(975,497)	(995,113)	(1,014,730)	(1,034,346)	

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(603,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(374,010)	(409,200)	(444,452)	(479,846)	(515,458)	(551,363)	(587,778)
	1,000		(390,407)	(425,597)	(460,896)	(496,342)	(532,010)	(567,986)	(604,661)
	2,000		(406,804)	(441,993)	(477,339)	(512,837)	(548,563)	(584,667)	(621,825)
	3,000		(423,201)	(458,416)	(493,783)	(529,333)	(565,153)	(601,347)	(639,089)
	4,000		(439,598)	(474,860)	(510,259)	(545,869)	(581,767)	(618,148)	(656,394)
	5,000		(455,994)	(491,304)	(526,755)	(562,422)	(598,380)	(635,049)	(673,780)
	6,000		(472,391)	(507,748)	(543,250)	(578,974)	(615,056)	(652,260)	(691,233)
	7,000		(488,825)	(524,192)	(559,746)	(595,556)	(631,736)	(669,492)	(708,710)
	8,000		(505,268)	(540,672)	(576,281)	(612,170)	(648,518)	(686,791)	(726,187)
	9,000		(521,712)	(557,167)	(592,833)	(628,784)	(665,510)	(704,145)	(743,664)
	10,000		(538,156)	(573,663)	(609,385)	(645,446)	(682,695)	(721,552)	(761,142)
	11,000		(554,600)	(590,159)	(625,960)	(662,126)	(699,913)	(739,030)	(778,619)
	12,000		(571,085)	(606,692)	(642,574)	(678,888)	(717,194)	(756,507)	(796,096)
	13,000		(587,580)	(623,244)	(659,187)	(695,972)	(734,509)	(773,984)	(813,573)
	14,000		(604,076)	(639,796)	(675,836)	(713,131)	(751,895)	(791,461)	(831,051)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(603,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(431,231)	(471,763)	(512,509)	(553,567)	(595,664)	(639,482)	(684,104)
	17.5%		(515,306)	(551,635)	(588,177)	(625,031)	(662,924)	(702,538)	(742,957)
	20.0%		(599,381)	(631,506)	(663,845)	(696,495)	(730,185)	(765,595)	(801,810)
	22.5%		(683,457)	(711,378)	(739,512)	(767,959)	(797,445)	(828,651)	(860,662)
	25.0%		(767,532)	(791,249)	(815,180)	(839,423)	(864,705)	(891,708)	(919,515)
	27.5%		(851,607)	(871,121)	(890,848)	(910,887)	(931,965)	(954,764)	(978,368)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(603,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(482,121)	(517,609)	(553,310)	(589,324)	(626,376)	(665,150)	(704,728)
	150,000		(532,121)	(567,609)	(603,310)	(639,324)	(676,376)	(715,150)	(754,728)
	200,000		(582,121)	(617,609)	(653,310)	(689,324)	(726,376)	(765,150)	(804,728)
	250,000		(632,121)	(667,609)	(703,310)	(739,324)	(776,376)	(815,150)	(854,728)
	300,000		(682,121)	(717,609)	(753,310)	(789,324)	(826,376)	(865,150)	(904,728)
	350,000		(732,121)	(767,609)	(803,310)	(839,324)	(876,376)	(915,150)	(954,728)
	400,000		(782,121)	(817,609)	(853,310)	(889,324)	(926,376)	(965,150)	(1,004,728)
	450,000		(832,121)	(867,609)	(903,310)	(939,324)	(976,376)	(1,015,150)	(1,054,728)
	500,000		(882,121)	(917,609)	(953,310)	(989,324)	(1,026,376)	(1,065,150)	(1,104,728)
	550,000		(932,121)	(967,609)	(1,003,310)	(1,039,324)	(1,076,376)	(1,115,150)	(1,154,728)
	600,000		(982,121)	(1,017,609)	(1,053,310)	(1,089,324)	(1,126,376)	(1,165,150)	(1,204,728)
	650,000		(1,032,121)	(1,067,609)	(1,103,310)	(1,139,324)	(1,176,376)	(1,215,150)	(1,254,728)
	700,000		(1,082,121)	(1,117,609)	(1,153,310)	(1,189,324)	(1,226,376)	(1,265,150)	(1,304,728)
	750,000		(1,132,121)	(1,167,609)	(1,203,310)	(1,239,324)	(1,276,376)	(1,315,150)	(1,354,728)
	800,000		(1,182,121)	(1,217,609)	(1,253,310)	(1,289,324)	(1,326,376)	(1,365,150)	(1,404,728)
850,000		(1,232,121)	(1,267,609)	(1,303,310)	(1,339,324)	(1,376,376)	(1,415,150)	(1,454,728)	

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(603,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			182,921	152,644	122,367	92,091	61,814	31,484	1,140
			73,797	43,549	13,244	(17,060)	(47,365)	(77,679)	(108,072)
	Build Cost		(35,496)	(65,762)	(96,028)	(126,380)	(164,335)	(199,451)	(234,670)
	100%		(150,681)	(185,728)	(220,774)	(255,919)	(291,093)	(326,371)	(361,729)
	(105% = 5% increase)		(277,441)	(312,569)	(347,708)	(382,989)	(418,343)	(453,869)	(489,642)
	95%		(404,554)	(439,789)	(475,141)	(510,647)	(546,384)	(582,473)	(619,577)
	100%		(532,121)	(567,609)	(603,310)	(639,324)	(676,376)	(715,150)	(754,728)
	105%		(660,421)	(696,361)	(733,408)	(771,930)	(811,353)	(850,893)	(890,434)
	110%		(790,647)	(828,975)	(868,172)	(907,664)	(947,156)	(986,648)	(1,026,140)
	115%		(925,187)	(964,630)	(1,004,074)	(1,043,517)	(1,082,960)	(1,122,403)	(1,161,847)
	120%		(1,061,186)	(1,100,580)	(1,139,975)	(1,179,369)	(1,218,764)	(1,258,158)	(1,297,553)
	125%		(1,197,185)	(1,236,530)	(1,275,876)	(1,315,222)	(1,354,568)	(1,393,913)	(1,433,259)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(603,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(450,271)	(485,543)	(520,956)	(556,586)	(592,507)	(629,022)	(667,589)
	1,000		(468,633)	(503,962)	(539,437)	(575,134)	(611,165)	(648,227)	(687,129)
	2,000		(487,014)	(522,380)	(557,918)	(593,698)	(629,863)	(667,534)	(706,728)
	3,000		(505,432)	(540,830)	(576,433)	(612,319)	(648,661)	(686,933)	(726,328)
	4,000		(523,851)	(559,311)	(594,982)	(630,940)	(667,732)	(706,396)	(745,927)
	Part L 2025/FHS 4,449		(542,270)	(577,792)	(613,531)	(649,627)	(687,014)	(725,937)	(765,527)
	6,000		(560,704)	(596,281)	(632,130)	(668,325)	(706,334)	(745,537)	(785,126)
	7,000		(579,185)	(614,830)	(650,751)	(687,282)	(725,732)	(765,136)	(804,726)
	8,000		(597,666)	(633,379)	(669,391)	(706,500)	(745,203)	(784,736)	(824,325)
	9,000		(616,147)	(651,941)	(688,089)	(725,801)	(764,746)	(804,336)	(843,925)
	10,000		(634,678)	(670,562)	(706,846)	(745,134)	(784,346)	(823,935)	(863,524)
	11,000		(653,226)	(689,183)	(726,050)	(764,532)	(803,945)	(843,535)	(883,124)
	12,000		(671,775)	(707,853)	(745,281)	(784,010)	(823,545)	(863,134)	(902,723)
	13,000		(690,373)	(726,552)	(764,587)	(803,555)	(843,144)	(882,734)	(922,323)
	14,000		(708,994)	(745,599)	(783,933)	(823,154)	(862,744)	(902,333)	(941,922)
	15,000		(727,617)	(764,817)	(803,332)	(842,754)	(882,343)	(921,933)	(961,522)
	16,000		(746,316)	(784,068)	(822,817)	(862,353)	(901,943)	(941,532)	(981,122)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(603,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,091,472)	(1,102,348)	(1,113,223)	(1,124,098)	(1,134,974)	(1,145,849)	(1,156,724)
	82%		(1,034,044)	(1,047,791)	(1,061,538)	(1,075,284)	(1,089,031)	(1,102,778)	(1,116,525)
	Market Values		(976,616)	(993,234)	(1,009,852)	(1,026,471)	(1,043,089)	(1,059,707)	(1,076,325)
	100%		(919,188)	(938,678)	(958,167)	(977,657)	(997,146)	(1,016,636)	(1,036,125)
	(105% = 5% increase)		(861,760)	(884,121)	(906,482)	(928,843)	(951,204)	(973,565)	(995,926)
	90%		(804,495)	(829,564)	(854,797)	(880,029)	(905,261)	(930,494)	(955,726)
	92%		(748,064)	(775,267)	(803,111)	(831,215)	(859,319)	(887,422)	(915,526)
	94%		(692,884)	(721,734)	(751,708)	(782,401)	(813,376)	(844,351)	(875,327)
	96%		(639,037)	(669,630)	(701,006)	(733,817)	(767,434)	(801,280)	(835,127)
	98%		(585,471)	(618,491)	(651,770)	(685,882)	(721,608)	(758,209)	(794,927)
	100%		(532,121)	(567,609)	(603,310)	(639,324)	(676,376)	(715,150)	(754,728)
	102%		(478,924)	(516,926)	(555,090)	(593,496)	(632,308)	(672,553)	(714,528)
	104%		(425,887)	(466,381)	(507,052)	(547,914)	(589,093)	(630,759)	(674,476)
	106%		(372,913)	(415,996)	(459,151)	(502,502)	(546,119)	(590,101)	(634,921)
	108%		(320,042)	(365,654)	(411,407)	(457,261)	(503,336)	(549,720)	(596,601)
	110%		(267,187)	(315,426)	(363,681)	(412,123)	(460,694)	(509,519)	(558,763)
	112%		(214,460)	(265,198)	(316,097)	(367,042)	(418,142)	(469,449)	(521,125)
	114%		(161,734)	(215,098)	(268,513)	(322,055)	(375,713)	(429,531)	(483,642)
	116%		(108,885)	(165,008)	(221,009)	(277,115)	(333,300)	(389,688)	(446,270)
	118%		(63,383)	(113,988)	(173,555)	(232,192)	(291,003)	(349,910)	(409,014)
	120%		(17,882)	(70,742)	(123,662)	(187,374)	(248,707)	(310,179)	(371,840)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(603,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(532,121)	(567,609)	(603,310)	(639,324)	(676,376)	(715,150)	(754,728)
	10,000		(532,121)	(559,350)	(586,735)	(614,347)	(642,306)	(671,771)	(702,290)
	20,000		(532,121)	(551,090)	(570,160)	(589,394)	(608,854)	(628,748)	(649,986)
	30,000		(532,121)	(542,830)	(553,621)	(564,520)	(575,539)	(586,734)	(598,329)
	40,000		(532,121)	(534,571)	(537,102)	(539,658)	(542,305)	(545,049)	(547,913)
	50,000		(532,121)	(526,319)	(520,583)	(514,855)	(509,155)	(503,515)	(497,923)
	60,000		(532,121)	(518,085)	(504,064)	(490,076)	(476,089)	(462,101)	(448,150)
	70,000		(532,121)	(509,851)	(487,582)	(465,312)	(443,050)	(420,803)	(398,556)
	80,000		(532,121)	(501,618)	(471,114)	(440,611)	(410,107)	(379,603)	(349,100)
	90,000		(532,121)	(493,384)	(454,646)	(415,909)	(377,172)	(338,447)	(299,744)
	100,000		(532,121)	(485,150)	(438,179)	(391,222)	(344,308)	(297,395)	(250,482)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Appraisal Ref: **San4** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes: No Units: **45**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				45 Units					
AH Policy requirement (% Target)				10%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%					
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				20.64		£ psm			
<b>Unit mix -</b>									
	OMS Unit mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
2 bed House	35.0%	14.2		12.4%	0.6	33%	14.7		
3 bed House	40.0%	16.2		26.8%	1.2	39%	17.4		
4 bed House	20.0%	8.1		20.0%	0.9	20%	9.0		
5 bed House	5.0%	2.0		5.9%	0.3	5%	2.3		
1 bed Flat	0.0%	0.0		22.5%	1.0	2%	1.0		
2 bed Flat	0.0%	0.0		12.4%	0.6	1%	0.6		
Total number of units	100.0%	40.5		100.0%	4.5	100%	45.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667				62.0	667		
2 bed House	79.0	850				79.0	850		
3 bed House	100.0	1,076				100.0	1,076		
4 bed House	128.0	1,378				128.0	1,378		
5 bed House	160.0	1,722				160.0	1,722		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	70.0	753		85.0%		82.4	886		
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667				62.0	667		
2 bed House	79.0	850				79.0	850		
3 bed House	100.0	1,076				100.0	1,076		
4 bed House	128.0	1,378				128.0	1,378		
5 bed House	160.0	1,722				160.0	1,722		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	70.0	753		85.0%		82.4	886		
<b>Total Gross Floor areas -</b>									
	OMS Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0		0	0	0	0		
2 bed House	1,120	12,054		44	474	1,164	12,528		
3 bed House	1,620	17,438		121	1,298	1,741	18,736		
4 bed House	1,037	11,160		115	1,240	1,152	12,400		
5 bed House	324	3,488		42	457	366	3,945		
1 bed Flat	0	0		60	641	60	641		
2 bed Flat	0	0		46	495	46	495		
	4,101	44,139		428	4,606	4,528	48,744		
AH % by floor area:				9.45% AH % by floor area (difference due to mix)					
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	£ psm	£ psf			total MV £ (no AH)			
1 bed House	145,000	2,339	217			0			
2 bed House	170,000	2,152	200			2,504,610			
3 bed House	205,000	2,050	190			3,568,230			
4 bed House	265,000	2,070	192			2,385,000			
5 bed House	340,000	2,125	197			778,770			
1 bed Flat	115,000	2,300	214			116,438			
2 bed Flat	135,000	1,929	179			75,330			
						9,428,378			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%	
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%	
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%	
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%	
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%	
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%	
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%	
* capped @£250K									

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.2	@	170,000	2,409,750
3 bed House	16.2	@	205,000	3,321,000
4 bed House	8.1	@	265,000	2,146,500
5 bed House	2.0	@	340,000	688,500
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	40.5			8,565,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.4	@	102,000	42,687
3 bed House	0.9	@	123,000	111,254
4 bed House	0.7	@	159,000	107,325
5 bed House	0.2	@	204,000	40,622
1 bed Flat	0.8	@	69,000	52,397
2 bed Flat	0.4	@	81,000	33,899
	3.4			388,182
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	119,000	16,601
3 bed House	0.3	@	143,500	43,265
4 bed House	0.2	@	185,500	41,738
5 bed House	0.1	@	238,000	15,797
1 bed Flat	0.3	@	80,500	20,377
2 bed Flat	0.1	@	94,500	13,183
	1.1			150,960
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>				
	<b>45</b>			<b>9,104,892</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>323,485</b>
		<b>71 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	5	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>9,104,892</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL						(84,637)
		4,101 sqm (Market only)		20.64 £ psm		
		0.93% % of GDV		1,881 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions		Year 1		0		-
		Year 2		0		-
		Year 3		0		-
		Year 4		0		-
		Year 5		0		-
		Year 6		0		-
		Year 7		0		-
		Year 8		0		-
		Year 9		0		-
		Year 10		0		-
		Year 11		0		-
		Year 12		0		-
		Year 13		0		-
		Year 14		0		-
		Year 15		0		-
		Years 1-15	45 units @	9,633 per unit		(433,485)
		Sub-total				(433,485)
		S106 analysis:	385,320 £ per ha	4.76% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum						-
		4,528 sqm (total)		0 £ psm		
		Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(138,375)
		1.13 ha @		123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
Year 1		0				-
Year 2		0				-
Year 3		0				-
Year 4		0				-
Year 5		0				-
Year 6		0				-
Year 7		0				-
Year 8		0				-
Year 9		0				-
Year 10		0				-
Year 11		0				-
Year 12		0				-
Year 13		0				-
Year 14		0				-
Year 15		0				-
Years 1-15		45 units @		0 per unit		-
Sub-total						-
		Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
<b>1 bed House</b>						
		- sqm @		1,211 psm		-
<b>2 bed House</b>						(1,409,491)
		1,164 sqm @		1,211 psm		
<b>3 bed House</b>						(2,107,867)
		1,741 sqm @		1,211 psm		
<b>4 bed House</b>						(1,395,072)
		1,152 sqm @		1,211 psm		
<b>5 bed House</b>						(443,807)
		366 sqm @		1,211 psm		
<b>1 bed Flat</b>						(83,978)
		60 sqm @		1,410 psm		
<b>2 bed Flat</b>						(64,794)
		46 sqm @		1,410 psm		
Garages for 3 bed House (OMS only)		16 units @	0% @	11,754 £ per garage		-
Garages for 4 bed House (OMS only)		8 units @	75% @	11,754 £ per garage		(71,406)
Garages for 5 bed House (OMS only)		2 units @	120% @	11,754 £ per garage		(28,562)
External works						(840,746)
		5,604,977 @		15.0%		
		Ext. Works analysis:		18,683 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(12,915)
		45 units @		287 £ per unit		
M4(2) Category 2 Housing Aff units		5 units @	20% @	521 £ per unit		(469)
M4(2) Category 2 Housing OMS units		41 units @	20% @	521 £ per unit		(4,220)
M4(3) Category 3 Housing Aff units		5 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing OMS units		41 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS						(200,205)
		45 units @		4,449 £ per unit		
Renewable Energy						-
		45 units @		0 £ per unit		
EV Charging Points - Houses						-
		43 units @		0 £ per unit		
EV Charging Points - Flats						-
		2 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		45 units @		0 £ per unit		
Sub-total						(217,809)
		Policy Costs analysis: (design costs only)		4,840 £ per unit (total units)		
Contingency (on construction)						(340,095)
		6,801,907 @		5.0%		



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	6,801,907	@	6.5%		(442,124)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	8,565,750	OMS @	3.00%	5,711 £ per unit	(256,973)
Residential Sales Agent Costs	8,565,750	OMS @	1.00%	1,904 £ per unit	(85,658)
Residential Sales Legal Costs	8,565,750	OMS @	0.25%	476 £ per unit	(21,414)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,312 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		7.00%	APR	0.565% pcm	(126,903)
<b>Developers Profit -</b>					
Profit on OMS	8,565,750		18.00%		(1,541,835)
Margin on AH	539,142		6.00%	on AH values	(32,349)
<b>Profit analysis:</b>	<b>9,104,892</b>			<b>17.29% blended GDV</b>	<b>(1,574,184)</b>
	<b>8,783,985</b>			<b>17.92% on costs</b>	<b>(1,574,184)</b>
<b>TOTAL COSTS</b>					<b>(10,358,169)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,253,277)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(1,253,277)</b>
<b>RLV analysis:</b>	<b>(27,851) £ per plot</b>			<b>(1,114,024) £ per ha (net)</b>	<b>(450,839) £ per acre (net)</b>
				<b>(1,114,024) £ per ha (gross)</b>	<b>(450,839) £ per acre (gross)</b>
					<b>-13.76% % RLV / GDV</b>

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		40.0	dph (net)		
Site Area (net)		1.13	ha (net)	2.78	acres (net)
Net to Gross ratio		100%			
Site Area (gross)		1.13	ha (gross)	2.78	acres (gross)
<b>Density analysis:</b>		<b>4,025</b>	<b>sqm/ha (net)</b>	<b>17,535</b>	<b>sqft/ac (net)</b>
		<b>40</b>	<b>dph (gross)</b>		
Benchmark Land Value (net)	9,266 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)
<b>BLV analysis:</b>		<b>370,650</b>	<b>£ per ha (gross)</b>	<b>150,000</b>	<b>£ per acre (gross)</b>
					<b>416,981</b>

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,484,674)</b>	<b>£ per ha (net)</b>	<b>(600,839)</b>	<b>£ per acre (net)</b>
					<b>(1,670,258)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(600,839)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(490,607)	(529,472)	(568,336)	(607,201)	(646,066)	(684,930)	(723,795)
	10.00		(508,104)	(546,094)	(584,084)	(622,074)	(660,063)	(698,053)	(736,043)
	20.00		(525,602)	(562,717)	(599,831)	(636,946)	(674,061)	(711,176)	(748,291)
	30.00		(543,099)	(579,339)	(615,579)	(651,819)	(688,059)	(724,299)	(760,539)
	40.00		(560,596)	(595,961)	(631,327)	(666,692)	(702,057)	(737,422)	(772,787)
	50.00		(578,094)	(612,584)	(647,074)	(681,564)	(716,055)	(750,545)	(785,035)
	60.00		(595,591)	(629,206)	(662,822)	(696,437)	(730,053)	(763,668)	(797,284)
	70.00		(613,088)	(645,829)	(678,569)	(711,310)	(744,050)	(776,791)	(809,532)
	80.00		(630,585)	(662,451)	(694,317)	(726,183)	(758,048)	(789,914)	(821,780)
	90.00		(648,083)	(679,074)	(710,064)	(741,055)	(772,046)	(803,037)	(834,028)
	100.00		(665,580)	(695,696)	(725,812)	(755,928)	(786,044)	(816,160)	(846,276)
	110.00		(683,077)	(712,319)	(741,560)	(770,801)	(800,042)	(829,283)	(858,524)
	120.00		(700,575)	(728,941)	(757,307)	(785,673)	(814,040)	(842,406)	(870,772)
	130.00		(718,072)	(745,563)	(773,055)	(800,546)	(828,038)	(855,529)	(883,020)
	140.00		(735,569)	(762,186)	(788,802)	(815,419)	(842,035)	(868,652)	(895,268)
	150.00		(753,067)	(778,808)	(804,550)	(830,292)	(856,033)	(881,775)	(907,517)
	160.00		(770,564)	(795,431)	(820,298)	(845,164)	(870,031)	(894,898)	(919,765)
170.00		(788,061)	(812,053)	(836,045)	(860,037)	(884,029)	(908,021)	(932,013)	
180.00		(805,559)	(828,676)	(851,793)	(874,910)	(898,027)	(921,144)	(944,261)	
190.00		(823,056)	(845,298)	(867,540)	(889,782)	(912,025)	(934,267)	(956,509)	
200.00		(840,553)	(861,920)	(883,288)	(904,655)	(926,022)	(947,390)	(968,757)	
210.00		(858,050)	(878,543)	(899,035)	(919,528)	(940,020)	(960,513)	(981,005)	
220.00		(875,548)	(895,165)	(914,783)	(934,401)	(954,018)	(973,636)	(993,253)	
230.00		(893,045)	(911,788)	(930,531)	(949,273)	(968,016)	(986,759)	(1,005,501)	
240.00		(910,542)	(928,410)	(946,278)	(964,146)	(982,014)	(999,882)	(1,017,750)	
250.00		(928,040)	(945,033)	(962,026)	(979,019)	(996,012)	(1,013,005)	(1,029,998)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(600,839)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(360,917)	(397,702)	(434,488)	(471,274)	(508,060)	(544,845)	(581,631)
	1,000		(378,101)	(414,887)	(451,672)	(488,458)	(525,243)	(562,029)	(598,814)
	2,000		(395,285)	(432,071)	(468,856)	(505,642)	(542,427)	(579,213)	(616,000)
	3,000		(412,469)	(449,255)	(486,041)	(522,826)	(559,612)	(596,397)	(633,183)
	4,000		(429,653)	(466,439)	(503,224)	(540,010)	(576,795)	(613,581)	(650,366)
	5,000		(446,837)	(483,623)	(520,408)	(557,194)	(593,979)	(630,765)	(667,550)
	6,000		(464,021)	(500,807)	(537,592)	(574,378)	(611,163)	(647,949)	(684,734)
	7,000		(481,205)	(518,091)	(554,876)	(591,662)	(628,447)	(665,233)	(702,018)
	8,000		(498,389)	(535,275)	(572,060)	(608,846)	(645,631)	(682,417)	(719,202)
	9,000		(515,573)	(552,460)	(589,245)	(626,031)	(662,816)	(700,002)	(737,188)
	10,000		(532,757)	(569,644)	(606,429)	(643,215)	(680,000)	(716,786)	(753,571)
	11,000		(550,000)	(587,000)	(624,000)	(661,000)	(698,000)	(735,000)	(772,000)
	12,000		(567,243)	(604,443)	(641,643)	(678,843)	(716,043)	(753,243)	(790,443)
	13,000		(584,486)	(621,686)	(658,886)	(696,086)	(733,286)	(770,486)	(807,686)
14,000		(601,729)	(638,929)	(676,129)	(713,329)	(750,529)	(787,729)	(824,929)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(600,839)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(424,010)	(466,204)	(508,399)	(550,593)	(592,788)	(634,982)	(677,177)
	17.5%		(509,603)	(547,518)	(585,433)	(623,347)	(661,262)	(699,177)	(737,092)
	20.0%		(595,196)	(628,831)	(662,466)	(696,101)	(729,737)	(763,372)	(797,007)
	22.5%		(680,789)	(710,144)	(739,500)	(768,855)	(798,211)	(827,566)	(856,922)
	25.0%		(766,381)	(791,457)	(816,533)	(841,609)	(866,685)	(891,761)	(916,837)
	27.5%		(851,974)	(872,771)	(893,567)	(914,363)	(935,159)	(955,956)	(976,752)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(600,839)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(476,721)	(513,780)	(550,839)	(587,898)	(624,957)	(662,016)	(699,075)
	150,000		(526,721)	(563,780)	(600,839)	(637,898)	(674,957)	(712,016)	(749,075)
	200,000		(576,721)	(613,780)	(650,839)	(687,898)	(724,957)	(762,016)	(799,075)
	250,000		(626,721)	(663,780)	(700,839)	(737,898)	(774,957)	(812,016)	(849,075)
	300,000		(676,721)	(713,780)	(750,839)	(787,898)	(824,957)	(862,016)	(899,075)
	350,000		(726,721)	(763,780)	(800,839)	(837,898)	(874,957)	(912,016)	(949,075)
	400,000		(776,721)	(813,780)	(850,839)	(887,898)	(924,957)	(962,016)	(999,075)
	450,000		(826,721)	(863,780)	(900,839)	(937,898)	(974,957)	(1,012,016)	(1,049,075)
	500,000		(876,721)	(913,780)	(950,839)	(987,898)	(1,024,957)	(1,062,016)	(1,099,075)
	550,000		(926,721)	(963,780)	(1,000,839)	(1,037,898)	(1,074,957)	(1,112,016)	(1,149,075)
	600,000		(976,721)	(1,013,780)	(1,050,839)	(1,087,898)	(1,124,957)	(1,162,016)	(1,199,075)
	650,000		(1,026,721)	(1,063,780)	(1,100,839)	(1,137,898)	(1,174,957)	(1,212,016)	(1,249,075)
	700,000		(1,076,721)	(1,113,780)	(1,150,839)	(1,187,898)	(1,224,957)	(1,262,016)	(1,299,075)
	750,000		(1,126,721)	(1,163,780)	(1,200,839)	(1,237,898)	(1,274,957)	(1,312,016)	(1,349,075)
	800,000		(1,176,721)	(1,213,780)	(1,250,839)	(1,287,898)	(1,324,957)	(1,362,016)	(1,399,075)
	850,000		(1,226,721)	(1,263,780)	(1,300,839)	(1,337,898)	(1,374,957)	(1,412,016)	(1,449,075)

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Scheme Typology: **Low Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(600,839)							
			213,539	182,668	151,791	120,913	90,024	59,078	28,133
			101,829	71,011	40,194	9,297	(21,602)	(52,586)	(83,616)
			(10,333)	(41,186)	(72,060)	(103,035)	(134,108)	(172,071)	(208,401)
			(123,278)	(159,313)	(195,321)	(231,548)	(268,098)	(305,115)	(342,367)
			(255,607)	(292,056)	(328,915)	(366,011)	(403,107)	(440,312)	(477,683)
			(390,587)	(427,528)	(464,519)	(501,734)	(538,949)	(576,164)	(613,379)
			(526,721)	(563,780)	(600,839)	(637,898)	(674,957)	(712,016)	(749,075)
			(663,354)	(700,257)	(737,160)	(774,063)	(810,965)	(847,868)	(884,771)
			(799,987)	(836,734)	(873,480)	(910,227)	(946,974)	(983,720)	(1,020,467)
			(936,620)	(973,210)	(1,009,801)	(1,046,391)	(1,082,982)	(1,119,573)	(1,156,163)
			(1,073,253)	(1,109,687)	(1,146,122)	(1,182,556)	(1,218,990)	(1,255,425)	(1,291,859)
			(1,209,886)	(1,246,164)	(1,282,442)	(1,318,720)	(1,354,999)	(1,391,277)	(1,427,555)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(600,839)							
			(440,716)	(477,560)	(514,619)	(551,678)	(588,737)	(625,796)	(662,854)
			1,000	(459,986)	(496,940)	(533,999)	(571,057)	(608,116)	(645,175)
			2,000	(479,260)	(516,319)	(553,378)	(590,437)	(627,496)	(664,555)
			3,000	(498,640)	(535,699)	(572,758)	(609,817)	(646,876)	(683,935)
			4,000	(518,020)	(555,079)	(592,138)	(629,197)	(666,256)	(703,315)
			5,000	(537,400)	(574,459)	(611,518)	(648,576)	(685,635)	(722,694)
			6,000	(556,779)	(593,838)	(630,897)	(667,956)	(705,015)	(742,074)
			7,000	(576,159)	(613,218)	(650,277)	(687,336)	(724,395)	(761,454)
			8,000	(595,539)	(632,598)	(669,657)	(706,716)	(743,775)	(780,833)
			9,000	(614,919)	(651,978)	(689,036)	(726,095)	(763,154)	(800,213)
			10,000	(634,298)	(671,357)	(708,416)	(745,475)	(782,534)	(819,593)
			11,000	(653,678)	(690,737)	(727,796)	(764,855)	(801,914)	(838,973)
			12,000	(673,058)	(710,117)	(747,176)	(784,235)	(821,294)	(858,352)
			13,000	(692,438)	(729,497)	(766,555)	(803,614)	(840,673)	(877,732)
			14,000	(711,817)	(748,876)	(785,935)	(822,994)	(860,053)	(897,112)
			15,000	(731,197)	(768,256)	(805,315)	(842,374)	(879,433)	(916,492)
		16,000	(750,577)	(787,636)	(824,695)	(861,754)	(898,813)	(935,871)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(600,839)							
			(1,095,885)	(1,104,486)	(1,113,087)	(1,121,688)	(1,130,288)	(1,138,889)	(1,147,490)
			82%	(1,038,969)	(1,050,416)	(1,061,862)	(1,073,309)	(1,084,755)	(1,096,202)
			84%	(982,053)	(996,345)	(1,010,637)	(1,024,930)	(1,039,222)	(1,053,514)
			86%	(925,136)	(942,274)	(959,413)	(976,551)	(993,689)	(1,010,827)
			88%	(868,220)	(888,204)	(908,188)	(928,172)	(948,156)	(968,140)
			90%	(811,303)	(834,133)	(856,963)	(879,793)	(902,623)	(925,453)
			92%	(754,387)	(780,063)	(805,738)	(831,414)	(857,090)	(882,765)
			94%	(697,471)	(725,992)	(754,514)	(783,035)	(811,556)	(840,078)
			96%	(640,554)	(671,922)	(703,289)	(734,656)	(766,023)	(797,391)
			98%	(583,638)	(617,851)	(652,064)	(686,277)	(720,490)	(754,703)
			100%	(526,721)	(563,780)	(600,839)	(637,898)	(674,957)	(712,016)
			102%	(469,804)	(509,710)	(549,615)	(589,519)	(629,424)	(669,329)
			104%	(413,331)	(455,773)	(498,390)	(541,140)	(583,891)	(626,641)
			106%	(356,771)	(402,041)	(447,310)	(492,579)	(538,848)	(585,117)
			108%	(300,587)	(348,308)	(396,028)	(443,748)	(491,468)	(539,188)
			110%	(245,056)	(294,953)	(345,502)	(396,051)	(446,600)	(497,149)
		112%	(189,964)	(242,198)	(294,909)	(348,352)	(402,106)	(455,892)	
		114%	(133,441)	(189,842)	(244,873)	(300,455)	(356,857)	(413,439)	
		116%	(86,297)	(135,689)	(195,227)	(253,082)	(311,663)	(371,019)	
		118%	(39,315)	(90,885)	(142,659)	(206,130)	(266,913)	(328,599)	
		120%	7,555	(46,230)	(100,176)	(159,452)	(222,560)	(286,391)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(600,839)							
			(526,721)	(563,780)	(600,839)	(637,898)	(674,957)	(712,016)	(749,075)
		10,000	(526,721)	(555,139)	(583,556)	(611,973)	(640,391)	(668,808)	(697,225)
		20,000	(526,721)	(546,497)	(566,273)	(586,049)	(605,824)	(625,600)	(645,376)
		30,000	(526,721)	(537,856)	(548,990)	(560,124)	(571,258)	(582,392)	(593,526)
		40,000	(526,721)	(529,214)	(531,706)	(534,199)	(536,691)	(539,184)	(541,676)
		50,000	(526,721)	(520,572)	(514,423)	(508,274)	(502,125)	(495,976)	(489,827)
		60,000	(526,721)	(511,931)	(497,140)	(482,349)	(467,559)	(452,768)	(437,977)
		70,000	(526,721)	(503,289)	(479,857)	(456,424)	(432,992)	(409,624)	(386,259)
		80,000	(526,721)	(494,648)	(462,574)	(430,576)	(398,618)	(366,659)	(334,701)
		90,000	(526,721)	(486,006)	(445,349)	(404,797)	(364,246)	(323,694)	(283,143)
	100,000	(526,721)	(477,364)	(428,162)	(379,018)	(329,874)	(280,729)	(231,792)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Appraisal Ref: **San5** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes: No Units: **80**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				80 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	14.4	12.4%	1.0	19%	15.4
3 bed House		40.0%	28.8	26.8%	2.1	39%	30.9
4 bed House		20.0%	14.4	20.0%	1.6	20%	16.0
5 bed House		5.0%	3.6	5.9%	0.5	5%	4.1
1 bed Flat		10.0%	7.2	22.5%	1.8	11%	9.0
2 bed Flat		5.0%	3.6	12.4%	1.0	6%	4.6
Total number of units		100.0%	72.0	100.0%	8.0	100%	80.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>		<b>AH units GIA (sqft)</b>		<b>Total GIA (all units) (sqft)</b>	
1 bed House		0	0	0	0	0	0
2 bed House		1,138	12,245	78	844	1,216	13,089
3 bed House		2,880	31,000	214	2,308	3,094	33,308
4 bed House		1,843	19,840	205	2,204	2,048	22,044
5 bed House		576	6,200	76	813	652	7,013
1 bed Flat		424	4,559	106	1,140	529	5,699
2 bed Flat		296	3,191	82	879	378	4,071
		7,157	77,035	761	8,188	7,917	85,223
<b>AH % by floor area:</b>				<b>9.61% AH % by floor area (difference due to mix)</b>			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House		145,000	2,339	217		0	
2 bed House		170,000	2,152	200		2,616,640	
3 bed House		205,000	2,050	190		6,343,520	
4 bed House		265,000	2,070	192		4,240,000	
5 bed House		340,000	2,125	197		1,384,480	
1 bed Flat		115,000	2,300	214		1,035,000	
2 bed Flat		135,000	1,929	179		619,920	
						16,239,560	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House		87,000	60%	72,500	50%	101,500	70%
2 bed House		102,000	60%	85,000	50%	119,000	70%
3 bed House		123,000	60%	102,500	50%	143,500	70%
4 bed House		159,000	60%	132,500	50%	185,500	70%
5 bed House		204,000	60%	170,000	50%	238,000	70%
1 bed Flat		69,000	60%	57,500	50%	80,500	70%
2 bed Flat		81,000	60%	67,500	50%	94,500	70%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.4	@	170,000	2,448,000
3 bed House	28.8	@	205,000	5,904,000
4 bed House	14.4	@	265,000	3,816,000
5 bed House	3.6	@	340,000	1,224,000
1 bed Flat	7.2	@	115,000	828,000
2 bed Flat	3.6	@	135,000	486,000
	72.0			14,706,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.7	@	102,000	75,888
3 bed House	1.6	@	123,000	197,784
4 bed House	1.2	@	159,000	190,800
5 bed House	0.4	@	204,000	72,216
1 bed Flat	1.4	@	69,000	93,150
2 bed Flat	0.7	@	81,000	60,264
	6.0			690,102
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.2	@	119,000	29,512
3 bed House	0.5	@	143,500	76,916
4 bed House	0.4	@	185,500	74,200
5 bed House	0.1	@	238,000	28,084
1 bed Flat	0.5	@	80,500	36,225
2 bed Flat	0.2	@	94,500	23,436
	2.0			268,373
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	8.0		-
<b>Sub-total GDV Residential</b>	<b>80</b>			<b>15,664,475</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>575,085</b>
		<b>73 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	<b>8</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				<b>15,664,475</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(26,999)
Planning Application Professional Fees, Surveys and reports					(80,000)
CIL					(147,716)
	<b>CIL analysis:</b>		7,157 sqm (Market only)	20.64 £ psm	
			0.94% % of GDV	1,846 £ per unit (total units)	
<b>Site Specific S106 Contributions</b>					
Year 1				0	-
Year 2				0	-
Year 3				0	-
Year 4				0	-
Year 5				0	-
Year 6				0	-
Year 7				0	-
Year 8				0	-
Year 9				0	-
Year 10				0	-
Year 11				0	-
Year 12				0	-
Year 13				0	-
Year 14				0	-
Year 15				0	-
Years 1-15		80 units @		9,633 per unit	(770,640)
Sub-total					(770,640)
	<b>S106 analysis:</b>	385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)	
<b>AH Commuted Sum</b>					
	<b>Comm. Sum analysis:</b>		7,917 sqm (total)	0 £ psm	-
			0.00% % of GDV		
<b>Construction Costs -</b>					
<b>Site Clearance, Demolition &amp; Remediation</b>					
		2.00 ha @		123,000 £ per ha (if brownfield)	(246,000)
<b>Site Infrastructure costs -</b>					
Year 1				0	-
Year 2				0	-
Year 3				0	-
Year 4				0	-
Year 5				0	-
Year 6				0	-
Year 7				0	-
Year 8				0	-
Year 9				0	-
Year 10				0	-
Year 11				0	-
Year 12				0	-
Year 13				0	-
Year 14				0	-
Year 15				0	-
Years 1-15		80 units @		0 per unit	-
Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
<b>1 bed House</b>					
		- sqm @		1,211 psm	-
<b>2 bed House</b>					
		1,216 sqm @		1,211 psm	(1,472,537)
<b>3 bed House</b>					
		3,094 sqm @		1,211 psm	(3,747,318)
<b>4 bed House</b>					
		2,048 sqm @		1,211 psm	(2,480,128)
<b>5 bed House</b>					
		652 sqm @		1,211 psm	(788,991)
<b>1 bed Flat</b>					
		529 sqm @		1,410 psm	(746,471)
<b>2 bed Flat</b>					
		378 sqm @		1,410 psm	(533,212)
<b>Garages for 3 bed House (OMS only)</b>					
		29 units @	0% @	11,754 £ per garage	-
<b>Garages for 4 bed House (OMS only)</b>					
		14 units @	75% @	11,754 £ per garage	(126,943)
<b>Garages for 5 bed House (OMS only)</b>					
		4 units @	120% @	11,754 £ per garage	(50,777)
<b>External works</b>					
		9,946,378 @		15.0%	(1,491,957)
	<b>Ext. Works analysis:</b>			18,649 £ per unit (total units)	
<b>Policy Costs on design -</b>					
<b>Net Biodiversity costs</b>					
		80 units @		287 £ per unit	(22,960)
<b>M4(2) Category 2 Housing</b>					
Aff units		8 units @	20% @	521 £ per unit	(834)
OMS units		72 units @	20% @	521 £ per unit	(7,502)
<b>M4(3) Category 3 Housing</b>					
Aff units		8 units @	0% @	10,111 £ per unit	-
OMS units		72 units @	0% @	10,111 £ per unit	-
<b>Part L 2025/FHS</b>					
		80 units @		4,449 £ per unit	(355,920)
<b>Renewable Energy</b>					
		80 units @		0 £ per unit	-
<b>EV Charging Points - Houses</b>					
		66 units @		0 £ per unit	-
<b>EV Charging Points - Flats</b>					
		14 units @	4 flats per charger	0 £ per 4 units	-
<b>Water Efficiency</b>					
		80 units @		0 £ per unit	-
Sub-total					(387,216)
	<b>Policy Costs analysis: (design costs only)</b>			4,840 £ per unit (total units)	
<b>Contingency (on construction)</b>					
		12,071,550 @		5.0%	(603,578)

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	12,071,550 @	6.5%		(784,651)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	14,706,000 OMS @	3.00%	5,515 £ per unit	(441,180)
Residential Sales Agent Costs	14,706,000 OMS @	1.00%	1,838 £ per unit	(147,060)
Residential Sales Legal Costs	14,706,000 OMS @	0.25%	460 £ per unit	(36,765)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>7,938 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(241,985)
<b>Developers Profit -</b>				
Profit on OMS	14,706,000	18.00%		(2,647,080)
Margin on AH	958,475	6.00% on AH values		(57,509)
<b>Profit analysis:</b>	15,664,475	17.27% blended GDV	(2,704,589)	
	15,462,124	17.49% on costs	(2,704,589)	
<b>TOTAL COSTS</b>				<b>(18,166,712)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(2,502,237)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(2,502,237)</b>
<b>RLV analysis:</b>	(31,278) £ per plot	(1,251,119) £ per ha (net)	(506,321) £ per acre (net)	
		(1,251,119) £ per ha (gross)	(506,321) £ per acre (gross)	
			-15.97% % RLV / GDV	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	2.00 ha (net)		4.94 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	2.00 ha (gross)		4.94 acres (gross)	
<b>Density analysis:</b>	3,959 sqm/ha (net)		17,245 sqft/ac (net)	
	40 dph (gross)			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	<b>741,300</b>
<b>BLV analysis:</b>		370,650 £ per ha (gross)	150,000 £ per acre (gross)	

<b>BALANCE</b>				
Surplus/(Deficit)		(1,621,769) £ per ha (net)	(656,321) £ per acre (net)	<b>(3,243,537)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(555,880)	(590,146)	(624,412)	(658,678)	(692,944)	(727,210)	(761,476)
	10.00	(573,057)	(606,464)	(639,871)	(673,279)	(706,686)	(740,093)	(773,500)
	20.00	(590,235)	(622,783)	(655,331)	(687,880)	(720,428)	(752,976)	(785,524)
	30.00	(607,412)	(639,102)	(670,791)	(702,481)	(734,170)	(765,859)	(797,549)
	40.00	(624,590)	(655,421)	(686,251)	(717,082)	(747,912)	(778,743)	(809,573)
	50.00	(641,768)	(671,739)	(701,711)	(731,682)	(761,654)	(791,626)	(821,597)
	60.00	(658,945)	(688,058)	(717,171)	(746,283)	(775,396)	(804,509)	(833,622)
	70.00	(676,123)	(704,377)	(732,631)	(760,884)	(789,138)	(817,392)	(845,646)
	80.00	(693,300)	(720,695)	(748,090)	(775,485)	(802,880)	(830,275)	(857,670)
	90.00	(710,478)	(737,014)	(763,550)	(790,086)	(816,622)	(843,159)	(869,695)
	100.00	(727,656)	(753,333)	(779,010)	(804,687)	(830,365)	(856,042)	(881,719)
	110.00	(744,833)	(769,652)	(794,470)	(819,288)	(844,107)	(868,925)	(893,743)
	120.00	(762,011)	(785,970)	(809,930)	(833,889)	(857,849)	(881,808)	(905,768)
	130.00	(779,188)	(802,289)	(825,390)	(848,490)	(871,591)	(894,691)	(917,792)
	140.00	(796,366)	(818,608)	(840,849)	(863,091)	(885,333)	(907,575)	(929,816)
	150.00	(813,544)	(834,926)	(856,309)	(877,692)	(899,075)	(920,458)	(941,841)
	160.00	(830,721)	(851,245)	(871,769)	(892,293)	(912,817)	(933,341)	(953,865)
	170.00	(847,899)	(867,564)	(887,229)	(906,894)	(926,559)	(946,224)	(965,889)
	180.00	(865,076)	(883,883)	(902,689)	(921,495)	(940,301)	(959,107)	(977,914)
	190.00	(882,254)	(900,201)	(918,149)	(936,096)	(954,043)	(971,991)	(989,938)
200.00	(899,432)	(916,520)	(933,609)	(950,697)	(967,785)	(984,874)	(1,001,962)	
210.00	(916,609)	(932,839)	(949,068)	(965,298)	(981,527)	(997,757)	(1,013,987)	
220.00	(933,787)	(949,158)	(964,528)	(979,899)	(995,270)	(1,010,640)	(1,026,011)	
230.00	(950,964)	(965,476)	(979,988)	(994,500)	(1,009,012)	(1,023,523)	(1,038,035)	
240.00	(968,142)	(981,795)	(995,448)	(1,009,101)	(1,022,754)	(1,036,407)	(1,050,059)	
250.00	(985,320)	(998,114)	(1,010,908)	(1,023,702)	(1,036,496)	(1,049,290)	(1,062,084)	

**TABLE 2**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(425,088)	(457,357)	(489,850)	(522,343)	(554,837)	(587,330)	(619,823)
	1,000	(442,272)	(474,638)	(507,131)	(539,625)	(572,118)	(604,611)	(637,105)
	2,000	(459,456)	(491,919)	(524,413)	(556,906)	(589,399)	(621,893)	(654,386)
	3,000	(476,707)	(509,201)	(541,694)	(574,187)	(606,681)	(639,174)	(671,667)
	4,000	(493,989)	(526,482)	(558,975)	(591,469)	(623,962)	(656,455)	(688,948)
	5,000	(511,270)	(543,763)	(576,257)	(608,750)	(641,243)	(673,736)	(706,230)
	6,000	(528,551)	(561,045)	(593,538)	(626,031)	(658,524)	(691,018)	(723,511)
	7,000	(545,833)	(578,326)	(610,819)	(643,312)	(675,806)	(708,299)	(740,792)
	8,000	(563,114)	(595,607)	(628,100)	(660,594)	(693,087)	(725,580)	(758,074)
	9,000	(580,395)	(612,888)	(645,382)	(677,875)	(710,368)	(742,862)	(775,355)
	10,000	(597,676)	(630,170)	(662,663)	(695,156)	(727,650)	(760,143)	(792,636)
	11,000	(614,958)	(647,451)	(679,944)	(712,438)	(744,931)	(777,424)	(809,917)
	12,000	(632,239)	(664,732)	(697,226)	(729,719)	(762,212)	(794,705)	(827,199)
	13,000	(649,520)	(682,014)	(714,507)	(747,000)	(779,493)	(811,987)	(844,480)
	14,000	(666,802)	(699,295)	(731,788)	(764,281)	(796,775)	(829,268)	(861,761)

**TABLE 3**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(492,144)	(529,596)	(567,049)	(604,502)	(641,955)	(679,408)	(716,861)
	17.5%	(574,802)	(608,122)	(641,442)	(674,762)	(708,082)	(741,402)	(774,722)
	20.0%	(657,461)	(686,648)	(715,835)	(745,022)	(774,209)	(803,396)	(832,583)
	22.5%	(740,120)	(765,174)	(790,228)	(815,282)	(840,336)	(865,390)	(890,444)
	25.0%	(822,779)	(843,700)	(864,621)	(885,542)	(906,463)	(927,384)	(948,305)
	27.5%	(905,438)	(922,226)	(939,014)	(955,802)	(972,590)	(989,378)	(1,006,166)

**TABLE 4**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(541,334)	(573,827)	(606,321)	(638,814)	(671,307)	(703,801)	(736,294)
	150,000	(591,334)	(623,827)	(656,321)	(688,814)	(721,307)	(753,801)	(786,294)
	200,000	(641,334)	(673,827)	(706,321)	(738,814)	(771,307)	(803,801)	(836,294)
	250,000	(691,334)	(723,827)	(756,321)	(788,814)	(821,307)	(853,801)	(886,294)
	300,000	(741,334)	(773,827)	(806,321)	(838,814)	(871,307)	(903,801)	(936,294)
	350,000	(791,334)	(823,827)	(856,321)	(888,814)	(921,307)	(953,801)	(986,294)
	400,000	(841,334)	(873,827)	(906,321)	(938,814)	(971,307)	(1,003,801)	(1,036,294)
	450,000	(891,334)	(923,827)	(956,321)	(988,814)	(1,021,307)	(1,053,801)	(1,086,294)
	500,000	(941,334)	(973,827)	(1,006,321)	(1,038,814)	(1,071,307)	(1,103,801)	(1,136,294)
	550,000	(991,334)	(1,023,827)	(1,056,321)	(1,088,814)	(1,121,307)	(1,153,801)	(1,186,294)
	600,000	(1,041,334)	(1,073,827)	(1,106,321)	(1,138,814)	(1,171,307)	(1,203,801)	(1,236,294)
	650,000	(1,091,334)	(1,123,827)	(1,156,321)	(1,188,814)	(1,221,307)	(1,253,801)	(1,286,294)
	700,000	(1,141,334)	(1,173,827)	(1,206,321)	(1,238,814)	(1,271,307)	(1,303,801)	(1,336,294)
	750,000	(1,191,334)	(1,223,827)	(1,256,321)	(1,288,814)	(1,321,307)	(1,353,801)	(1,386,294)
	800,000	(1,241,334)	(1,273,827)	(1,306,321)	(1,338,814)	(1,371,307)	(1,403,801)	(1,436,294)
	850,000	(1,291,334)	(1,323,827)	(1,356,321)	(1,388,814)	(1,421,307)	(1,453,801)	(1,486,294)



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(656,321)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		158,111	131,029	103,945	76,805	49,664	22,514	(4,697)
	75%		46,473	19,379	(7,716)	(34,862)	(62,040)	(89,297)	(116,627)
	80%		(65,816)	(92,972)	(120,189)	(147,495)	(181,276)	(213,181)	(245,374)
	85%		(186,160)	(217,865)	(249,779)	(281,972)	(314,553)	(347,226)	(379,899)
	90%		(319,467)	(351,980)	(384,512)	(417,043)	(449,737)	(482,515)	(515,292)
	95%		(455,035)	(487,616)	(520,251)	(552,887)	(585,522)	(618,158)	(650,793)
	100%		(591,334)	(623,827)	(656,321)	(688,814)	(721,307)	(753,801)	(786,294)
	105%		(727,688)	(760,039)	(792,390)	(824,741)	(857,092)	(889,444)	(921,795)
	110%		(864,042)	(896,251)	(928,460)	(960,669)	(992,878)	(1,025,087)	(1,057,295)
	115%		(1,000,396)	(1,032,462)	(1,064,529)	(1,096,596)	(1,128,663)	(1,160,729)	(1,192,796)
	120%		(1,136,750)	(1,168,674)	(1,200,599)	(1,232,523)	(1,264,448)	(1,296,372)	(1,328,297)
	125%		(1,273,103)	(1,304,886)	(1,336,668)	(1,368,451)	(1,400,233)	(1,432,015)	(1,463,798)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(656,321)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(505,114)	(537,607)	(570,100)	(602,594)	(635,087)	(667,580)	(700,073)
	1,000		(524,493)	(556,987)	(589,480)	(621,973)	(654,467)	(686,960)	(719,453)
	2,000		(543,873)	(576,366)	(608,860)	(641,353)	(673,846)	(706,340)	(738,833)
	3,000		(563,253)	(595,746)	(628,240)	(660,733)	(693,226)	(725,719)	(758,213)
	4,000		(582,633)	(615,126)	(647,619)	(680,113)	(712,606)	(745,099)	(777,592)
	5,000		(602,012)	(634,506)	(666,999)	(699,492)	(731,986)	(764,479)	(796,972)
	6,000		(621,392)	(653,885)	(686,379)	(718,872)	(751,365)	(783,859)	(816,352)
	7,000		(640,772)	(673,265)	(705,758)	(738,252)	(770,745)	(803,238)	(835,732)
	8,000		(660,152)	(692,645)	(725,138)	(757,632)	(790,125)	(822,618)	(855,111)
	9,000		(679,531)	(712,025)	(744,518)	(777,011)	(809,505)	(841,998)	(874,491)
	10,000		(698,911)	(731,404)	(763,898)	(796,391)	(828,884)	(861,378)	(893,871)
	11,000		(718,291)	(750,784)	(783,277)	(815,771)	(848,264)	(880,757)	(913,251)
	12,000		(737,671)	(770,164)	(802,657)	(835,150)	(867,644)	(900,137)	(932,630)
	13,000		(757,050)	(789,544)	(822,037)	(854,530)	(887,024)	(919,517)	(952,010)
	14,000		(776,430)	(808,923)	(841,417)	(873,910)	(906,403)	(938,897)	(971,390)
	15,000		(795,810)	(828,303)	(860,796)	(893,290)	(925,783)	(958,276)	(990,770)
	16,000		(815,190)	(847,683)	(880,176)	(912,669)	(945,163)	(977,656)	(1,010,149)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(656,321)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,140,988)	(1,145,998)	(1,151,009)	(1,156,020)	(1,161,030)	(1,166,041)	(1,171,052)
	82%		(1,086,022)	(1,093,781)	(1,101,540)	(1,109,299)	(1,117,058)	(1,124,817)	(1,132,576)
	84%		(1,031,057)	(1,041,564)	(1,052,071)	(1,062,579)	(1,073,086)	(1,083,593)	(1,094,100)
	86%		(976,092)	(989,347)	(1,002,603)	(1,015,858)	(1,029,113)	(1,042,369)	(1,055,624)
	88%		(921,126)	(937,130)	(953,134)	(969,137)	(985,141)	(1,001,145)	(1,017,148)
	90%		(866,161)	(884,913)	(903,665)	(922,417)	(941,169)	(959,921)	(978,673)
	92%		(811,196)	(832,696)	(854,196)	(875,696)	(897,197)	(918,697)	(940,197)
	94%		(756,230)	(780,479)	(804,727)	(828,976)	(853,224)	(877,473)	(901,721)
	96%		(701,265)	(728,262)	(755,258)	(782,255)	(809,252)	(836,249)	(863,245)
	98%		(646,300)	(676,045)	(705,790)	(735,535)	(765,280)	(795,025)	(824,770)
	100%		(591,334)	(623,827)	(656,321)	(688,814)	(721,307)	(753,801)	(786,294)
	102%		(536,369)	(571,610)	(606,852)	(642,093)	(677,335)	(712,577)	(747,818)
	104%		(481,403)	(519,393)	(557,383)	(595,373)	(633,363)	(671,353)	(709,342)
	106%		(426,438)	(467,201)	(507,914)	(548,627)	(589,340)	(630,053)	(670,766)
	108%		(371,472)	(415,310)	(458,484)	(501,932)	(545,380)	(588,828)	(632,276)
	110%		(316,507)	(363,420)	(409,324)	(455,229)	(501,134)	(547,038)	(592,942)
	112%		(261,541)	(311,654)	(360,165)	(408,800)	(457,434)	(506,068)	(554,702)
	114%		(206,576)	(260,474)	(311,098)	(362,372)	(413,739)	(465,106)	(516,473)
	116%		(151,610)	(209,747)	(262,553)	(315,972)	(370,042)	(424,139)	(478,236)
	118%		(96,645)	(159,348)	(214,424)	(270,001)	(326,345)	(383,173)	(440,012)
	120%		(41,680)	(112,581)	(166,638)	(224,467)	(282,896)	(342,207)	(401,767)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(656,321)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(591,334)	(623,827)	(656,321)	(688,814)	(721,307)	(753,801)	(786,294)
	10,000		(591,334)	(615,186)	(639,038)	(662,889)	(686,741)	(710,593)	(734,444)
	20,000		(591,334)	(606,544)	(621,754)	(636,964)	(652,174)	(667,385)	(682,595)
	30,000		(591,334)	(597,903)	(604,471)	(611,040)	(617,608)	(624,177)	(630,745)
	40,000		(591,334)	(589,261)	(587,188)	(585,115)	(583,042)	(580,968)	(578,895)
	50,000		(591,334)	(580,619)	(569,905)	(559,190)	(548,475)	(537,760)	(527,046)
	60,000		(591,334)	(571,978)	(552,621)	(533,265)	(513,909)	(494,552)	(475,196)
	70,000		(591,334)	(563,336)	(535,338)	(507,340)	(479,342)	(451,344)	(423,346)
	80,000		(591,334)	(554,695)	(518,055)	(481,415)	(444,776)	(408,136)	(371,496)
	90,000		(591,334)	(546,053)	(500,772)	(455,491)	(410,210)	(365,181)	(320,093)
	100,000		(591,334)	(537,411)	(483,489)	(429,579)	(375,669)	(322,216)	(268,535)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Appraisal Ref: **San6** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **150**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				150 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	27.0	12.4%	1.9	19%	28.9
3 bed House		40.0%	54.0	26.8%	4.0	39%	58.0
4 bed House		20.0%	27.0	20.0%	3.0	20%	30.0
5 bed House		5.0%	6.8	5.9%	0.9	5%	7.6
1 bed Flat		10.0%	13.5	22.5%	3.4	11%	16.9
2 bed Flat		5.0%	6.8	12.4%	1.9	6%	8.6
Total number of units		100.0%	135.0	100.0%	15.0	100%	150.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>	
1 bed House		62.0	667		62.0	667	
2 bed House		79.0	850		79.0	850	
3 bed House		100.0	1,076		100.0	1,076	
4 bed House		128.0	1,378		128.0	1,378	
5 bed House		160.0	1,722		160.0	1,722	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		70.0	753	85.0%	82.4	886	
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>	
1 bed House		62.0	667		62.0	667	
2 bed House		79.0	850		79.0	850	
3 bed House		100.0	1,076		100.0	1,076	
4 bed House		128.0	1,378		128.0	1,378	
5 bed House		160.0	1,722		160.0	1,722	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		70.0	753	85.0%	82.4	886	
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>		<b>AH units GIA (sqft)</b>		<b>Total GIA (all units) (sqft)</b>	
1 bed House		0	0	0	0	0	0
2 bed House		2,133	22,959	147	1,582	2,280	24,541
3 bed House		5,400	58,125	402	4,327	5,802	62,452
4 bed House		3,456	37,200	384	4,133	3,840	41,333
5 bed House		1,080	11,625	142	1,524	1,222	13,149
1 bed Flat		794	8,548	199	2,137	993	10,685
2 bed Flat		556	5,983	153	1,649	709	7,632
		13,419	144,441	1,426	15,352	14,845	159,793
<b>AH % by floor area:</b>				<b>9.61% AH % by floor area (difference due to mix)</b>			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House		145,000	2,339	217			0
2 bed House		170,000	2,152	200			4,906,200
3 bed House		205,000	2,050	190			11,894,100
4 bed House		265,000	2,070	192			7,950,000
5 bed House		340,000	2,125	197			2,595,900
1 bed Flat		115,000	2,300	214			1,940,625
2 bed Flat		135,000	1,929	179			1,162,350
							30,449,175
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House		87,000	60%	72,500	50%	101,500	70%
2 bed House		102,000	60%	85,000	50%	119,000	70%
3 bed House		123,000	60%	102,500	50%	143,500	70%
4 bed House		159,000	60%	132,500	50%	185,500	70%
5 bed House		204,000	60%	170,000	50%	238,000	70%
1 bed Flat		69,000	60%	57,500	50%	80,500	70%
2 bed Flat		81,000	60%	67,500	50%	94,500	70%
* capped @£250K							

## 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	27.0	@	170,000	4,590,000
3 bed House	54.0	@	205,000	11,070,000
4 bed House	27.0	@	265,000	7,155,000
5 bed House	6.8	@	340,000	2,295,000
1 bed Flat	13.5	@	115,000	1,552,500
2 bed Flat	6.8	@	135,000	911,250
	135.0			27,573,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	1.4	@	102,000	142,290
3 bed House	3.0	@	123,000	370,845
4 bed House	2.3	@	159,000	357,750
5 bed House	0.7	@	204,000	135,405
1 bed Flat	2.5	@	69,000	174,656
2 bed Flat	1.4	@	81,000	112,995
	11.3			1,293,941
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.5	@	119,000	55,335
3 bed House	1.0	@	143,500	144,218
4 bed House	0.8	@	185,500	139,125
5 bed House	0.2	@	238,000	52,658
1 bed Flat	0.8	@	80,500	67,922
2 bed Flat	0.5	@	94,500	43,943
	3.8			503,199
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	15.0		-
<b>Sub-total GDV Residential</b>				<b>29,370,891</b>
<b>AH on-site cost analysis:</b>				
			<b>73 £ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH) 1,078,284</b>
				<b>7,189 £ per unit (total units)</b>
<b>Grant</b>	15	AH units @	0	per unit
<b>Total GDV</b>				<b>29,370,891</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(36,659)
Planning Application Professional Fees, Surveys and reports						(110,000)
CIL						(276,968)
<b>CIL analysis:</b>		13,419 sqm (Market only)	20.64 £ psm			
		0.94% % of GDV	1,846 £ per unit (total units)			
<b>Site Specific S106 Contributions</b>						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		150 units @		9,633 per unit		(1,444,950)
<b>S106 analysis:</b>		385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)		(1,444,950)
<b>AH Commuted Sum</b>						
<b>Comm. Sum analysis:</b>		14,845 sqm (total)	0.00% % of GDV	0 £ psm		-
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(461,250)
		3.75 ha @		123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		150 units @		0 per unit		-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		-
<b>1 bed House</b>						
		- sqm @		1,211 psm		-
<b>2 bed House</b>						
		2,280 sqm @		1,211 psm		(2,761,007)
<b>3 bed House</b>						
		5,802 sqm @		1,211 psm		(7,026,222)
<b>4 bed House</b>						
		3,840 sqm @		1,211 psm		(4,650,240)
<b>5 bed House</b>						
		1,222 sqm @		1,211 psm		(1,479,358)
<b>1 bed Flat</b>						
		993 sqm @		1,410 psm		(1,399,632)
<b>2 bed Flat</b>						
		14,845 709 sqm @		1,410 psm		(999,773)
Garages for 3 bed House (OMS only)		54 units @	0% @	11,754 £ per garage		-
Garages for 4 bed House (OMS only)		27 units @	75% @	11,754 £ per garage		(238,019)
Garages for 5 bed House (OMS only)		7 units @	120% @	11,754 £ per garage		(95,207)
External works						(2,797,419)
<b>Ext. Works analysis:</b>		18,649,458 @		15.0%	18,649 £ per unit (total units)	
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(43,050)
		150 units @		287 £ per unit		
M4(2) Category 2 Housing	Aff units	15 units @	20% @	521 £ per unit		(1,563)
M4(2) Category 2 Housing	OMS units	135 units @	20% @	521 £ per unit		(14,067)
M4(3) Category 3 Housing	Aff units	15 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	135 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		150 units @		4,449 £ per unit		(667,350)
Renewable Energy		150 units @		0 £ per unit		-
EV Charging Points - Houses		125 units @		0 £ per unit		-
EV Charging Points - Flats		25 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		150 units @		0 £ per unit		-
Sub-total						(726,030)
<b>Policy Costs analysis: (design costs only)</b>				4,840 £ per unit (total units)		
Contingency (on construction)						(1,131,708)
		22,634,157 @		5.0%		

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	22,634,157 @	6.5%		(1,471,220)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	27,573,750 OMS @	3.00%	5,515 £ per unit	(827,213)
Residential Sales Agent Costs	27,573,750 OMS @	1.00%	1,838 £ per unit	(275,738)
Residential Sales Legal Costs	27,573,750 OMS @	0.25%	460 £ per unit	(68,934)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>7,879 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(448,009)
<b>Developers Profit -</b>				
Profit on OMS	27,573,750	18.00%		(4,963,275)
Margin on AH	1,797,141	6.00% on AH values		(107,828)
<b>Profit analysis:</b>	<b>29,370,891</b>	<b>17.27% blended GDV</b>	<b>(5,071,103)</b>	
	<b>28,835,556</b>	<b>17.59% on costs</b>	<b>(5,071,103)</b>	
<b>TOTAL COSTS</b>				<b>(33,906,659)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(4,535,768)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
<b>Residual Land Value</b>				<b>(4,535,768)</b>
<b>RLV analysis:</b>	<b>(30,238) £ per plot</b>	<b>(1,209,538) £ per ha (net)</b>	<b>(489,493) £ per acre (net)</b>	
		<b>(1,209,538) £ per ha (gross)</b>	<b>(489,493) £ per acre (gross)</b>	
			<b>-15.44% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	3.75 ha (net)		9.27 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	3.75 ha (gross)		9.27 acres (gross)	
<b>Density analysis:</b>	<b>3,959 sqm/ha (net)</b>	<b>17,245 sqft/ac (net)</b>		
	<b>40 dph (gross)</b>			
<b>Benchmark Land Value (net)</b>	<b>9,266 £ per plot</b>	<b>370,650 £ per ha (net)</b>	<b>150,000 £ per acre (net)</b>	<b>1,389,938</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(1,580,188) £ per ha (net)</b>	<b>(639,493) £ per acre (net)</b>	<b>(5,925,706)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(639,493)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(534,276)	(570,279)	(606,412)	(642,815)	(679,919)	(717,744)	(755,569)
	10.00		(551,908)	(587,124)	(622,417)	(657,973)	(694,510)	(731,423)	(768,336)
	20.00		(569,609)	(603,969)	(638,466)	(673,130)	(709,101)	(745,102)	(781,104)
	30.00		(587,341)	(620,815)	(654,515)	(688,603)	(723,692)	(758,781)	(793,871)
	40.00		(605,073)	(637,684)	(670,564)	(704,106)	(738,283)	(772,460)	(806,638)
	50.00		(622,804)	(654,624)	(686,613)	(719,608)	(752,874)	(786,139)	(819,405)
	60.00		(640,536)	(671,565)	(702,758)	(735,111)	(767,465)	(799,819)	(832,172)
	70.00		(658,299)	(688,505)	(719,173)	(750,614)	(782,056)	(813,498)	(844,939)
	80.00		(676,132)	(705,445)	(735,588)	(766,117)	(796,647)	(827,177)	(857,706)
	90.00		(693,964)	(722,395)	(752,003)	(781,620)	(811,238)	(840,856)	(870,474)
	100.00		(711,796)	(739,712)	(768,418)	(797,123)	(825,829)	(854,535)	(883,241)
	110.00		(729,628)	(757,039)	(784,832)	(812,626)	(840,420)	(868,214)	(896,008)
	120.00		(747,486)	(774,365)	(801,247)	(828,129)	(855,011)	(881,893)	(908,775)
	130.00		(765,322)	(791,692)	(817,662)	(843,632)	(869,602)	(895,572)	(921,542)
	140.00		(783,161)	(809,019)	(834,077)	(859,135)	(884,193)	(909,251)	(934,309)
	150.00		(801,000)	(826,346)	(850,492)	(874,638)	(898,784)	(922,930)	(947,076)
	160.00		(818,839)	(843,673)	(866,907)	(890,141)	(913,375)	(936,609)	(959,844)
	170.00		(836,677)	(861,000)	(883,322)	(905,644)	(927,966)	(950,289)	(972,611)
	180.00		(854,516)	(878,327)	(899,737)	(921,147)	(942,557)	(963,968)	(985,378)
	190.00		(872,354)	(895,653)	(916,152)	(936,650)	(957,148)	(977,647)	(998,145)
200.00		(890,193)	(912,980)	(932,567)	(952,153)	(971,739)	(991,326)	(1,010,912)	
210.00		(908,031)	(930,307)	(948,982)	(967,656)	(986,330)	(1,005,005)	(1,023,679)	
220.00		(925,870)	(947,634)	(965,396)	(983,159)	(1,000,922)	(1,018,684)	(1,036,447)	
230.00		(943,708)	(964,961)	(981,811)	(998,662)	(1,015,513)	(1,032,363)	(1,049,214)	
240.00		(961,547)	(982,288)	(998,226)	(1,014,165)	(1,030,104)	(1,046,042)	(1,061,981)	
250.00		(979,385)	(999,614)	(1,014,641)	(1,029,668)	(1,044,695)	(1,059,721)	(1,074,748)	

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(639,493)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9.633	-		(400,807)	(433,922)	(467,843)	(501,868)	(536,117)	(570,500)	(605,166)
	1,000		(418,112)	(451,557)	(485,582)	(519,652)	(553,956)	(588,440)	(623,515)
	2,000		(435,522)	(469,295)	(503,320)	(537,491)	(571,794)	(606,379)	(641,864)
	3,000		(453,060)	(487,034)	(521,059)	(555,330)	(589,712)	(624,319)	(660,212)
	4,000		(470,748)	(504,772)	(538,865)	(573,168)	(607,652)	(642,618)	(678,561)
	5,000		(488,486)	(522,511)	(556,704)	(591,007)	(625,592)	(660,967)	(696,910)
	6,000		(506,225)	(540,250)	(574,543)	(608,925)	(643,532)	(679,316)	(715,259)
	7,000		(523,963)	(558,078)	(592,381)	(626,865)	(661,722)	(697,665)	(733,608)
	8,000		(541,702)	(575,917)	(610,220)	(644,804)	(680,071)	(716,014)	(751,957)
	9,000		(559,440)	(593,755)	(628,138)	(662,744)	(698,420)	(734,363)	(770,306)
	10,000		(577,179)	(611,594)	(646,077)	(680,826)	(716,769)	(752,712)	(788,655)
	11,000		(594,918)	(629,433)	(664,017)	(699,175)	(735,118)	(771,061)	(807,004)
	12,000		(612,657)	(647,350)	(681,937)	(717,524)	(753,467)	(789,409)	(825,352)
	13,000		(630,396)	(665,290)	(699,930)	(735,872)	(771,815)	(807,758)	(843,701)
	14,000		(648,135)	(683,230)	(718,278)	(754,221)	(790,164)	(826,107)	(862,050)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(639,493)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(471,553)	(510,816)	(550,222)	(589,793)	(630,682)	(671,585)	(712,487)
	17.5%		(554,212)	(589,342)	(624,615)	(660,053)	(696,809)	(733,579)	(770,348)
	20.0%		(636,871)	(667,868)	(699,008)	(730,313)	(762,936)	(795,573)	(828,210)
	22.5%		(719,530)	(746,394)	(773,401)	(800,573)	(829,063)	(857,567)	(886,071)
	25.0%		(802,189)	(824,920)	(847,794)	(870,833)	(895,191)	(919,561)	(943,932)
	27.5%		(884,847)	(903,446)	(922,187)	(941,093)	(961,318)	(981,555)	(1,001,793)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(639,493)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(520,744)	(555,047)	(589,493)	(624,105)	(660,035)	(695,978)	(731,921)
	150,000		(570,744)	(605,047)	(639,493)	(674,105)	(710,035)	(745,978)	(781,921)
	200,000		(620,744)	(655,047)	(689,493)	(724,105)	(760,035)	(795,978)	(831,921)
	250,000		(670,744)	(705,047)	(739,493)	(774,105)	(810,035)	(845,978)	(881,921)
	300,000		(720,744)	(755,047)	(789,493)	(824,105)	(860,035)	(895,978)	(931,921)
	350,000		(770,744)	(805,047)	(839,493)	(874,105)	(910,035)	(945,978)	(981,921)
	400,000		(820,744)	(855,047)	(889,493)	(924,105)	(960,035)	(995,978)	(1,031,921)
	450,000		(870,744)	(905,047)	(939,493)	(974,105)	(1,010,035)	(1,045,978)	(1,081,921)
	500,000		(920,744)	(955,047)	(989,493)	(1,024,105)	(1,060,035)	(1,095,978)	(1,131,921)
	550,000		(970,744)	(1,005,047)	(1,039,493)	(1,074,105)	(1,110,035)	(1,145,978)	(1,181,921)
	600,000		(1,020,744)	(1,055,047)	(1,089,493)	(1,124,105)	(1,160,035)	(1,195,978)	(1,231,921)
	650,000		(1,070,744)	(1,105,047)	(1,139,493)	(1,174,105)	(1,210,035)	(1,245,978)	(1,281,921)
	700,000		(1,120,744)	(1,155,047)	(1,189,493)	(1,224,105)	(1,260,035)	(1,295,978)	(1,331,921)
	750,000		(1,170,744)	(1,205,047)	(1,239,493)	(1,274,105)	(1,310,035)	(1,345,978)	(1,381,921)
	800,000		(1,220,744)	(1,255,047)	(1,289,493)	(1,324,105)	(1,360,035)	(1,395,978)	(1,431,921)
	850,000		(1,270,744)	(1,305,047)	(1,339,493)	(1,374,105)	(1,410,035)	(1,445,978)	(1,481,921)

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Scheme Typology: **Low Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(639,493)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			173,497	146,377	119,257	92,137	64,975	37,807	10,607
			62,296	35,238	8,131	(18,983)	(46,154)	(73,366)	(100,638)
	Build Cost		(49,345)	(76,443)	(103,587)	(130,800)	(160,683)	(192,393)	(224,282)
	100%		(164,867)	(196,372)	(228,018)	(259,870)	(291,999)	(324,557)	(357,779)
	(105% = 5% increase)		(296,313)	(328,391)	(360,870)	(393,973)	(427,996)	(462,313)	(496,804)
			(431,030)	(464,870)	(499,041)	(533,334)	(567,784)	(602,494)	(638,041)
			(570,744)	(605,047)	(639,493)	(674,105)	(710,035)	(745,978)	(781,921)
			(711,837)	(746,841)	(782,633)	(818,425)	(854,217)	(890,009)	(925,801)
			(855,835)	(891,476)	(927,117)	(962,758)	(998,399)	(1,034,040)	(1,069,681)
			(1,000,620)	(1,036,110)	(1,071,601)	(1,107,091)	(1,142,581)	(1,178,071)	(1,213,561)
			(1,145,406)	(1,180,745)	(1,216,084)	(1,251,423)	(1,286,763)	(1,322,102)	(1,357,441)
			(1,290,192)	(1,325,380)	(1,360,568)	(1,395,756)	(1,430,944)	(1,466,133)	(1,501,321)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(639,493)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(482,162)	(516,187)	(550,344)	(584,647)	(619,196)	(654,425)	(690,368)
			(502,056)	(536,080)	(570,350)	(604,709)	(639,315)	(675,004)	(710,947)
			(521,949)	(556,052)	(590,356)	(624,828)	(659,639)	(695,582)	(731,525)
			(541,843)	(576,058)	(610,362)	(644,947)	(680,217)	(716,160)	(752,103)
	Part L 2025/FHS		(561,761)	(596,065)	(630,460)	(665,066)	(700,795)	(736,738)	(772,681)
	4,449		(581,767)	(616,071)	(650,579)	(685,430)	(721,373)	(757,316)	(793,259)
			(601,773)	(636,092)	(670,698)	(706,009)	(741,951)	(777,894)	(813,837)
			(621,779)	(656,211)	(690,818)	(726,587)	(762,530)	(798,473)	(834,416)
			(641,786)	(676,330)	(711,222)	(747,165)	(783,108)	(819,051)	(854,994)
			(661,843)	(696,450)	(731,800)	(767,743)	(803,686)	(839,629)	(875,572)
			(681,962)	(716,569)	(752,378)	(788,321)	(824,264)	(860,207)	(896,150)
			(702,082)	(737,013)	(772,956)	(808,899)	(844,842)	(880,785)	(916,728)
			(722,201)	(757,592)	(793,535)	(829,478)	(865,420)	(901,363)	(937,306)
			(742,320)	(778,170)	(814,113)	(850,056)	(885,999)	(921,942)	(957,885)
			(762,805)	(798,748)	(834,691)	(870,634)	(906,577)	(942,520)	(978,463)
			(783,383)	(819,326)	(855,269)	(891,212)	(927,155)	(963,098)	(999,041)
			(803,961)	(839,904)	(875,847)	(911,790)	(947,733)	(983,676)	(1,019,619)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(639,493)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(1,157,107)	(1,163,507)	(1,169,908)	(1,176,309)	(1,182,710)	(1,189,110)	(1,195,511)
			(1,098,022)	(1,107,377)	(1,116,732)	(1,126,087)	(1,135,442)	(1,144,797)	(1,154,152)
	Market Values		(1,038,938)	(1,051,247)	(1,063,556)	(1,075,865)	(1,088,175)	(1,100,484)	(1,112,793)
	100%		(979,854)	(995,117)	(1,010,380)	(1,025,644)	(1,040,907)	(1,056,171)	(1,071,434)
	(105% = 5% increase)		(920,769)	(938,987)	(957,204)	(975,422)	(993,640)	(1,011,857)	(1,030,075)
			(861,685)	(882,857)	(904,028)	(925,200)	(946,372)	(967,544)	(988,716)
			(802,600)	(826,726)	(850,853)	(874,979)	(899,105)	(923,231)	(947,357)
			(743,516)	(770,596)	(797,677)	(824,757)	(851,837)	(878,918)	(905,998)
			(685,282)	(714,466)	(744,501)	(774,535)	(804,570)	(834,604)	(864,639)
			(627,865)	(659,513)	(691,325)	(724,313)	(757,302)	(790,291)	(823,280)
			(570,744)	(605,047)	(639,493)	(674,105)	(710,035)	(745,978)	(781,921)
			(513,914)	(550,782)	(587,942)	(625,224)	(662,767)	(701,664)	(740,562)
			(457,289)	(496,860)	(536,560)	(576,549)	(616,705)	(657,351)	(699,203)
			(401,939)	(443,141)	(485,481)	(528,019)	(570,867)	(613,936)	(657,843)
			(347,641)	(390,670)	(434,598)	(479,778)	(525,170)	(570,898)	(616,917)
			(294,039)	(339,136)	(384,876)	(431,661)	(479,750)	(528,057)	(576,666)
			(240,891)	(288,224)	(336,019)	(384,567)	(434,368)	(485,398)	(536,656)
			(188,062)	(237,729)	(287,743)	(338,312)	(389,778)	(442,832)	(496,721)
			(136,306)	(187,534)	(239,860)	(292,618)	(346,043)	(400,614)	(456,993)
			(90,983)	(138,102)	(192,281)	(247,322)	(302,871)	(359,292)	(417,283)
			(45,777)	(95,030)	(144,457)	(202,304)	(260,113)	(318,588)	(378,216)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(639,493)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(570,744)	(605,047)	(639,493)	(674,105)	(710,035)	(745,978)	(781,921)
			(570,744)	(596,126)	(621,551)	(647,186)	(673,331)	(700,098)	(726,865)
	Grant (£ per unit)		(570,744)	(587,206)	(603,667)	(620,272)	(636,936)	(654,218)	(671,809)
			(570,744)	(578,285)	(585,825)	(593,366)	(601,050)	(608,742)	(616,753)
			(570,744)	(569,364)	(567,984)	(566,603)	(565,223)	(563,886)	(562,607)
			(570,744)	(560,443)	(550,142)	(539,841)	(529,540)	(519,239)	(508,938)
			(570,744)	(551,522)	(532,300)	(513,078)	(493,869)	(474,670)	(455,470)
			(570,744)	(542,601)	(514,528)	(486,457)	(458,386)	(430,316)	(402,245)
			(570,744)	(533,727)	(496,786)	(459,845)	(422,903)	(385,962)	(349,204)
			(570,744)	(524,857)	(479,044)	(433,232)	(387,500)	(342,194)	(297,290)
			(570,744)	(515,986)	(461,303)	(406,664)	(352,615)	(299,175)	(246,223)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Appraisal Ref: **San7** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes: No Units: **225**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				225 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		OMS Unit mix%		MV # units		AH mix%		
						AH # units		
						Overall mix%		
						Total # units		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	40.5	12.4%	2.8	19%	43.3		
3 bed House	40.0%	81.0	26.8%	6.0	39%	87.0		
4 bed House	20.0%	40.5	20.0%	4.5	20%	45.0		
5 bed House	5.0%	10.1	5.9%	1.3	5%	11.5		
1 bed Flat	10.0%	20.3	22.5%	5.1	11%	25.3		
2 bed Flat	5.0%	10.1	12.4%	2.8	6%	12.9		
Total number of units	100.0%	202.5	100.0%	22.5	100%	225.0		
<b>OMS Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		OMS Units GIA		AH units GIA		Total GIA (all units)		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	3,200	34,439	220	2,372	3,420	36,812		
3 bed House	8,100	87,188	603	6,491	8,703	93,678		
4 bed House	5,184	55,800	576	6,200	5,760	62,000		
5 bed House	1,620	17,438	212	2,286	1,832	19,724		
1 bed Flat	1,191	12,822	298	3,205	1,489	16,027		
2 bed Flat	834	8,975	230	2,473	1,064	11,448		
	20,129	216,661	2,139	23,028	22,268	239,689		
AH % by floor area:				9.61% AH % by floor area (difference due to mix)				
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		£ psm		£ psf		
						total MV £ (no AH)		
1 bed House	145,000	2,339	217			0		
2 bed House	170,000	2,152	200			7,359,300		
3 bed House	205,000	2,050	190			17,841,150		
4 bed House	265,000	2,070	192			11,925,000		
5 bed House	340,000	2,125	197			3,893,850		
1 bed Flat	115,000	2,300	214			2,910,938		
2 bed Flat	135,000	1,929	179			1,743,525		
						45,673,763		
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		
						% of MV		
						First Homes £*		
						% of MV		
						Other Int. £		
						% of MV		
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
								* capped @£250K



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	40.5	@	170,000	6,885,000
3 bed House	81.0	@	205,000	16,605,000
4 bed House	40.5	@	265,000	10,732,500
5 bed House	10.1	@	340,000	3,442,500
1 bed Flat	20.3	@	115,000	2,328,750
2 bed Flat	10.1	@	135,000	1,366,875
	202.5			41,360,625
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	2.1	@	102,000	213,435
3 bed House	4.5	@	123,000	556,268
4 bed House	3.4	@	159,000	536,625
5 bed House	1.0	@	204,000	203,108
1 bed Flat	3.8	@	69,000	261,984
2 bed Flat	2.1	@	81,000	169,493
	16.9			1,940,912
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.7	@	119,000	83,003
3 bed House	1.5	@	143,500	216,326
4 bed House	1.1	@	185,500	208,688
5 bed House	0.3	@	238,000	78,986
1 bed Flat	1.3	@	80,500	101,883
2 bed Flat	0.7	@	94,500	65,914
	5.6			754,799
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	22.5		-
<b>Sub-total GDV Residential</b>	<b>225</b>			<b>44,056,336</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,617,427</b>
		<b>73 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	23	AH units @	0 per unit	-
<b>Total GDV</b>				<b>44,056,336</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield**      No Units: **225**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential) (47,009)					
Planning Application Professional Fees, Surveys and reports (140,000)					
CIL 20,129 sqm (Market only) 20.64 £ psm (415,452)					
CIL analysis: 0.94% % of GDV 1,846 £ per unit (total units)					
Site Specific S106 Contributions					
Year 1				0	-
Year 2				0	-
Year 3				0	-
Year 4				0	-
Year 5				0	-
Year 6				0	-
Year 7				0	-
Year 8				0	-
Year 9				0	-
Year 10				0	-
Year 11				0	-
Year 12				0	-
Year 13				0	-
Year 14				0	-
Year 15				0	-
Years 1-15		225 units @		9,633 per unit	(2,167,425)
Sub-total (2,167,425)					
S106 analysis: 385,320 £ per ha 4.92% % of GDV 9,633 £ per unit (total units)					
AH Commuted Sum 22,268 sqm (total) 0 £ psm					
Comm. Sum analysis: 0.00% % of GDV					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation 5.63 ha @ 123,000 £ per ha (if brownfield) (691,875)					
Site Infrastructure costs -					
Year 1				0	-
Year 2				0	-
Year 3				0	-
Year 4				0	-
Year 5				0	-
Year 6				0	-
Year 7				0	-
Year 8				0	-
Year 9				0	-
Year 10				0	-
Year 11				0	-
Year 12				0	-
Year 13				0	-
Year 14				0	-
Year 15				0	-
Years 1-15		225 units @		0 per unit	-
Sub-total -					
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)					
1 bed House - sqm @ 1,211 psm -					
2 bed House 3,420 sqm @ 1,211 psm (4,141,511)					
3 bed House 8,703 sqm @ 1,211 psm (10,539,333)					
4 bed House 5,760 sqm @ 1,211 psm (6,975,360)					
5 bed House 1,832 sqm @ 1,211 psm (2,219,036)					
1 bed Flat 1,489 sqm @ 1,410 psm (2,099,449)					
2 bed Flat 22,268 1,064 sqm @ 1,410 psm (1,499,659)					
Garages for 3 bed House (OMS only) 81 units @ 0% @ 11,754 £ per garage -					
Garages for 4 bed House (OMS only) 41 units @ 75% @ 11,754 £ per garage (357,028)					
Garages for 5 bed House (OMS only) 10 units @ 120% @ 11,754 £ per garage (142,811)					
External works 27,974,187 @ 15.0% (4,196,128)					
Ext. Works analysis: 18,649 £ per unit (total units)					
Policy Costs on design -					
Net Biodiversity costs 225 units @ 287 £ per unit (64,575)					
M4(2) Category 2 Housing Aff units 23 units @ 100% @ 521 £ per unit (11,723)					
M4(2) Category 2 Housing OMS units 203 units @ 100% @ 521 £ per unit (105,503)					
M4(3) Category 3 Housing Aff units 23 units @ 0% @ 10,111 £ per unit -					
M4(3) Category 3 Housing OMS units 203 units @ 0% @ 10,111 £ per unit -					
Part L 2025/FHS 225 units @ 4,449 £ per unit (1,001,025)					
Renewable Energy 225 units @ 0 £ per unit -					
EV Charging Points - Houses 187 units @ 0 £ per unit -					
EV Charging Points - Flats 38 units @ 4 flats per charger 0 £ per 4 units -					
Water Efficiency 225 units @ 0 £ per unit -					
Sub-total (1,182,825)					
Policy Costs analysis: (design costs only) 5,257 £ per unit (total units)					
Contingency (on construction) 34,045,015 @ 5.0% (1,702,251)					

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	34,045,015 @	6.5%		(2,212,926)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	41,360,625 OMS @	3.00%	5,515 £ per unit	(1,240,819)
Residential Sales Agent Costs	41,360,625 OMS @	1.00%	1,838 £ per unit	(413,606)
Residential Sales Legal Costs	41,360,625 OMS @	0.25%	460 £ per unit	(103,402)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>7,857 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(671,527)
<b>Developers Profit -</b>				
Profit on OMS	41,360,625	18.00%		(7,444,913)
Margin on AH	2,695,711	6.00% on AH values		(161,743)
<b>Profit analysis:</b>	<b>44,056,336</b>	<b>17.27% blended GDV</b>	<b>(7,606,655)</b>	
	<b>43,269,431</b>	<b>17.58% on costs</b>	<b>(7,606,655)</b>	
<b>TOTAL COSTS</b>				<b>(50,876,087)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(6,819,751)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
<b>Residual Land Value</b>				<b>(6,819,751)</b>
<b>RLV analysis:</b>	<b>(30,310) £ per plot</b>	<b>(1,212,400) £ per ha (net)</b>	<b>(490,652) £ per acre (net)</b>	
		<b>(1,212,400) £ per ha (gross)</b>	<b>(490,652) £ per acre (gross)</b>	
			<b>-15.48% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	5.63 ha (gross)		13.90 acres (gross)	
<b>Density analysis:</b>	<b>3,959 sqm/ha (net)</b>	<b>17,245 sqft/ac (net)</b>		
	<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	2,084,906
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(1,583,050) £ per ha (net)</b>	<b>(640,652) £ per acre (net)</b>	<b>(8,904,657)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(640,652)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(535,416)	(571,429)	(607,562)	(643,974)	(681,106)	(718,931)	(756,756)
	10.00		(553,049)	(588,274)	(623,576)	(659,131)	(695,697)	(732,610)	(769,523)
	20.00		(570,759)	(605,119)	(639,624)	(674,296)	(710,288)	(746,289)	(782,291)
	30.00		(588,491)	(621,964)	(655,673)	(689,790)	(724,879)	(759,968)	(795,058)
	40.00		(606,222)	(638,842)	(671,722)	(705,293)	(739,470)	(773,647)	(807,825)
	50.00		(623,954)	(655,782)	(687,771)	(720,796)	(754,061)	(787,327)	(820,592)
	60.00		(641,686)	(672,723)	(703,945)	(736,299)	(768,652)	(801,006)	(833,359)
	70.00		(659,458)	(689,663)	(720,360)	(751,802)	(783,243)	(814,685)	(846,126)
	80.00		(677,290)	(706,604)	(736,775)	(767,304)	(797,834)	(828,364)	(858,894)
	90.00		(695,122)	(723,573)	(753,190)	(782,807)	(812,425)	(842,043)	(871,661)
	100.00		(712,954)	(740,899)	(769,605)	(798,310)	(827,016)	(855,722)	(884,428)
	110.00		(730,786)	(758,226)	(786,020)	(813,813)	(841,607)	(869,401)	(897,195)
	120.00		(748,671)	(775,553)	(802,434)	(829,316)	(856,198)	(883,080)	(909,962)
	130.00		(766,909)	(792,879)	(818,849)	(844,819)	(870,789)	(896,759)	(922,729)
	140.00		(785,148)	(810,206)	(835,264)	(860,322)	(885,380)	(910,438)	(935,496)
	150.00		(803,387)	(827,533)	(851,679)	(875,825)	(899,971)	(924,117)	(948,264)
	160.00		(821,626)	(844,860)	(868,094)	(891,328)	(914,562)	(937,797)	(961,031)
	170.00		(839,865)	(862,187)	(884,509)	(906,831)	(929,153)	(951,476)	(973,798)
	180.00		(858,103)	(879,514)	(900,924)	(922,334)	(943,744)	(965,155)	(986,565)
	190.00		(876,342)	(896,840)	(917,339)	(937,837)	(958,335)	(978,834)	(999,332)
200.00		(894,581)	(914,167)	(933,754)	(953,340)	(972,927)	(992,513)	(1,012,099)	
210.00		(912,820)	(931,494)	(950,169)	(968,843)	(987,518)	(1,006,192)	(1,024,866)	
220.00		(931,058)	(948,821)	(966,584)	(984,346)	(1,002,109)	(1,019,871)	(1,037,634)	
230.00		(949,297)	(966,148)	(982,998)	(999,849)	(1,016,700)	(1,033,550)	(1,050,401)	
240.00		(967,536)	(983,475)	(999,413)	(1,015,352)	(1,031,291)	(1,047,229)	(1,063,168)	
250.00		(985,775)	(1,000,802)	(1,015,828)	(1,030,855)	(1,045,882)	(1,060,908)	(1,075,935)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(640,652)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(401,895)	(435,041)	(468,983)	(503,008)	(537,267)	(571,658)	(606,353)
	1,000		(419,210)	(452,697)	(486,722)	(520,802)	(555,105)	(589,598)	(624,702)
	2,000		(436,631)	(470,436)	(504,460)	(538,641)	(572,944)	(607,537)	(643,051)
	3,000		(454,190)	(488,174)	(522,199)	(556,479)	(590,871)	(625,477)	(661,400)
	4,000		(471,888)	(505,913)	(540,015)	(574,318)	(608,810)	(643,805)	(679,748)
	5,000		(489,627)	(523,651)	(557,854)	(592,157)	(626,750)	(661,154)	(696,907)
	6,000		(507,365)	(541,390)	(575,692)	(610,083)	(644,690)	(679,503)	(714,446)
	7,000		(525,104)	(559,228)	(593,531)	(628,023)	(662,909)	(698,852)	(734,795)
	8,000		(542,842)	(577,066)	(611,370)	(645,963)	(681,258)	(717,201)	(753,144)
	9,000		(560,602)	(594,905)	(629,296)	(663,902)	(699,607)	(735,550)	(771,493)
	10,000		(578,440)	(612,744)	(647,235)	(682,013)	(717,956)	(753,899)	(789,842)
	11,000		(596,279)	(630,583)	(665,175)	(700,362)	(736,305)	(772,248)	(808,191)
	12,000		(614,118)	(648,508)	(683,115)	(718,711)	(754,654)	(790,597)	(826,539)
	13,000		(631,957)	(666,448)	(701,117)	(737,060)	(773,002)	(808,945)	(844,888)
	14,000		(649,796)	(684,388)	(719,465)	(755,408)	(791,351)	(827,294)	(863,237)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(640,652)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(472,703)	(511,966)	(551,380)	(590,969)	(631,869)	(672,772)	(713,674)
	17.5%		(555,362)	(590,492)	(625,773)	(661,229)	(697,996)	(734,766)	(771,535)
	20.0%		(638,021)	(669,018)	(700,166)	(731,489)	(764,123)	(796,760)	(829,397)
	22.5%		(720,680)	(747,544)	(774,559)	(801,749)	(830,251)	(858,754)	(887,258)
	25.0%		(803,338)	(826,070)	(848,952)	(872,009)	(896,378)	(920,748)	(945,119)
	27.5%		(885,997)	(904,596)	(923,345)	(942,269)	(962,505)	(982,742)	(1,002,980)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(640,652)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(521,894)	(556,197)	(590,652)	(625,281)	(661,222)	(697,165)	(733,108)
	150,000		(571,894)	(606,197)	(640,652)	(675,281)	(711,222)	(747,165)	(783,108)
	200,000		(621,894)	(656,197)	(690,652)	(725,281)	(761,222)	(797,165)	(833,108)
	250,000		(671,894)	(706,197)	(740,652)	(775,281)	(811,222)	(847,165)	(883,108)
	300,000		(721,894)	(756,197)	(790,652)	(825,281)	(861,222)	(897,165)	(933,108)
	350,000		(771,894)	(806,197)	(840,652)	(875,281)	(911,222)	(947,165)	(983,108)
	400,000		(821,894)	(856,197)	(890,652)	(925,281)	(961,222)	(997,165)	(1,033,108)
	450,000		(871,894)	(906,197)	(940,652)	(975,281)	(1,011,222)	(1,047,165)	(1,083,108)
	500,000		(921,894)	(956,197)	(990,652)	(1,025,281)	(1,061,222)	(1,097,165)	(1,133,108)
	550,000		(971,894)	(1,006,197)	(1,040,652)	(1,075,281)	(1,111,222)	(1,147,165)	(1,183,108)
	600,000		(1,021,894)	(1,056,197)	(1,090,652)	(1,125,281)	(1,161,222)	(1,197,165)	(1,233,108)
	650,000		(1,071,894)	(1,106,197)	(1,140,652)	(1,175,281)	(1,211,222)	(1,247,165)	(1,283,108)
	700,000		(1,121,894)	(1,156,197)	(1,190,652)	(1,225,281)	(1,261,222)	(1,297,165)	(1,333,108)
	750,000		(1,171,894)	(1,206,197)	(1,240,652)	(1,275,281)	(1,311,222)	(1,347,165)	(1,383,108)
	800,000		(1,221,894)	(1,256,197)	(1,290,652)	(1,325,281)	(1,361,222)	(1,397,165)	(1,433,108)
	850,000		(1,271,894)	(1,306,197)	(1,340,652)	(1,375,281)	(1,411,222)	(1,447,165)	(1,483,108)

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(640,652)							
			172,277	145,157	118,037	90,917	63,755	36,588	9,387
			61,076	34,019	6,912	(20,204)	(47,375)	(74,589)	(101,864)
			(50,565)	(77,666)	(104,813)	(132,031)	(161,676)	(193,394)	(225,301)
			(165,853)	(197,365)	(229,028)	(260,889)	(293,038)	(325,625)	(358,887)
			(297,342)	(329,439)	(361,942)	(395,082)	(429,136)	(463,453)	(497,954)
			(432,138)	(466,010)	(500,181)	(534,484)	(568,934)	(603,652)	(639,228)
			(571,894)	(606,197)	(640,652)	(675,281)	(711,222)	(747,165)	(783,108)
			(712,996)	(748,028)	(783,820)	(819,612)	(855,404)	(891,196)	(926,988)
			(857,022)	(892,663)	(928,304)	(963,945)	(999,586)	(1,035,227)	(1,070,868)
			(1,001,808)	(1,037,298)	(1,072,788)	(1,108,278)	(1,143,768)	(1,179,258)	(1,214,748)
			(1,146,593)	(1,181,932)	(1,217,271)	(1,252,611)	(1,287,950)	(1,323,289)	(1,358,628)
			(1,291,379)	(1,326,567)	(1,361,755)	(1,396,943)	(1,432,132)	(1,467,320)	(1,502,508)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(640,652)							
			483,302	(517,327)	(551,493)	(585,797)	(620,354)	(655,612)	(691,555)
			1,000	(503,196)	(537,221)	(571,500)	(605,867)	(640,473)	(676,191)
			2,000	(523,090)	(557,202)	(591,506)	(625,986)	(660,826)	(696,769)
			3,000	(542,983)	(577,208)	(611,512)	(646,105)	(681,404)	(717,347)
			4,000	(562,911)	(597,214)	(631,618)	(666,225)	(701,982)	(737,925)
			5,000	(582,917)	(617,221)	(651,737)	(686,617)	(722,560)	(758,503)
			6,000	(602,923)	(637,250)	(671,857)	(707,196)	(743,139)	(779,081)
			7,000	(622,929)	(657,369)	(691,976)	(727,774)	(763,717)	(799,660)
			8,000	(642,935)	(677,489)	(712,409)	(748,352)	(784,295)	(820,238)
			9,000	(663,001)	(697,608)	(732,987)	(768,930)	(804,873)	(840,816)
			10,000	(683,121)	(717,727)	(753,565)	(789,508)	(825,451)	(861,394)
			11,000	(703,240)	(738,201)	(774,143)	(810,086)	(846,029)	(881,972)
			12,000	(723,359)	(758,779)	(794,722)	(830,665)	(866,608)	(902,550)
			13,000	(743,478)	(779,357)	(815,300)	(851,243)	(887,186)	(923,129)
			14,000	(763,597)	(799,935)	(835,878)	(871,821)	(907,764)	(943,707)
			15,000	(784,570)	(820,513)	(856,456)	(892,399)	(928,342)	(964,285)
		16,000	(805,148)	(841,091)	(877,034)	(912,977)	(948,920)	(984,863)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(640,652)							
			(1,158,294)	(1,164,694)	(1,171,095)	(1,177,496)	(1,183,897)	(1,190,298)	(1,196,698)
			82%	(1,099,209)	(1,108,564)	(1,117,919)	(1,127,274)	(1,136,629)	(1,145,984)
			84%	(1,040,125)	(1,052,434)	(1,064,743)	(1,077,053)	(1,089,362)	(1,101,671)
			86%	(981,041)	(996,304)	(1,011,567)	(1,026,831)	(1,042,094)	(1,057,358)
			88%	(921,956)	(940,174)	(958,391)	(976,609)	(994,827)	(1,013,044)
			90%	(862,872)	(884,044)	(905,216)	(926,387)	(947,559)	(968,731)
			92%	(803,787)	(827,914)	(852,040)	(876,166)	(900,292)	(924,418)
			94%	(744,703)	(771,783)	(798,864)	(825,944)	(853,024)	(880,105)
			96%	(686,440)	(715,653)	(745,688)	(775,722)	(805,757)	(835,791)
			98%	(629,015)	(660,671)	(692,512)	(725,501)	(758,489)	(791,478)
			100%	(571,894)	(606,197)	(640,652)	(675,281)	(711,222)	(747,165)
			102%	(515,055)	(551,932)	(589,092)	(626,382)	(663,954)	(702,851)
		104%	(458,408)	(498,001)	(537,701)	(577,698)	(617,863)	(658,538)	
		106%	(403,017)	(444,260)	(486,622)	(529,160)	(572,017)	(615,094)	
		108%	(348,689)	(391,744)	(435,717)	(480,918)	(526,320)	(572,048)	
		110%	(295,058)	(340,177)	(385,953)	(432,780)	(480,891)	(529,207)	
		112%	(241,892)	(289,243)	(337,068)	(385,645)	(435,498)	(486,538)	
		114%	(189,055)	(238,730)	(288,762)	(339,360)	(390,866)	(443,972)	
		116%	(137,532)	(188,527)	(240,863)	(293,647)	(347,100)	(401,722)	
		118%	(92,206)	(139,330)	(193,274)	(248,332)	(303,910)	(360,360)	
		120%	(46,997)	(96,253)	(145,688)	(203,297)	(261,132)	(319,636)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(640,652)							
			(571,894)	(606,197)	(640,652)	(675,281)	(711,222)	(747,165)	(783,108)
			10,000	(571,894)	(597,276)	(622,709)	(648,344)	(674,518)	(701,285)
			20,000	(571,894)	(588,355)	(604,817)	(621,430)	(638,094)	(655,405)
			30,000	(571,894)	(579,434)	(586,975)	(594,516)	(602,208)	(609,901)
			40,000	(571,894)	(570,514)	(569,133)	(567,753)	(566,373)	(565,044)
			50,000	(571,894)	(561,593)	(551,292)	(540,991)	(530,689)	(520,388)
			60,000	(571,894)	(552,672)	(533,450)	(514,228)	(495,010)	(475,810)
			70,000	(571,894)	(543,751)	(515,668)	(487,597)	(459,527)	(431,456)
			80,000	(571,894)	(534,868)	(497,926)	(460,985)	(424,044)	(387,102)
			90,000	(571,894)	(525,997)	(480,185)	(434,373)	(388,619)	(343,292)
		100,000	(571,894)	(517,126)	(462,443)	(407,794)	(353,704)	(300,240)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Appraisal Ref: **San8** (see Typologies Matrix)  
 Scheme Typology: **Low Value Brownfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **350**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme		350 Units						
AH Policy requirement (% Target)		10%						
Open Market Sale (OMS) housing		Open Market Sale (OMS) 90%						
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	63.0	12.4%	4.3	19%	67.3		
3 bed House	40.0%	126.0	26.8%	9.4	39%	135.4		
4 bed House	20.0%	63.0	20.0%	7.0	20%	70.0		
5 bed House	5.0%	15.8	5.9%	2.1	5%	17.8		
1 bed Flat	10.0%	31.5	22.5%	7.9	11%	39.4		
2 bed Flat	5.0%	15.8	12.4%	4.3	6%	20.1		
Total number of units	100.0%	315.0	100.0%	35.0	100%	350.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>			
					(sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	4,977	53,572	343	3,691	5,320	57,262		
3 bed House	12,600	135,625	938	10,097	13,538	145,722		
4 bed House	8,064	86,800	896	9,644	8,960	96,445		
5 bed House	2,520	27,125	330	3,556	2,850	30,681		
1 bed Flat	1,853	19,945	463	4,986	2,316	24,931		
2 bed Flat	1,297	13,961	357	3,847	1,654	17,809		
	31,311	337,029	3,328	35,821	34,639	372,850		
<b>AH % by floor area:</b>		<b>9.61% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV (£ (no AH))</b>				
1 bed House	145,000	2,339	217	0				
2 bed House	170,000	2,152	200	11,447,800				
3 bed House	205,000	2,050	190	27,752,900				
4 bed House	265,000	2,070	192	18,550,000				
5 bed House	340,000	2,125	197	6,057,100				
1 bed Flat	115,000	2,300	214	4,528,125				
2 bed Flat	135,000	1,929	179	2,712,150				
				71,048,075				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
					* capped @£250K			

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	63.0	@	170,000	10,710,000
3 bed House	126.0	@	205,000	25,830,000
4 bed House	63.0	@	265,000	16,695,000
5 bed House	15.8	@	340,000	5,355,000
1 bed Flat	31.5	@	115,000	3,622,500
2 bed Flat	15.8	@	135,000	2,126,250
	315.0			64,338,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	3.3	@	102,000	332,010
3 bed House	7.0	@	123,000	865,305
4 bed House	5.3	@	159,000	834,750
5 bed House	1.5	@	204,000	315,945
1 bed Flat	5.9	@	69,000	407,531
2 bed Flat	3.3	@	81,000	263,655
	26.3			3,019,196
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.1	@	119,000	129,115
3 bed House	2.3	@	143,500	336,508
4 bed House	1.8	@	185,500	324,625
5 bed House	0.5	@	238,000	122,868
1 bed Flat	2.0	@	80,500	158,484
2 bed Flat	1.1	@	94,500	102,533
	8.8			1,174,132
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	35.0		-
<b>Sub-total GDV Residential</b>				<b>68,532,078</b>
<b>AH on-site cost analysis:</b>				
			<b>73 £ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH) 2,515,997</b>
				<b>7,189 £ per unit (total units)</b>
<b>Grant</b>				
35 AH units @ <span style="background-color: #92d050;">          </span> 0 per unit				
<b>Total GDV</b>				<b>68,532,078</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield**      No Units: **350**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(64,259)
Planning Application Professional Fees, Surveys and reports						(190,000)
CIL						(646,259)
CIL analysis:		31,311 sqm (Market only)	20.64 £ psm			
		0.94% % of GDV	1,846 £ per unit (total units)			
Site Specific S106 Contributions						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		350 units @		9,633 per unit		(3,371,550)
Sub-total						(3,371,550)
S106 analysis:		866,970 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						-
Comm. Sum analysis:			34,639 sqm (total)	0 £ psm		
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(478,333)
		3.89 ha @		123,000 £ per ha (if brownfield)		
Site Infrastructure costs -						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		350 units @		0 per unit		-
Sub-total						-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						
		- sqm @		1,211 psm		-
2 bed House						(6,442,350)
		5,320 sqm @		1,211 psm		
3 bed House						(16,394,518)
		13,538 sqm @		1,211 psm		
4 bed House						(10,850,560)
		8,960 sqm @		1,211 psm		
5 bed House						(3,451,834)
		2,850 sqm @		1,211 psm		
1 bed Flat						(3,265,809)
		2,316 sqm @		1,410 psm		
2 bed Flat						(2,332,804)
		34,639	1,654 sqm @	1,410 psm		
Garages for 3 bed House (OMS only)						-
		126 units @	0% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(555,377)
		63 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						(222,151)
		16 units @	120% @	11,754 £ per garage		
External works						(6,527,310)
		43,515,402 @		15.0%		
Ext. Works analysis:				18,649 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs						(100,450)
		350 units @		287 £ per unit		
M4(2) Category 2 Housing Aff units						(18,235)
		35 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						(164,115)
		315 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						-
		35 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						-
		315 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(1,557,150)
		350 units @		4,449 £ per unit		
Renewable Energy						-
		350 units @		0 £ per unit		
EV Charging Points - Houses						-
		291 units @		0 £ per unit		
EV Charging Points - Flats						-
		59 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		350 units @		0 £ per unit		
Sub-total						(1,839,950)
Policy Costs analysis: (design costs only)				5,257 £ per unit (total units)		
Contingency (on construction)						(2,618,050)
		52,360,996 @		5.0%		



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	52,360,996 @		<b>6.5%</b>		(3,403,465)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	64,338,750 OMS @		<b>3.00%</b>	5,515 £ per unit	(1,930,163)
Residential Sales Agent Costs	64,338,750 OMS @		<b>1.00%</b>	1,838 £ per unit	(643,388)
Residential Sales Legal Costs	64,338,750 OMS @		<b>0.25%</b>	460 £ per unit	(160,847)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>7,841 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(892,194)
<b>Developers Profit -</b>					
Profit on OMS	64,338,750		<b>18.00%</b>		(11,580,975)
Margin on AH	4,193,328		<b>6.00%</b> on AH values		(251,600)
<b>Profit analysis:</b>	<b>68,532,078</b>		<b>17.27%</b> blended GDV		<b>(11,832,575)</b>
	<b>66,391,170</b>		<b>17.82%</b> on costs		<b>(11,832,575)</b>
<b>TOTAL COSTS</b>					<b>(78,223,744)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(9,691,666)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(9,691,666)</b>
<b>RLV analysis:</b>	<b>(27,690) £ per plot</b>	<b>(2,492,143) £ per ha (net)</b>	<b>(1,008,556) £ per acre (net)</b>		
		<b>(2,492,143) £ per ha (gross)</b>	<b>(1,008,556) £ per acre (gross)</b>		
			<b>-14.14% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>90.0</b> dph (net)			
Site Area (net)		3.89 ha (net)		9.61 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		3.89 ha (gross)		9.61 acres (gross)	
<b>Density analysis:</b>		<b>8,907</b> sqm/ha (net)		<b>38,800</b> sqft/ac (net)	
		<b>90</b> dph (gross)			
Benchmark Land Value (net)	4,118 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>1,441,417</b>
<b>BLV analysis:</b>		<b>370,650</b> £ per ha (gross)	<b>150,000</b> £ per acre (gross)		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(2,862,793) £ per ha (net)</b>	<b>(1,158,556) £ per acre (net)</b>		<b>(11,133,083)</b>

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Scheme Typology: **Low Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,158,556)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(922,646)	(1,003,296)	(1,084,445)	(1,165,835)	(1,247,841)	(1,917,500)	(2,727,173)	
	10.00	(962,318)	(1,041,046)	(1,120,351)	(1,199,939)	(1,311,827)	(2,108,750)	(2,905,673)	
	20.00	(1,001,991)	(1,078,948)	(1,156,258)	(1,234,043)	(1,515,827)	(2,300,000)	(3,084,173)	
	30.00	(1,041,663)	(1,116,849)	(1,192,165)	(1,268,147)	(1,719,827)	(2,491,250)	(3,262,673)	
	40.00	(1,081,430)	(1,154,751)	(1,228,270)	(1,302,251)	(1,923,827)	(2,682,501)	(3,441,174)	
	50.00	(1,121,326)	(1,192,653)	(1,264,380)	(1,381,905)	(2,127,828)	(2,873,751)	(3,619,674)	
	60.00	(1,161,223)	(1,230,554)	(1,300,490)	(1,598,655)	(2,331,828)	(3,065,001)	(3,798,174)	
	70.00	(1,201,119)	(1,268,637)	(1,336,600)	(1,815,405)	(2,535,828)	(3,256,251)	(3,976,674)	
	80.00	(1,241,016)	(1,306,753)	(1,372,709)	(2,032,155)	(2,739,828)	(3,447,501)	(4,155,174)	
	90.00	(1,280,919)	(1,344,869)	(1,553,982)	(2,248,905)	(2,943,828)	(3,638,751)	(4,333,674)	
	100.00	(1,321,041)	(1,382,985)	(1,783,483)	(2,465,655)	(3,147,828)	(3,830,001)	(4,512,174)	
	110.00	(1,361,163)	(1,421,101)	(2,012,983)	(2,682,406)	(3,351,829)	(4,021,252)	(4,690,674)	
	120.00	(1,401,285)	(1,585,810)	(2,242,483)	(2,899,156)	(3,555,829)	(4,212,502)	(4,869,175)	
	130.00	(1,441,407)	(1,828,060)	(2,471,983)	(3,115,906)	(3,759,829)	(4,403,752)	(5,047,675)	
	140.00	(1,481,529)	(2,070,310)	(2,701,483)	(3,332,656)	(3,963,829)	(4,595,002)	(5,226,175)	
	150.00	(1,694,138)	(2,312,560)	(2,930,983)	(3,549,406)	(4,167,829)	(4,786,252)	(5,404,675)	
	160.00	(1,949,138)	(2,554,811)	(3,160,484)	(3,766,156)	(4,371,829)	(4,977,502)	(5,583,175)	
	170.00	(2,204,138)	(2,797,061)	(3,389,984)	(3,982,907)	(4,575,829)	(5,168,752)	(5,761,675)	
	180.00	(2,459,138)	(3,039,311)	(3,619,484)	(4,199,657)	(4,779,830)	(5,360,003)	(5,940,175)	
	190.00	(2,714,138)	(3,281,561)	(3,848,984)	(4,416,407)	(4,983,830)	(5,551,253)	(6,118,676)	
200.00	(2,969,139)	(3,523,811)	(4,078,484)	(4,633,157)	(5,187,830)	(5,742,503)	(6,297,176)		
210.00	(3,224,139)	(3,766,062)	(4,307,984)	(4,849,907)	(5,391,830)	(5,933,753)	(6,475,676)		
220.00	(3,479,139)	(4,008,312)	(4,537,485)	(5,066,657)	(5,595,830)	(6,125,003)	(6,654,176)		
230.00	(3,734,139)	(4,250,562)	(4,766,985)	(5,283,408)	(5,799,830)	(6,316,253)	(6,832,676)		
240.00	(3,989,139)	(4,492,812)	(4,996,485)	(5,500,158)	(6,003,831)	(6,507,503)	(7,011,176)		
250.00	(4,244,139)	(4,735,062)	(5,225,985)	(5,716,908)	(6,207,831)	(6,698,754)	(7,189,676)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,158,556)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(625,581)	(698,579)	(773,260)	(849,727)	(926,283)	(1,003,462)	(1,080,990)	
	1,000	(663,988)	(737,542)	(813,083)	(889,639)	(966,417)	(1,043,600)	(1,121,354)	
	2,000	(702,583)	(776,786)	(852,995)	(929,551)	(1,006,554)	(1,083,854)	(1,161,719)	
	3,000	(741,389)	(816,367)	(892,907)	(969,508)	(1,046,691)	(1,124,218)	(1,393,971)	
	4,000	(780,458)	(856,263)	(932,818)	(1,009,646)	(1,086,829)	(1,164,583)	(1,650,511)	
	5,000	(819,819)	(896,174)	(972,730)	(1,049,783)	(1,127,082)	(1,204,947)	(1,907,050)	
	6,000	(859,530)	(936,086)	(1,012,737)	(1,089,920)	(1,167,447)	(1,380,232)	(2,163,590)	
	7,000	(899,442)	(975,998)	(1,052,875)	(1,130,058)	(1,207,811)	(1,636,772)	(2,420,129)	
	8,000	(939,354)	(1,015,910)	(1,093,012)	(1,170,311)	(1,248,175)	(1,893,311)	(2,676,668)	
	9,000	(979,266)	(1,055,966)	(1,133,149)	(1,210,675)	(1,366,494)	(2,149,851)	(2,933,208)	
	10,000	(1,019,177)	(1,096,104)	(1,173,287)	(1,251,039)	(1,623,033)	(2,406,390)	(3,189,747)	
	11,000	(1,059,089)	(1,136,241)	(1,213,539)	(1,291,404)	(1,879,573)	(2,662,930)	(3,446,287)	
	12,000	(1,099,195)	(1,176,378)	(1,253,903)	(1,352,760)	(2,136,112)	(2,919,469)	(3,702,826)	
	13,000	(1,139,333)	(1,216,516)	(1,294,268)	(1,609,294)	(2,392,651)	(3,176,008)	(3,959,366)	
14,000	(1,179,470)	(1,256,767)	(1,334,632)	(1,865,834)	(2,649,191)	(3,432,548)	(4,215,905)		

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,158,556)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(781,351)	(869,353)	(957,695)	(1,046,624)	(1,350,340)	(2,144,856)	(2,939,372)	
	17.5%	(967,333)	(1,046,037)	(1,125,080)	(1,204,609)	(1,499,126)	(2,284,343)	(3,069,560)	
	20.0%	(1,153,316)	(1,222,720)	(1,292,464)	(1,362,694)	(1,647,912)	(2,423,830)	(3,199,747)	
	22.5%	(1,339,298)	(1,399,403)	(1,459,848)	(1,520,779)	(1,796,698)	(2,563,316)	(3,329,935)	
	25.0%	(1,525,280)	(1,576,086)	(1,627,232)	(1,678,864)	(1,945,484)	(2,702,803)	(3,460,123)	
	27.5%	(1,711,263)	(1,752,770)	(1,794,616)	(1,836,949)	(2,094,270)	(2,842,290)	(3,590,310)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,158,556)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(954,530)	(1,031,373)	(1,108,556)	(1,186,226)	(1,478,883)	(2,262,240)	(3,045,597)	
	150,000	(1,004,530)	(1,081,373)	(1,158,556)	(1,236,226)	(1,528,883)	(2,312,240)	(3,095,597)	
	200,000	(1,054,530)	(1,131,373)	(1,208,556)	(1,286,226)	(1,578,883)	(2,362,240)	(3,145,597)	
	250,000	(1,104,530)	(1,181,373)	(1,258,556)	(1,336,226)	(1,628,883)	(2,412,240)	(3,195,597)	
	300,000	(1,154,530)	(1,231,373)	(1,308,556)	(1,386,226)	(1,678,883)	(2,462,240)	(3,245,597)	
	350,000	(1,204,530)	(1,281,373)	(1,358,556)	(1,436,226)	(1,728,883)	(2,512,240)	(3,295,597)	
	400,000	(1,254,530)	(1,331,373)	(1,408,556)	(1,486,226)	(1,778,883)	(2,562,240)	(3,345,597)	
	450,000	(1,304,530)	(1,381,373)	(1,458,556)	(1,536,226)	(1,828,883)	(2,612,240)	(3,395,597)	
	500,000	(1,354,530)	(1,431,373)	(1,508,556)	(1,586,226)	(1,878,883)	(2,662,240)	(3,445,597)	
	550,000	(1,404,530)	(1,481,373)	(1,558,556)	(1,636,226)	(1,928,883)	(2,712,240)	(3,495,597)	
	600,000	(1,454,530)	(1,531,373)	(1,608,556)	(1,686,226)	(1,978,883)	(2,762,240)	(3,545,597)	
	650,000	(1,504,530)	(1,581,373)	(1,658,556)	(1,736,226)	(2,028,883)	(2,812,240)	(3,595,597)	
	700,000	(1,554,530)	(1,631,373)	(1,708,556)	(1,786,226)	(2,078,883)	(2,862,240)	(3,645,597)	
	750,000	(1,604,530)	(1,681,373)	(1,758,556)	(1,836,226)	(2,128,883)	(2,912,240)	(3,695,597)	
	800,000	(1,654,530)	(1,731,373)	(1,808,556)	(1,886,226)	(2,178,883)	(2,962,240)	(3,745,597)	
	850,000	(1,704,530)	(1,781,373)	(1,858,556)	(1,936,226)	(2,228,883)	(3,012,240)	(3,795,597)	

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Scheme Typology: **Low Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,158,556)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		647,083	586,152	525,220	464,288	403,351	342,331	281,311
	75%		397,421	336,662	275,861	214,996	154,105	93,114	32,040
	80%		146,964	86,235	25,386	(35,545)	(96,615)	(160,373)	(231,491)
	85%		(104,834)	(169,514)	(240,224)	(311,258)	(382,707)	(454,831)	(527,967)
	90%		(392,962)	(464,330)	(536,341)	(609,354)	(683,922)	(760,728)	(837,941)
	95%		(692,665)	(766,975)	(843,366)	(920,250)	(997,531)	(1,075,112)	(1,153,309)
	100%		(1,004,530)	(1,081,373)	(1,158,556)	(1,236,226)	(1,314,883)	(1,393,540)	(1,472,197)
	105%		(1,321,135)	(1,398,668)	(1,476,201)	(1,553,734)	(1,631,267)	(1,708,800)	(1,786,333)
	110%		(2,444,015)	(3,223,151)	(4,002,286)	(4,781,422)	(5,560,557)	(6,339,693)	(7,118,828)
	115%		(4,468,295)	(5,247,431)	(6,026,566)	(6,805,702)	(7,584,837)	(8,363,973)	(9,143,108)
	120%		(6,492,576)	(7,271,712)	(8,050,847)	(8,829,983)	(9,609,118)	(10,388,254)	(11,167,389)
	125%		(8,516,856)	(9,295,992)	(10,075,127)	(10,854,263)	(11,633,398)	(12,412,534)	(13,191,669)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,158,556)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(805,749)	(881,945)	(958,141)	(1,034,337)	(1,110,533)	(1,186,729)	(1,262,925)
	1,000		(850,150)	(926,346)	(1,002,542)	(1,078,738)	(1,154,934)	(1,231,130)	(1,307,326)
	2,000		(894,551)	(970,747)	(1,046,943)	(1,123,139)	(1,199,335)	(1,275,531)	(1,351,727)
	3,000		(938,952)	(1,015,148)	(1,091,344)	(1,167,540)	(1,243,736)	(1,319,932)	(1,396,128)
	4,000		(983,353)	(1,061,549)	(1,137,745)	(1,213,941)	(1,290,137)	(1,366,333)	(1,442,529)
	5,000		(1,027,754)	(1,107,950)	(1,184,146)	(1,260,342)	(1,336,538)	(1,412,734)	(1,488,930)
	6,000		(1,072,155)	(1,154,351)	(1,230,547)	(1,306,743)	(1,382,939)	(1,459,135)	(1,535,331)
	7,000		(1,116,556)	(1,198,752)	(1,274,948)	(1,351,144)	(1,427,340)	(1,503,536)	(1,579,732)
	8,000		(1,160,957)	(1,243,153)	(1,319,349)	(1,395,545)	(1,471,741)	(1,547,937)	(1,624,133)
	9,000		(1,205,358)	(1,287,554)	(1,363,750)	(1,439,946)	(1,516,142)	(1,592,338)	(1,668,534)
	10,000		(1,249,759)	(1,331,955)	(1,408,151)	(1,484,347)	(1,560,543)	(1,636,739)	(1,712,935)
	11,000		(1,294,160)	(1,376,356)	(1,452,552)	(1,528,748)	(1,604,944)	(1,681,140)	(1,757,336)
	12,000		(1,338,561)	(1,420,757)	(1,496,953)	(1,573,149)	(1,649,345)	(1,725,541)	(1,801,737)
	13,000		(1,382,962)	(1,465,158)	(1,541,354)	(1,617,550)	(1,693,746)	(1,769,942)	(1,846,138)
	14,000		(1,427,363)	(1,509,559)	(1,585,755)	(1,661,951)	(1,738,147)	(1,814,343)	(1,890,539)
	15,000		(1,471,764)	(1,553,960)	(1,630,156)	(1,706,352)	(1,782,548)	(1,858,744)	(1,934,940)
	16,000		(1,516,165)	(1,598,361)	(1,674,557)	(1,750,753)	(1,826,949)	(1,903,145)	(1,979,341)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,158,556)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(8,052,511)	(8,353,015)	(8,653,519)	(8,954,023)	(9,254,527)	(9,555,031)	(9,855,535)
	82%		(7,086,805)	(7,435,594)	(7,784,384)	(8,133,174)	(8,481,963)	(8,830,753)	(9,179,542)
	84%		(6,121,099)	(6,518,174)	(6,915,249)	(7,312,324)	(7,709,399)	(8,106,473)	(8,503,548)
	86%		(5,155,394)	(5,600,754)	(6,046,114)	(6,491,474)	(6,936,834)	(7,382,194)	(7,827,554)
	88%		(4,189,688)	(4,683,334)	(5,176,979)	(5,670,624)	(6,164,270)	(6,657,915)	(7,151,561)
	90%		(3,223,983)	(3,765,913)	(4,307,844)	(4,849,775)	(5,391,705)	(5,933,636)	(6,475,567)
	92%		(2,258,277)	(2,848,493)	(3,438,709)	(4,028,925)	(4,619,141)	(5,209,357)	(5,799,573)
	94%		(1,390,763)	(1,931,073)	(2,569,574)	(3,208,075)	(3,846,576)	(4,485,077)	(5,123,578)
	96%		(1,261,386)	(1,326,313)	(1,700,439)	(2,387,226)	(3,074,012)	(3,760,799)	(4,447,585)
	98%		(1,132,713)	(1,203,470)	(1,274,227)	(1,566,376)	(2,301,448)	(3,036,519)	(3,771,591)
	100%		(1,004,530)	(1,081,373)	(1,158,556)	(1,236,226)	(1,314,883)	(1,393,540)	(1,472,197)
	102%		(876,832)	(959,773)	(1,042,886)	(1,126,495)	(1,210,504)	(1,294,513)	(1,378,522)
104%		(751,197)	(838,501)	(927,786)	(1,017,251)	(1,107,286)	(1,197,889)	(1,288,492)	
106%		(628,564)	(719,620)	(812,935)	(908,568)	(1,004,468)	(1,100,930)	(1,198,128)	
108%		(507,741)	(603,335)	(700,423)	(800,060)	(902,121)	(1,004,538)	(1,107,564)	
110%		(388,121)	(488,658)	(590,261)	(693,577)	(799,963)	(908,443)	(1,017,459)	
112%		(269,281)	(375,051)	(481,575)	(589,343)	(699,171)	(812,670)	(927,535)	
114%		(151,074)	(262,154)	(373,891)	(486,521)	(600,660)	(717,435)	(838,146)	
116%		(47,941)	(148,776)	(266,897)	(384,669)	(503,560)	(624,355)	(748,758)	
118%		53,668	(51,960)	(160,418)	(283,514)	(407,452)	(532,809)	(660,757)	
120%		155,057	44,591	(66,153)	(182,827)	(312,018)	(442,325)	(574,534)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,158,556)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(1,004,530)	(1,081,373)	(1,158,556)	(1,236,226)	(1,314,883)	(1,393,540)	(1,472,197)
	10,000		(1,004,530)	(1,061,301)	(1,118,412)	(1,175,669)	(1,233,348)	(1,291,483)	(1,350,000)
	20,000		(1,004,530)	(1,041,229)	(1,078,268)	(1,115,307)	(1,152,606)	(1,190,099)	(1,227,840)
	30,000		(1,004,530)	(1,021,208)	(1,038,124)	(1,055,091)	(1,072,058)	(1,089,171)	(1,106,479)
	40,000		(1,004,530)	(1,001,248)	(997,980)	(994,874)	(991,769)	(988,664)	(985,559)
	50,000		(1,004,530)	(981,289)	(958,049)	(934,808)	(911,568)	(888,327)	(865,126)
	60,000		(1,004,530)	(961,330)	(918,130)	(874,931)	(831,731)	(788,531)	(745,331)
	70,000		(1,004,530)	(941,371)	(878,212)	(815,053)	(751,894)	(688,735)	(625,576)
	80,000		(1,004,530)	(921,411)	(838,293)	(755,175)	(672,057)	(588,939)	(505,821)
	90,000		(1,004,530)	(901,452)	(798,375)	(695,257)	(592,139)	(489,021)	(385,903)
	100,000		(1,004,530)	(881,493)	(758,566)	(637,065)	(516,979)	(397,975)	(279,871)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Appraisal Ref: **San9** (see Typologies Matrix)  
 Scheme Typology: **Low Value High Density Brownfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Brownfield**  
 Notes: **No Units: 45**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				45 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0	12.4%	0.6	1%	0.6		
3 bed House	0.0%	0.0	26.8%	1.2	3%	1.2		
4 bed House	0.0%	0.0	20.0%	0.9	2%	0.9		
5 bed House	0.0%	0.0	5.9%	0.3	1%	0.3		
1 bed Flat	55.0%	22.3	22.5%	1.0	52%	23.3		
2 bed Flat	45.0%	18.2	12.4%	0.6	42%	18.8		
Total number of units	100.0%	40.5	100.0%	4.5	100%	45.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House	0	0	0	0	0		0	
2 bed House	0	0	44	474	44		474	
3 bed House	0	0	121	1,298	121		1,298	
4 bed House	0	0	115	1,240	115		1,240	
5 bed House	0	0	42	457	42		457	
1 bed Flat	1,310	14,104	60	641	1,370		14,745	
2 bed Flat	1,501	16,155	46	495	1,547		16,650	
	2,811	30,259	428	4,606	3,239		34,865	
<b>AH % by floor area:</b>		<b>13.21% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	145,000	2,339	217	0				
2 bed House	170,000	2,152	200	94,860				
3 bed House	205,000	2,050	190	247,230				
4 bed House	265,000	2,070	192	238,500				
5 bed House	340,000	2,125	197	90,270				
1 bed Flat	115,000	2,300	214	2,678,063				
2 bed Flat	135,000	1,929	179	2,535,705				
				5,884,628				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
					* capped @£250K			

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value High Density Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	0.0	@	170,000	-
3 bed House	0.0	@	205,000	-
4 bed House	0.0	@	265,000	-
5 bed House	0.0	@	340,000	-
1 bed Flat	22.3	@	115,000	2,561,625
2 bed Flat	18.2	@	135,000	2,460,375
	40.5			5,022,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.4	@	102,000	42,687
3 bed House	0.9	@	123,000	111,254
4 bed House	0.7	@	159,000	107,325
5 bed House	0.2	@	204,000	40,622
1 bed Flat	0.8	@	69,000	52,397
2 bed Flat	0.4	@	81,000	33,899
	3.4			388,182
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	119,000	16,601
3 bed House	0.3	@	143,500	43,265
4 bed House	0.2	@	185,500	41,738
5 bed House	0.1	@	238,000	15,797
1 bed Flat	0.3	@	80,500	20,377
2 bed Flat	0.1	@	94,500	13,183
	1.1			150,960
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>	<b>45</b>			<b>5,561,142</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>323,485</b>
		<b>100 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	5	AH units @	0 per unit	-
<b>Total GDV</b>				<b>5,561,142</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value High Density Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(20,790)
Planning Application Professional Fees, Surveys and reports					(60,000)
CIL					(58,023)
CIL analysis:		2,811 sqm (Market only)	20.64 £ psm	1,289 £ per unit (total units)	
Site Specific S106 Contributions		1.04% % of GDV			
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	45 units @	9,633 per unit		(433,485)
	Sub-total				(433,485)
S106 analysis:		866,970 £ per ha	7.79% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum					-
Comm. Sum analysis:		3,239 sqm (total)	0 £ psm		
		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(61,500)
		0.50 ha @	123,000 £ per ha (if brownfield)		
Site Infrastructure costs -					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	45 units @	0 per unit		-
	Sub-total				-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House					
		- sqm @	1,211 psm		-
2 bed House					
		44 sqm @	1,211 psm		(53,383)
3 bed House					
		121 sqm @	1,211 psm		(146,047)
4 bed House					
		115 sqm @	1,211 psm		(139,507)
5 bed House					
		42 sqm @	1,211 psm		(51,443)
1 bed Flat					
		1,370 sqm @	1,410 psm		(1,931,493)
2 bed Flat					
		3,239 sqm @	1,410 psm		(2,181,038)
Garages for 3 bed House (OMS only)					
		- units @	0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)					
		- units @	75% @	11,754 £ per garage	-
Garages for 5 bed House (OMS only)					
		- units @	120% @	11,754 £ per garage	-
External works					(675,437)
Ext. Works analysis:		4,502,911 @	15.0%	15,010 £ per unit (total units)	
Policy Costs on design -					
Net Biodiversity costs					(12,915)
		45 units @	287 £ per unit		
M4(2) Category 2 Housing					
	Aff units	5 units @	100% @	521 £ per unit	(2,345)
M4(2) Category 2 Housing					
	OMS units	41 units @	100% @	521 £ per unit	(21,101)
M4(3) Category 3 Housing					
	Aff units	5 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing					
	OMS units	41 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS					(200,205)
		45 units @	4,449 £ per unit		
Renewable Energy					
		45 units @	0 £ per unit		-
EV Charging Points - Houses					
		3 units @	0 £ per unit		-
EV Charging Points - Flats					
		42 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency					
		45 units @	0 £ per unit		-
	Sub-total				(236,565)
Policy Costs analysis: (design costs only)			5,257 £ per unit (total units)		
Contingency (on construction)					(273,821)
		5,476,412 @	5.0%		

# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value High Density Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	5,476,412 @		<b>6.5%</b>		(355,967)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	5,022,000 OMS @		<b>3.00%</b>	3,348 £ per unit	(150,660)
Residential Sales Agent Costs	5,022,000 OMS @		<b>1.00%</b>	1,116 £ per unit	(50,220)
Residential Sales Legal Costs	5,022,000 OMS @		<b>0.25%</b>	279 £ per unit	(12,555)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>4,965 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(239,847)
<b>Developers Profit -</b>					
Profit on OMS	5,022,000		<b>18.00%</b>		(903,960)
Margin on AH	539,142		<b>6.00%</b> on AH values		(32,349)
<b>Profit analysis:</b>	<b>5,561,142</b>			<b>16.84% blended GDV</b>	<b>(936,309)</b>
	<b>7,241,780</b>			<b>12.93% on costs</b>	<b>(936,309)</b>
<b>TOTAL COSTS</b>					<b>(8,178,088)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(2,616,946)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(2,616,946)</b>
<b>RLV analysis:</b>	<b>(58,154) £ per plot</b>	<b>(5,233,892) £ per ha (net)</b>		<b>(2,118,127) £ per acre (net)</b>	
		<b>(5,233,892) £ per ha (gross)</b>		<b>(2,118,127) £ per acre (gross)</b>	
				<b>-47.06% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>90.0</b> dph (net)			
Site Area (net)		0.50 ha (net)		1.24 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.50 ha (gross)		1.24 acres (gross)	
<b>Density analysis:</b>		<b>6,478 sqm/ha (net)</b>		<b>28,219 sqft/ac (net)</b>	
		<b>90 dph (gross)</b>			
Benchmark Land Value (net)	4,118 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>185,325</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>		<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(5,604,542) £ per ha (net)</b>		<b>(2,268,127) £ per acre (net)</b>	<b>(2,802,271)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC

Scheme Typology: **Low Value High Density Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,268,127)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(2,168,198)	(2,192,523)	(2,216,848)	(2,241,173)	(2,265,499)	(2,289,824)	(2,314,149)	(2,338,472)
	10.00	(2,195,803)	(2,218,748)	(2,241,693)	(2,264,638)	(2,287,582)	(2,310,527)	(2,333,472)	(2,356,417)
	20.00	(2,223,408)	(2,244,972)	(2,266,537)	(2,288,102)	(2,309,666)	(2,331,231)	(2,352,796)	(2,374,361)
	30.00	(2,251,013)	(2,271,197)	(2,291,381)	(2,311,566)	(2,331,750)	(2,351,935)	(2,372,119)	(2,392,304)
	40.00	(2,278,618)	(2,297,422)	(2,316,226)	(2,335,030)	(2,353,834)	(2,372,638)	(2,391,443)	(2,410,247)
	50.00	(2,306,222)	(2,323,646)	(2,341,070)	(2,358,494)	(2,375,918)	(2,393,342)	(2,410,766)	(2,428,190)
	60.00	(2,333,827)	(2,349,871)	(2,365,915)	(2,381,958)	(2,398,002)	(2,414,046)	(2,430,090)	(2,446,134)
	70.00	(2,361,432)	(2,376,096)	(2,390,759)	(2,405,423)	(2,420,086)	(2,434,750)	(2,449,413)	(2,464,077)
	80.00	(2,389,037)	(2,402,320)	(2,415,604)	(2,428,887)	(2,442,170)	(2,455,453)	(2,468,736)	(2,482,020)
	90.00	(2,416,642)	(2,428,545)	(2,440,448)	(2,452,351)	(2,464,254)	(2,476,157)	(2,488,060)	(2,500,000)
	100.00	(2,444,247)	(2,454,770)	(2,465,292)	(2,475,815)	(2,486,338)	(2,496,861)	(2,507,383)	(2,517,906)
	110.00	(2,471,852)	(2,480,994)	(2,490,137)	(2,499,279)	(2,508,422)	(2,517,564)	(2,526,707)	(2,535,850)
	120.00	(2,499,457)	(2,507,219)	(2,514,981)	(2,522,744)	(2,530,506)	(2,538,268)	(2,546,030)	(2,553,793)
	130.00	(2,527,062)	(2,533,444)	(2,539,826)	(2,546,208)	(2,552,590)	(2,558,972)	(2,565,354)	(2,571,736)
	140.00	(2,554,667)	(2,559,668)	(2,564,670)	(2,569,672)	(2,574,674)	(2,579,675)	(2,584,677)	(2,589,679)
	150.00	(2,582,272)	(2,585,893)	(2,589,515)	(2,593,136)	(2,596,758)	(2,600,379)	(2,604,000)	(2,607,621)
	160.00	(2,609,877)	(2,612,118)	(2,614,359)	(2,616,600)	(2,618,841)	(2,621,083)	(2,623,324)	(2,625,565)
170.00	(2,637,481)	(2,638,342)	(2,639,203)	(2,640,064)	(2,640,925)	(2,641,786)	(2,642,647)	(2,643,508)	
180.00	(2,665,086)	(2,664,567)	(2,664,048)	(2,663,529)	(2,663,009)	(2,662,490)	(2,661,971)	(2,661,452)	
190.00	(2,692,691)	(2,690,792)	(2,688,892)	(2,686,993)	(2,685,093)	(2,683,194)	(2,681,294)	(2,679,395)	
200.00	(2,720,296)	(2,717,016)	(2,713,737)	(2,710,457)	(2,707,177)	(2,703,897)	(2,700,618)	(2,697,338)	
210.00	(2,747,901)	(2,743,241)	(2,738,581)	(2,733,921)	(2,729,261)	(2,724,601)	(2,719,941)	(2,715,281)	
220.00	(2,775,506)	(2,769,466)	(2,763,426)	(2,757,385)	(2,751,345)	(2,745,305)	(2,739,265)	(2,733,225)	
230.00	(2,803,111)	(2,795,690)	(2,788,270)	(2,780,849)	(2,773,429)	(2,766,008)	(2,758,588)	(2,751,167)	
240.00	(2,830,716)	(2,821,915)	(2,813,114)	(2,804,314)	(2,795,513)	(2,786,712)	(2,777,911)	(2,769,110)	
250.00	(2,858,321)	(2,848,140)	(2,837,959)	(2,827,778)	(2,817,597)	(2,807,416)	(2,797,235)	(2,787,054)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,268,127)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(1,842,072)	(1,863,548)	(1,885,025)	(1,906,501)	(1,927,977)	(1,949,454)	(1,970,930)	(1,992,407)
	1,000	(1,881,842)	(1,903,318)	(1,924,794)	(1,946,271)	(1,967,747)	(1,989,224)	(2,010,700)	(2,032,177)
	2,000	(1,921,612)	(1,943,088)	(1,964,564)	(1,986,041)	(2,007,517)	(2,028,993)	(2,050,470)	(2,071,946)
	3,000	(1,961,381)	(1,982,858)	(2,004,334)	(2,025,810)	(2,047,287)	(2,068,763)	(2,090,239)	(2,111,716)
	4,000	(2,001,151)	(2,022,628)	(2,044,104)	(2,065,580)	(2,087,057)	(2,108,533)	(2,130,009)	(2,151,485)
	5,000	(2,040,921)	(2,062,397)	(2,083,874)	(2,105,350)	(2,126,826)	(2,148,303)	(2,169,779)	(2,191,255)
	6,000	(2,080,691)	(2,102,167)	(2,123,643)	(2,145,120)	(2,166,596)	(2,188,072)	(2,209,548)	(2,231,024)
	7,000	(2,120,461)	(2,141,937)	(2,163,413)	(2,184,890)	(2,206,366)	(2,227,842)	(2,249,318)	(2,270,794)
	8,000	(2,160,230)	(2,181,707)	(2,203,183)	(2,224,659)	(2,246,136)	(2,267,612)	(2,289,088)	(2,310,564)
	9,000	(2,200,000)	(2,221,476)	(2,242,953)	(2,264,429)	(2,285,906)	(2,307,382)	(2,328,858)	(2,350,334)
	10,000	(2,239,770)	(2,261,246)	(2,282,723)	(2,304,199)	(2,325,675)	(2,347,152)	(2,368,628)	(2,390,104)
	11,000	(2,279,540)	(2,301,016)	(2,322,492)	(2,343,969)	(2,365,445)	(2,386,921)	(2,408,397)	(2,429,873)
	12,000	(2,319,310)	(2,340,786)	(2,362,262)	(2,383,739)	(2,405,215)	(2,426,691)	(2,448,167)	(2,469,643)
	13,000	(2,359,079)	(2,380,556)	(2,402,032)	(2,423,508)	(2,444,985)	(2,466,461)	(2,487,937)	(2,509,413)
14,000	(2,398,849)	(2,420,325)	(2,441,802)	(2,463,278)	(2,484,754)	(2,506,231)	(2,527,707)	(2,549,183)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,268,127)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(2,089,683)	(2,117,934)	(2,146,185)	(2,174,435)	(2,202,686)	(2,230,937)	(2,259,188)	(2,287,439)
	17.5%	(2,202,592)	(2,225,198)	(2,247,803)	(2,270,409)	(2,293,014)	(2,315,620)	(2,338,225)	(2,360,831)
	20.0%	(2,315,502)	(2,332,462)	(2,349,422)	(2,366,382)	(2,383,342)	(2,400,302)	(2,417,262)	(2,434,222)
	22.5%	(2,428,412)	(2,439,726)	(2,451,041)	(2,462,355)	(2,473,670)	(2,484,984)	(2,496,299)	(2,507,613)
	25.0%	(2,541,322)	(2,546,991)	(2,552,660)	(2,558,329)	(2,563,998)	(2,569,667)	(2,575,336)	(2,581,005)
	27.5%	(2,654,231)	(2,654,255)	(2,654,278)	(2,654,302)	(2,654,325)	(2,654,349)	(2,654,372)	(2,654,396)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(2,268,127)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(2,175,174)	(2,196,651)	(2,218,127)	(2,239,603)	(2,261,080)	(2,282,556)	(2,304,032)	(2,325,508)
	150,000	(2,225,174)	(2,246,651)	(2,268,127)	(2,289,603)	(2,311,080)	(2,332,556)	(2,354,032)	(2,375,508)
	200,000	(2,275,174)	(2,296,651)	(2,318,127)	(2,339,603)	(2,361,080)	(2,382,556)	(2,404,032)	(2,425,508)
	250,000	(2,325,174)	(2,346,651)	(2,368,127)	(2,389,603)	(2,411,080)	(2,432,556)	(2,454,032)	(2,475,508)
	300,000	(2,375,174)	(2,396,651)	(2,418,127)	(2,439,603)	(2,461,080)	(2,482,556)	(2,504,032)	(2,525,508)
	350,000	(2,425,174)	(2,446,651)	(2,468,127)	(2,489,603)	(2,511,080)	(2,532,556)	(2,554,032)	(2,575,508)
	400,000	(2,475,174)	(2,496,651)	(2,518,127)	(2,539,603)	(2,561,080)	(2,582,556)	(2,604,032)	(2,625,508)
	450,000	(2,525,174)	(2,546,651)	(2,568,127)	(2,589,603)	(2,611,080)	(2,632,556)	(2,654,032)	(2,675,508)
	500,000	(2,575,174)	(2,596,651)	(2,618,127)	(2,639,603)	(2,661,080)	(2,682,556)	(2,704,032)	(2,725,508)
	550,000	(2,625,174)	(2,646,651)	(2,668,127)	(2,689,603)	(2,711,080)	(2,732,556)	(2,754,032)	(2,775,508)
	600,000	(2,675,174)	(2,696,651)	(2,718,127)	(2,739,603)	(2,761,080)	(2,782,556)	(2,804,032)	(2,825,508)
	650,000	(2,725,174)	(2,746,651)	(2,768,127)	(2,789,603)	(2,811,080)	(2,832,556)	(2,854,032)	(2,875,508)
	700,000	(2,775,174)	(2,796,651)	(2,818,127)	(2,839,603)	(2,861,080)	(2,882,556)	(2,904,032)	(2,925,508)
	750,000	(2,825,174)	(2,846,651)	(2,868,127)	(2,889,603)	(2,911,080)	(2,932,556)	(2,954,032)	(2,975,508)
	800,000	(2,875,174)	(2,896,651)	(2,918,127)	(2,939,603)	(2,961,080)	(2,982,556)	(3,004,032)	(3,025,508)
	850,000	(2,925,174)	(2,946,651)	(2,968,127)	(2,989,603)	(3,011,080)	(3,032,556)	(3,054,032)	(3,075,508)



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Scheme Typology: **Low Value High Density Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(2,268,127)							
			(723,716)	(727,647)	(731,578)	(735,569)	(739,624)	(743,679)	(747,734)
			(970,257)	(977,667)	(985,076)	(992,486)	(999,896)	(1,007,306)	(1,014,715)
			(1,221,240)	(1,231,463)	(1,241,687)	(1,251,910)	(1,262,133)	(1,272,356)	(1,282,579)
			(1,472,224)	(1,485,260)	(1,498,297)	(1,511,333)	(1,524,369)	(1,537,406)	(1,550,442)
			(1,723,207)	(1,739,057)	(1,754,907)	(1,770,757)	(1,786,606)	(1,802,456)	(1,818,306)
			(1,974,191)	(1,992,854)	(2,011,517)	(2,030,180)	(2,048,843)	(2,067,506)	(2,086,169)
			(2,225,174)	(2,246,651)	(2,268,127)	(2,289,603)	(2,311,080)	(2,332,556)	(2,354,032)
			(2,476,158)	(2,500,448)	(2,524,737)	(2,549,027)	(2,573,317)	(2,597,606)	(2,621,896)
			(2,727,141)	(2,754,244)	(2,781,347)	(2,808,450)	(2,835,553)	(2,862,656)	(2,889,759)
			(2,978,125)	(3,008,041)	(3,037,958)	(3,067,874)	(3,097,790)	(3,127,706)	(3,157,623)
			(3,229,108)	(3,261,838)	(3,294,568)	(3,327,297)	(3,360,027)	(3,392,756)	(3,425,486)
			(3,480,092)	(3,515,635)	(3,551,178)	(3,586,721)	(3,622,264)	(3,657,807)	(3,693,349)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(2,268,127)							
			(2,026,753)	(2,048,230)	(2,069,706)	(2,091,182)	(2,112,659)	(2,134,135)	(2,155,612)
			(2,071,352)	(2,092,829)	(2,114,305)	(2,135,781)	(2,157,258)	(2,178,734)	(2,200,211)
			(2,115,951)	(2,137,428)	(2,158,904)	(2,180,380)	(2,201,857)	(2,223,333)	(2,244,810)
			(2,160,550)	(2,182,027)	(2,203,503)	(2,224,979)	(2,246,456)	(2,267,932)	(2,289,409)
			(2,205,149)	(2,226,626)	(2,248,102)	(2,269,578)	(2,291,055)	(2,312,531)	(2,334,008)
			(2,249,748)	(2,271,225)	(2,292,701)	(2,314,177)	(2,335,654)	(2,357,130)	(2,378,607)
			(2,294,347)	(2,315,824)	(2,337,300)	(2,358,776)	(2,380,253)	(2,401,729)	(2,423,206)
			(2,338,946)	(2,360,423)	(2,381,899)	(2,403,375)	(2,424,852)	(2,446,328)	(2,467,805)
			(2,383,545)	(2,405,022)	(2,426,498)	(2,447,974)	(2,469,451)	(2,490,927)	(2,512,404)
			(2,428,144)	(2,449,621)	(2,471,097)	(2,492,573)	(2,514,050)	(2,535,526)	(2,557,003)
			(2,472,743)	(2,494,220)	(2,515,696)	(2,537,173)	(2,558,649)	(2,580,125)	(2,601,602)
			(2,517,342)	(2,538,819)	(2,560,295)	(2,581,772)	(2,603,248)	(2,624,724)	(2,646,201)
			(2,561,941)	(2,583,418)	(2,604,894)	(2,626,371)	(2,647,847)	(2,669,323)	(2,690,800)
			(2,606,540)	(2,628,017)	(2,649,493)	(2,670,970)	(2,692,446)	(2,713,922)	(2,735,399)
			(2,651,139)	(2,672,616)	(2,694,092)	(2,715,569)	(2,737,045)	(2,758,521)	(2,779,998)
			(2,695,738)	(2,717,215)	(2,738,691)	(2,760,168)	(2,781,644)	(2,803,120)	(2,824,597)
		(2,740,337)	(2,761,814)	(2,783,290)	(2,804,767)	(2,826,243)	(2,847,719)	(2,869,196)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(2,268,127)							
			(2,996,609)	(2,979,514)	(2,962,418)	(2,945,323)	(2,928,227)	(2,911,132)	(2,894,037)
			(2,919,466)	(2,906,227)	(2,892,989)	(2,879,751)	(2,866,513)	(2,853,275)	(2,840,036)
			(2,842,322)	(2,832,941)	(2,823,560)	(2,814,179)	(2,804,798)	(2,795,417)	(2,786,036)
			(2,765,179)	(2,759,655)	(2,754,131)	(2,748,607)	(2,743,083)	(2,737,559)	(2,732,035)
			(2,688,035)	(2,686,369)	(2,684,702)	(2,683,035)	(2,681,368)	(2,679,702)	(2,678,035)
			(2,610,892)	(2,613,082)	(2,615,273)	(2,617,463)	(2,619,654)	(2,621,844)	(2,624,035)
			(2,533,748)	(2,539,796)	(2,545,844)	(2,551,891)	(2,557,939)	(2,563,987)	(2,570,034)
			(2,456,605)	(2,466,510)	(2,476,414)	(2,486,319)	(2,496,224)	(2,506,129)	(2,516,034)
			(2,379,461)	(2,393,223)	(2,406,985)	(2,420,747)	(2,434,509)	(2,448,271)	(2,462,033)
			(2,302,318)	(2,319,937)	(2,337,556)	(2,355,175)	(2,372,795)	(2,390,414)	(2,408,033)
			(2,225,174)	(2,246,651)	(2,268,127)	(2,289,603)	(2,311,080)	(2,332,556)	(2,354,032)
			(2,148,031)	(2,173,364)	(2,198,698)	(2,224,031)	(2,249,365)	(2,274,699)	(2,300,032)
			(2,070,887)	(2,100,078)	(2,129,269)	(2,158,460)	(2,187,650)	(2,216,841)	(2,246,032)
			(1,993,744)	(2,026,792)	(2,059,840)	(2,092,888)	(2,125,935)	(2,158,983)	(2,192,031)
			(1,916,601)	(1,953,506)	(1,990,411)	(2,027,316)	(2,064,221)	(2,101,126)	(2,138,031)
			(1,839,457)	(1,880,219)	(1,920,982)	(1,961,744)	(2,002,506)	(2,043,268)	(2,084,030)
		(1,762,314)	(1,806,933)	(1,851,552)	(1,896,172)	(1,940,791)	(1,985,411)	(2,030,030)	
		(1,685,170)	(1,733,647)	(1,782,123)	(1,830,600)	(1,879,076)	(1,927,553)	(1,976,029)	
		(1,608,027)	(1,660,360)	(1,712,694)	(1,765,028)	(1,817,362)	(1,869,695)	(1,922,029)	
		(1,530,883)	(1,587,074)	(1,643,265)	(1,699,456)	(1,755,647)	(1,811,838)	(1,868,029)	
		(1,453,740)	(1,513,788)	(1,573,836)	(1,633,884)	(1,693,932)	(1,753,980)	(1,814,028)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(2,268,127)							
			(2,225,174)	(2,246,651)	(2,268,127)	(2,289,603)	(2,311,080)	(2,332,556)	(2,354,032)
			(2,225,174)	(2,226,764)	(2,228,353)	(2,229,942)	(2,231,531)	(2,233,121)	(2,234,710)
			(2,225,174)	(2,206,877)	(2,188,579)	(2,170,281)	(2,151,983)	(2,133,685)	(2,115,387)
			(2,225,174)	(2,186,989)	(2,148,804)	(2,110,619)	(2,072,434)	(2,034,250)	(1,996,065)
			(2,225,174)	(2,167,102)	(2,109,030)	(2,050,958)	(1,992,886)	(1,934,814)	(1,876,742)
			(2,225,174)	(2,147,215)	(2,069,256)	(1,991,297)	(1,913,338)	(1,835,378)	(1,757,419)
			(2,225,174)	(2,127,328)	(2,029,482)	(1,931,636)	(1,833,789)	(1,735,943)	(1,638,097)
			(2,225,174)	(2,107,441)	(1,989,708)	(1,871,974)	(1,754,241)	(1,636,507)	(1,518,774)
			(2,225,174)	(2,087,554)	(1,949,933)	(1,812,313)	(1,674,692)	(1,537,072)	(1,399,451)
			(2,225,174)	(2,067,667)	(1,910,159)	(1,752,652)	(1,595,144)	(1,437,636)	(1,280,129)
		(2,225,174)	(2,047,780)	(1,870,385)	(1,692,990)	(1,515,595)	(1,338,201)	(1,160,806)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

240920 Sandwell Local Plan Viability AH Appraisals (1-9) LVBF v0.3 PRAGMATIC - Summary Table

Appraisal Ref:	San1	San2	San3	San4	San5	San6	San7	San8	San9
Scheme Typology:	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value Brownfield	Low Value High Density Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Low	Low	Low	Low	Low	Low	Low	Low	Low
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	1,662,000	2,984,339	5,968,678	9,104,892	15,664,475	29,370,891	44,056,336	68,532,078	5,561,142
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846	1,289
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479	10,922
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479	10,922
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	17.28%	17.28%	17.29%	17.27%	17.27%	17.27%	17.27%	16.84%
Developers Profit (% on costs)	21.63%	17.36%	17.85%	17.92%	17.49%	17.59%	17.58%	17.82%	12.93%
Developers Profit Total (£)	299,160	515,615	1,031,231	1,574,184	2,704,589	5,071,103	7,606,655	11,832,575	936,309
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-	-
RLV (£/acre (net))	(41,247)	(541,327)	(453,310)	(450,839)	(506,321)	(489,493)	(490,652)	(1,008,556)	(2,118,127)
RLV (£/ha (net))	(101,921)	(1,337,619)	(1,120,130)	(1,114,024)	(1,251,119)	(1,209,538)	(1,212,400)	(2,492,143)	(5,233,892)
RLV (% of GDV)	-1.23%	-16.81%	-14.08%	-13.76%	-15.97%	-15.44%	-15.48%	-14.14%	-47.06%
RLV Total (£)	(20,384)	(501,607)	(840,097)	(1,253,277)	(2,502,237)	(4,535,768)	(6,819,751)	(9,691,666)	(2,616,946)
BLV (£/acre (net))	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	1,441,417	185,325
Surplus/Deficit (£/acre) [RLV-BLV]	(191,247)	(691,327)	(603,310)	(600,839)	(656,321)	(639,493)	(640,652)	(1,158,556)	(2,268,127)
Surplus/Deficit (£/ha)	(472,571)	(1,708,269)	(1,490,780)	(1,484,674)	(1,621,769)	(1,580,188)	(1,583,050)	(2,862,793)	(5,604,542)
Surplus/Deficit Total (£)	(94,514)	(640,601)	(1,118,085)	(1,670,258)	(3,243,537)	(5,925,706)	(8,904,657)	(11,133,083)	(2,802,271)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Appraisal Ref: **San10** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **8** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				8 Units				
AH Policy requirement (% Target)				0%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		100%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		0.0% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8		
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2		
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0		
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0		
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0		
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0		
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>			
1 bed House	0	0	0	0	0	0	0	
2 bed House	202	2,170	0	0	202	2,170	2,170	
3 bed House	272	2,928	0	0	272	2,928	2,928	
4 bed House	210	2,260	0	0	210	2,260	2,260	
5 bed House	0	0	0	0	0	0	0	
1 bed Flat	0	0	0	0	0	0	0	
2 bed Flat	0	0	0	0	0	0	0	
	684	7,358	0	0	684	7,358	7,358	
AH % by floor area:		0.00% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	150,000	2,830	263	0				
2 bed House	190,000	2,639	245	532,000				
3 bed House	240,000	2,824	262	768,000				
4 bed House	300,000	2,857	265	600,000				
5 bed House	355,000	2,219	206	0				
1 bed Flat	135,000	2,700	251	0				
2 bed Flat	150,000	2,143	199	0				
				1,900,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	90,000	60%	120,000	80%	105,000	70%	112,500	75%
2 bed House	114,000	60%	152,000	80%	133,000	70%	142,500	75%
3 bed House	144,000	60%	192,000	80%	168,000	70%	180,000	75%
4 bed House	180,000	60%	240,000	80%	210,000	70%	225,000	75%
5 bed House	213,000	60%	284,000	80%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	108,000	80%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	120,000	80%	105,000	70%	112,500	75%
					* capped @£250K			

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	2.8	@	190,000	532,000
3 bed House	3.2	@	240,000	768,000
4 bed House	2.0	@	300,000	600,000
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	8.0			1,900,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	114,000	-
3 bed House	0.0	@	144,000	-
4 bed House	0.0	@	180,000	-
5 bed House	0.0	@	213,000	-
1 bed Flat	0.0	@	81,000	-
2 bed Flat	0.0	@	90,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	120,000	-
2 bed House	0.0	@	152,000	-
3 bed House	0.0	@	192,000	-
4 bed House	0.0	@	240,000	-
5 bed House	0.0	@	284,000	-
1 bed Flat	0.0	@	108,000	-
2 bed Flat	0.0	@	120,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	133,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	210,000	-
5 bed House	0.0	@	248,500	-
1 bed Flat	0.0	@	94,500	-
2 bed Flat	0.0	@	105,000	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>1,900,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>
<b>Grant</b>	0	AH units @	0 per unit	-
<b>Total GDV</b>				<b>1,900,000</b>

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Scheme Typology: **Medium Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (3,696)									
Planning Application Professional Fees, Surveys and reports (10,000)									
CIL 684 sqm (Market only) 20.64 £ psm (14,110)									
<b>CIL analysis:</b> 0.74% % of GDV 1,764 £ per unit (total units)									
Site Specific S106 Contributions									
		Year 1			0				-
		Year 2			0				-
		Year 3			0				-
		Year 4			0				-
		Year 5			0				-
		Year 6			0				-
		Year 7			0				-
		Year 8			0				-
		Year 9			0				-
		Year 10			0				-
		Year 11			0				-
		Year 12			0				-
		Year 13			0				-
		Year 14			0				-
		Year 15			0				-
		Years 1-15		8 units @			0 per unit		-
		Sub-total							-
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 684 sqm (total) 0 £ psm									
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.20 ha @ 123,000 £ per ha (if brownfield) (24,600)									
Site Infrastructure costs -									
		Year 1			0				-
		Year 2			0				-
		Year 3			0				-
		Year 4			0				-
		Year 5			0				-
		Year 6			0				-
		Year 7			0				-
		Year 8			0				-
		Year 9			0				-
		Year 10			0				-
		Year 11			0				-
		Year 12			0				-
		Year 13			0				-
		Year 14			0				-
		Year 15			0				-
		Years 1-15		8 units @			0 per unit		-
		Sub-total							-
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,211 psm									
2 bed House 202 sqm @ 1,211 psm (244,138)									
3 bed House 272 sqm @ 1,211 psm (329,392)									
4 bed House 210 sqm @ 1,211 psm (254,310)									
5 bed House - sqm @ 1,211 psm									
1 bed Flat - sqm @ 1,410 psm									
2 bed Flat 684 sqm @ 1,410 psm									
Garages for 3 bed House (OMS only) 3 units @ 0% @ 11,754 £ per garage									
Garages for 4 bed House (OMS only) 2 units @ 75% @ 11,754 £ per garage (17,631)									
Garages for 5 bed House (OMS only) - units @ 120% @ 11,754 £ per garage									
External works 845,471 @ 15.0% (126,821)									
<b>Ext. Works analysis:</b> 15,853 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 8 units @ 287 £ per unit (2,296)									
M4(2) Category 2 Housing Aff units - units @ 100% @ 521 £ per unit									
M4(2) Category 2 Housing OMS units 8 units @ 100% @ 521 £ per unit (4,168)									
M4(3) Category 3 Housing Aff units - units @ 0% @ 10,111 £ per unit									
M4(3) Category 3 Housing OMS units 8 units @ 15% @ 10,111 £ per unit (12,133)									
Part L 2025/FHS 8 units @ 4,449 £ per unit (35,592)									
Renewable Energy 8 units @ 0 £ per unit									
EV Charging Points - Houses 8 units @ 0 £ per unit									
EV Charging Points - Flats - units @ 4 flats per charger 0 £ per 4 units									
Water Efficiency 8 units @ 0 £ per unit									
Sub-total (54,189)									
<b>Policy Costs analysis: (design costs only)</b> 6,774 £ per unit (total units)									
Contingency (on construction) 1,051,080 @ 5.0% (52,554)									

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Scheme Typology: **Medium Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	1,051,080	@	<b>6.5%</b>		(68,320)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	1,900,000	OMS @	<b>3.00%</b>	7,125 £ per unit	(57,000)
Residential Sales Agent Costs	1,900,000	OMS @	<b>1.00%</b>	2,375 £ per unit	(19,000)
Residential Sales Legal Costs	1,900,000	OMS @	<b>0.25%</b>	594 £ per unit	(4,750)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>11,344 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b>	APR	0.565% pcm	(2,313)
<b>Developers Profit -</b>					
Profit on OMS	1,900,000		<b>18.00%</b>		(342,000)
Margin on AH	0		<b>6.00%</b>	on AH values	-
<b>Profit analysis:</b>	<b>1,900,000</b>			<b>18.00% blended GDV</b>	<b>(342,000)</b>
	<b>1,392,823</b>			<b>24.55% on costs</b>	<b>(342,000)</b>
<b>TOTAL COSTS</b>					<b>(1,734,823)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					165,177
SDLT	165,177	@	HMRC formula		2,241
Acquisition Agent fees	165,177	@	<b>1.0%</b>		(1,652)
Acquisition Legal fees	165,177	@	<b>0.5%</b>		(826)
Interest on Land	165,177	@	7.00%		(11,562)
Residual Land Value					<b>153,378</b>
<b>RLV analysis:</b>	<b>19,172 £ per plot</b>		<b>766,890 £ per ha (net)</b>	<b>310,356 £ per acre (net)</b>	
			<b>766,890 £ per ha (gross)</b>	<b>310,356 £ per acre (gross)</b>	
				<b>8.07% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b>	dph (net)		
Site Area (net)		0.20	ha (net)	0.49	acres (net)
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.20	ha (gross)	0.49	acres (gross)
<b>Density analysis:</b>		<b>3,418</b>	sqm/ha (net)	<b>14,889</b>	sqft/ac (net)
		<b>40</b>	dph (gross)		
Benchmark Land Value (net)	9,266 £ per plot	370,650	£ per ha (net)	<b>150,000</b>	£ per acre (net)
<b>BLV analysis:</b>		<b>370,650</b>	£ per ha (gross)	<b>150,000</b>	£ per acre (gross)

<b>BALANCE</b>					
Surplus/(Deficit)		<b>396,240</b>	£ per ha (net)	<b>160,356</b>	£ per acre (net)
					<b>79,248</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
CIL £ psm 20.64	160,356	0.00	185,070	144,043	103,017	61,990	20,951	(20,205)	(61,361)
	10.00	173,096	132,668	92,240	51,813	11,358	(29,198)	(69,754)	
	20.00	161,123	121,293	81,464	41,635	1,766	(38,191)	(78,148)	
	30.00	149,149	109,919	70,688	31,458	(7,826)	(47,184)	(86,541)	
	40.00	137,175	98,544	59,912	21,280	(17,419)	(56,176)	(94,934)	
	50.00	125,202	87,169	49,136	11,103	(27,011)	(65,169)	(103,328)	
	60.00	113,228	75,794	38,360	925	(36,604)	(74,162)	(111,721)	
	70.00	101,255	64,419	27,583	(9,252)	(46,196)	(83,155)	(120,114)	
	80.00	89,281	53,044	16,807	(19,430)	(55,788)	(92,148)	(128,508)	
	90.00	77,308	41,669	6,031	(29,621)	(65,381)	(101,141)	(159,419)	
	100.00	65,334	30,295	(4,745)	(39,813)	(74,973)	(110,134)	(169,131)	
	110.00	53,361	18,920	(15,521)	(50,004)	(84,566)	(119,127)	(178,855)	
	120.00	41,387	7,545	(26,298)	(60,196)	(94,158)	(128,119)	(188,579)	
	130.00	29,414	(3,830)	(37,074)	(70,388)	(103,750)	(159,663)	(198,303)	
	140.00	17,440	(15,205)	(47,850)	(80,580)	(113,343)	(170,060)	(208,027)	
	150.00	5,467	(26,580)	(58,626)	(90,772)	(122,935)	(180,456)	(217,751)	
	160.00	(6,507)	(37,955)	(69,402)	(100,964)	(154,363)	(190,852)	(227,475)	
	170.00	(18,480)	(49,329)	(80,192)	(111,156)	(165,452)	(201,249)	(237,199)	
	180.00	(30,454)	(60,704)	(90,983)	(121,348)	(176,542)	(211,653)	(246,922)	
	190.00	(42,427)	(72,079)	(101,775)	(153,221)	(187,631)	(222,071)	(256,646)	
200.00	(54,401)	(83,454)	(112,566)	(165,004)	(198,721)	(232,490)	(266,370)		
210.00	(66,375)	(94,829)	(123,358)	(176,786)	(209,810)	(242,908)	(276,094)		
220.00	(78,348)	(106,204)	(156,238)	(188,569)	(220,900)	(253,327)	(285,828)		
230.00	(90,322)	(117,579)	(168,713)	(200,351)	(231,989)	(263,745)	(295,579)		
240.00	(102,295)	(150,244)	(181,189)	(212,134)	(243,079)	(274,164)	(305,331)		
250.00	(114,269)	(163,413)	(193,665)	(223,916)	(254,174)	(284,582)	(315,082)		

**TABLE 2**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Site Specific S106	-	1,000	146,344	106,553	66,762	26,971	(12,880)	(52,798)	(92,717)
	2,000	132,332	92,541	52,750	12,959	(26,912)	(66,831)	(106,749)	
	3,000	118,319	78,528	38,738	(1,053)	(40,944)	(80,863)	(120,781)	
	4,000	104,307	64,516	24,725	(15,066)	(54,977)	(94,895)	(157,006)	
	5,000	90,295	50,504	10,713	(29,090)	(69,009)	(108,927)	(173,245)	
	6,000	76,282	36,491	(3,299)	(43,122)	(83,041)	(122,959)	(189,502)	
	7,000	62,270	22,479	(17,312)	(57,155)	(97,073)	(159,524)	(205,759)	
	8,000	48,258	8,467	(31,324)	(71,187)	(111,105)	(175,746)	(222,015)	
	9,000	34,245	(5,546)	(45,336)	(85,219)	(125,137)	(191,968)	(238,272)	
	10,000	20,233	(19,558)	(59,349)	(99,251)	(162,042)	(208,190)	(254,529)	
	11,000	6,221	(33,570)	(73,365)	(113,283)	(178,264)	(224,447)	(270,785)	
	12,000	(7,792)	(47,582)	(87,397)	(127,316)	(194,486)	(240,704)	(287,055)	
	13,000	(21,804)	(61,595)	(101,429)	(164,560)	(210,708)	(256,960)	(303,358)	
	14,000	(35,816)	(75,607)	(115,461)	(180,782)	(226,930)	(273,217)	(319,661)	

**TABLE 3**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	260,124	215,344	170,565	125,786	80,966	36,059	(8,848)
	17.5%	176,984	136,362	95,740	55,117	14,454	(26,295)	(67,045)
	20.0%	93,845	57,379	20,914	(15,551)	(52,057)	(88,650)	(125,243)
	22.5%	10,705	(21,603)	(53,911)	(86,220)	(118,569)	(175,724)	(213,222)
	25.0%	(72,434)	(100,585)	(128,737)	(182,525)	(215,117)	(247,810)	(280,502)
	27.5%	(181,006)	(208,745)	(236,484)	(264,223)	(292,009)	(319,896)	(347,783)

**TABLE 4**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	210,356	170,565	130,775	90,984	51,152	11,234	(28,685)
	150,000	160,356	120,565	80,775	40,984	1,152	(38,766)	(78,685)
	200,000	110,356	70,565	30,775	(9,016)	(48,848)	(88,766)	(128,685)
	250,000	60,356	20,565	(19,225)	(59,016)	(98,848)	(138,766)	(178,685)
	300,000	10,356	(29,435)	(69,225)	(109,016)	(148,848)	(188,766)	(228,685)
	350,000	(39,644)	(79,435)	(119,225)	(159,016)	(198,848)	(238,766)	(278,685)
	400,000	(89,644)	(129,435)	(169,225)	(209,016)	(248,848)	(288,766)	(328,685)
	450,000	(139,644)	(179,435)	(219,225)	(259,016)	(298,848)	(338,766)	(378,685)
	500,000	(189,644)	(229,435)	(269,225)	(309,016)	(348,848)	(388,766)	(428,685)
	550,000	(239,644)	(279,435)	(319,225)	(359,016)	(398,848)	(438,766)	(478,685)
	600,000	(289,644)	(329,435)	(369,225)	(409,016)	(448,848)	(488,766)	(528,685)
	650,000	(339,644)	(379,435)	(419,225)	(459,016)	(498,848)	(538,766)	(578,685)
	700,000	(389,644)	(429,435)	(469,225)	(509,016)	(548,848)	(588,766)	(628,685)
	750,000	(439,644)	(479,435)	(519,225)	(559,016)	(598,848)	(638,766)	(678,685)
	800,000	(489,644)	(529,435)	(569,225)	(609,016)	(648,848)	(688,766)	(728,685)
	850,000	(539,644)	(579,435)	(619,225)	(659,016)	(698,848)	(738,766)	(778,685)



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	160,356							
	70%	718,863	680,470	642,076	603,683	565,289	526,896	488,502
	75%	625,808	587,197	548,586	509,975	471,363	432,752	394,141
	80%	532,753	493,924	455,095	416,266	377,438	338,609	299,799
	85%	439,698	400,652	361,605	322,558	283,450	244,314	205,177
	90%	346,643	307,379	268,074	228,719	189,364	150,010	110,655
	95%	253,570	213,997	174,424	134,851	95,279	55,706	16,052
	100%	160,356	120,565	80,775	40,984	1,152	(38,766)	(78,685)
	105%	67,143	27,134	(12,875)	(53,010)	(93,147)	(155,238)	(201,795)
	110%	(26,071)	(66,380)	(106,736)	(171,200)	(217,939)	(264,784)	(311,900)
	115%	(119,450)	(186,151)	(233,069)	(280,167)	(327,379)	(375,031)	(423,549)
	120%	(247,251)	(294,537)	(341,903)	(389,592)	(437,960)	(486,929)	(535,897)
	125%	(355,498)	(403,252)	(451,476)	(500,562)	(549,789)	(599,017)	(648,245)

**TABLE 7**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0	230,054	190,263	150,472	110,681	70,890	31,090	(8,829)
	1,000	214,388	174,597	134,806	95,015	55,225	15,388	(24,530)
	2,000	198,722	158,931	119,140	79,350	39,559	(313)	(40,232)
	3,000	183,056	143,265	103,474	63,684	23,893	(16,015)	(55,933)
	4,000	167,390	127,599	87,809	48,018	8,202	(31,716)	(71,635)
	5,000	151,724	111,934	72,143	32,352	(7,499)	(47,418)	(87,336)
	6,000	136,058	96,268	56,477	16,686	(23,201)	(63,119)	(103,038)
	7,000	120,393	80,602	40,811	1,016	(38,902)	(78,821)	(118,739)
	8,000	104,727	64,936	25,145	(14,685)	(54,604)	(94,522)	(156,603)
	9,000	89,061	49,270	9,479	(30,387)	(70,305)	(110,224)	(174,806)
	10,000	73,395	33,604	(6,187)	(46,088)	(86,007)	(125,925)	(193,010)
	11,000	57,729	17,938	(21,871)	(61,790)	(101,708)	(164,882)	(211,214)
	12,000	42,063	2,272	(37,573)	(77,491)	(117,410)	(183,079)	(229,417)
	13,000	26,397	(13,393)	(53,274)	(93,193)	(155,038)	(201,283)	(247,621)
	14,000	10,731	(29,059)	(68,976)	(108,894)	(173,190)	(219,486)	(265,877)
	15,000	(4,934)	(44,759)	(84,677)	(124,596)	(191,351)	(237,690)	(284,142)
	16,000	(20,600)	(60,460)	(100,379)	(163,345)	(209,555)	(255,893)	(302,433)

**TABLE 8**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%	(416,249)	(432,967)	(450,032)	(467,116)	(484,200)	(501,285)	(518,369)
	82%	(355,785)	(375,137)	(394,712)	(414,676)	(434,845)	(455,014)	(475,183)
	84%	(295,579)	(317,835)	(340,144)	(362,638)	(385,489)	(408,743)	(431,997)
	86%	(235,485)	(260,640)	(285,906)	(311,193)	(336,677)	(362,504)	(388,810)
	88%	(175,448)	(203,585)	(231,723)	(259,997)	(288,284)	(316,784)	(345,654)
	90%	(98,834)	(125,769)	(177,689)	(208,829)	(240,109)	(271,416)	(302,959)
	92%	(46,933)	(76,434)	(105,966)	(157,797)	(191,944)	(226,241)	(260,590)
	94%	4,889	(27,128)	(59,227)	(91,356)	(123,485)	(181,087)	(218,394)
	96%	56,712	22,103	(12,506)	(47,214)	(81,939)	(116,664)	(176,250)
	98%	108,534	71,334	34,134	(3,072)	(40,393)	(77,715)	(115,037)
	100%	160,356	120,565	80,775	40,984	1,152	(38,766)	(78,685)
	102%	212,179	169,797	127,415	85,033	42,651	183	(42,332)
	104%	264,001	219,028	174,055	129,082	84,109	39,132	(5,980)
106%	315,781	268,259	220,695	173,131	125,567	78,002	30,372	
108%	367,530	317,480	267,335	217,180	167,025	116,869	66,714	
110%	419,279	366,642	313,975	261,229	208,482	155,736	102,990	
112%	471,028	415,804	360,579	305,278	249,940	194,603	139,265	
114%	522,778	464,966	407,154	349,327	291,398	233,470	175,541	
116%	574,527	514,127	453,728	393,329	332,856	272,336	211,817	
118%	626,276	563,289	500,302	437,316	374,314	311,203	248,092	
120%	678,025	612,451	546,877	481,302	415,728	350,070	284,368	

**TABLE 8**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-	160,356	120,565	80,775	40,984	1,152	(38,766)	(78,685)
	10,000	160,356	127,579	94,801	62,023	29,245	(3,641)	(36,534)
	20,000	160,356	134,592	108,827	83,062	57,298	31,484	5,616
	30,000	160,356	141,605	122,853	104,102	85,350	66,599	47,766
	40,000	160,356	148,618	136,879	125,141	113,403	101,664	89,917
	50,000	160,356	155,631	150,906	146,180	141,455	136,730	132,005
	60,000	160,356	162,644	164,932	167,220	169,508	171,796	174,083
	70,000	160,356	169,657	178,958	188,259	197,560	206,861	216,162
	80,000	160,356	176,670	192,984	209,298	225,613	241,927	258,241
	90,000	160,356	183,683	207,011	230,338	253,665	276,992	300,319
	100,000	160,356	190,697	221,037	251,377	281,717	312,058	342,398

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Appraisal Ref: **San11** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **15**  
 Notes: Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				15 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	4.7	12.4%	0.2	33%	4.9		
3 bed House	40.0%	5.4	26.8%	0.4	39%	5.8		
4 bed House	25.0%	3.4	20.0%	0.3	25%	3.7		
5 bed House	0.0%	0.0	5.9%	0.1	1%	0.1		
1 bed Flat	0.0%	0.0	22.5%	0.3	2%	0.3		
2 bed Flat	0.0%	0.0	12.4%	0.2	1%	0.2		
Total number of units	100.0%	13.5	100.0%	1.5	100%	15.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>			
					(sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	373	4,018	15	158	388	4,176		
3 bed House	540	5,813	40	433	580	6,243		
4 bed House	432	4,650	38	413	470	5,063		
5 bed House	0	0	14	152	14	152		
1 bed Flat	0	0	20	214	20	214		
2 bed Flat	0	0	15	165	15	165		
	1,345	14,480	143	1,535	1,488	16,016		
AH % by floor area:		9.59% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	150,000	2,419	225	0				
2 bed House	190,000	2,405	223	933,090				
3 bed House	240,000	2,400	223	1,392,480				
4 bed House	300,000	2,344	218	1,102,500				
5 bed House	355,000	2,219	206	31,418				
1 bed Flat	135,000	2,700	251	45,563				
2 bed Flat	150,000	2,143	199	27,900				
				3,532,950				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
					* capped @£250K			

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	4.7	@	190,000	897,750
3 bed House	5.4	@	240,000	1,296,000
4 bed House	3.4	@	300,000	1,012,500
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	13.5			3,206,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.1	@	114,000	15,903
3 bed House	0.3	@	144,000	43,416
4 bed House	0.2	@	180,000	40,500
5 bed House	0.1	@	213,000	14,138
1 bed Flat	0.3	@	81,000	20,503
2 bed Flat	0.1	@	90,000	12,555
	1.1			147,015
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	133,000	6,185
3 bed House	0.1	@	168,000	16,884
4 bed House	0.1	@	210,000	15,750
5 bed House	0.0	@	248,500	5,498
1 bed Flat	0.1	@	94,500	7,973
2 bed Flat	0.0	@	105,000	4,883
	0.4			57,173
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	1.5		-
<b>Sub-total GDV Residential</b>	<b>15</b>			<b>3,410,438</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>122,513</b>
		<b>82 £ psm (total GIA sqm)</b>	<b>8,168 £ per unit (total units)</b>	
<b>Grant</b>	2	AH units @	0 per unit	-
<b>Total GDV</b>				<b>3,410,438</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(6,930)
Planning Application Professional Fees, Surveys and reports						(20,000)
CIL						(27,766)
<b>CIL analysis:</b>		1,345 sqm (Market only)	20.64 £ psm			
		0.81% % of GDV	1,851 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	15 units @	9,633 per unit			(144,495)
	Sub-total					(144,495)
<b>S106 analysis:</b>		385,320 £ per ha	4.24% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>		1,488 sqm (total)	0.00% % of GDV	0 £ psm		
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(46,125)
		0.38 ha @	123,000 £ per ha (if brownfield)			
Site Infrastructure costs -						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	15 units @	0 per unit			-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
		- sqm @	1,211 psm			
2 bed House						(469,830)
		388 sqm @	1,211 psm			
3 bed House						(702,622)
		580 sqm @	1,211 psm			
4 bed House						(569,654)
		470 sqm @	1,211 psm			
5 bed House						(17,148)
		14 sqm @	1,211 psm			
1 bed Flat						(27,993)
		20 sqm @	1,410 psm			
2 bed Flat						(21,598)
		15 sqm @	1,410 psm			
Garages for 3 bed House (OMS only)						-
		5 units @	0% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(29,752)
		3 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						-
		- units @	120% @	11,754 £ per garage		
External works						(275,790)
		1,838,598 @	15.0%	18,386 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(4,305)
		15 units @	287 £ per unit			
M4(2) Category 2 Housing Aff units						(782)
		2 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						(7,034)
		14 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						-
		2 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						-
		14 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(66,735)
		15 units @	4,449 £ per unit			
Renewable Energy						-
		15 units @	0 £ per unit			
EV Charging Points - Houses						-
		14 units @	0 £ per unit			
EV Charging Points - Flats						-
		1 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		15 units @	0 £ per unit			
	Sub-total					(78,855)
<b>Policy Costs analysis: (design costs only)</b>			5,257 £ per unit (total units)			
Contingency (on construction)						(111,968)
		2,239,367 @	5.0%			

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Scheme Typology: **Medium Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	2,239,367 @		<b>6.5%</b>		(145,559)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	3,206,250 OMS @		<b>3.00%</b>	6,413 £ per unit	(96,188)
Residential Sales Agent Costs	3,206,250 OMS @		<b>1.00%</b>	2,138 £ per unit	(32,063)
Residential Sales Legal Costs	3,206,250 OMS @		<b>0.25%</b>	534 £ per unit	(8,016)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,751 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(32,934)
<b>Developers Profit -</b>					
Profit on OMS	3,206,250		<b>18.00%</b>		(577,125)
Margin on AH	204,188		<b>6.00%</b> on AH values		(12,251)
<b>Profit analysis:</b>	<b>3,410,438</b>		<b>17.28% blended GDV</b>	<b>(589,376)</b>	
	<b>2,975,286</b>		<b>19.81% on costs</b>	<b>(589,376)</b>	
<b>TOTAL COSTS</b>					<b>(3,564,662)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(154,225)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(154,225)</b>
<b>RLV analysis:</b>	<b>(10,282) £ per plot</b>	<b>(411,266) £ per ha (net)</b>	<b>(166,437) £ per acre (net)</b>		
		<b>(411,266) £ per ha (gross)</b>	<b>(166,437) £ per acre (gross)</b>	<b>-4.52% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.38 ha (gross)		0.93 acres (gross)	
<b>Density analysis:</b>		<b>3,968 sqm/ha (net)</b>		<b>17,284 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>138,994</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(781,916) £ per ha (net)</b>	<b>(316,437) £ per acre (net)</b>		<b>(293,218)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(198,790)	(242,032)	(285,349)	(328,837)	(372,325)	(415,813)	(459,301)
	10.00	(215,431)	(257,841)	(300,411)	(343,062)	(385,713)	(428,364)	(471,015)
	20.00	(232,073)	(273,659)	(315,473)	(357,287)	(399,102)	(440,916)	(482,730)
	30.00	(248,714)	(289,557)	(330,535)	(371,512)	(412,490)	(453,468)	(494,510)
	40.00	(265,355)	(305,456)	(345,597)	(385,738)	(425,878)	(466,019)	(506,291)
	50.00	(282,051)	(321,355)	(360,659)	(399,963)	(439,267)	(478,571)	(518,072)
	60.00	(298,786)	(337,253)	(375,721)	(414,188)	(452,655)	(491,122)	(529,853)
	70.00	(315,522)	(353,152)	(390,782)	(428,413)	(466,043)	(503,717)	(541,634)
	80.00	(332,257)	(369,051)	(405,844)	(442,638)	(479,432)	(516,340)	(553,415)
	90.00	(348,992)	(384,949)	(420,906)	(456,863)	(492,820)	(528,962)	(565,196)
	100.00	(365,728)	(400,848)	(435,968)	(471,088)	(506,209)	(541,585)	(576,978)
	110.00	(382,463)	(416,747)	(451,030)	(485,314)	(519,657)	(554,208)	(588,759)
	120.00	(399,199)	(432,645)	(466,092)	(499,539)	(533,121)	(566,830)	(600,540)
	130.00	(415,934)	(448,544)	(481,154)	(513,764)	(546,585)	(579,453)	(612,321)
	140.00	(432,670)	(464,443)	(496,216)	(528,022)	(560,049)	(592,075)	(624,102)
	150.00	(449,405)	(480,342)	(511,278)	(542,328)	(573,513)	(604,698)	(635,883)
	160.00	(466,141)	(496,240)	(526,340)	(556,633)	(586,977)	(617,320)	(647,664)
	170.00	(482,876)	(512,139)	(541,437)	(570,939)	(600,441)	(629,943)	(659,445)
	180.00	(499,612)	(528,038)	(556,584)	(585,245)	(613,905)	(642,566)	(671,226)
	190.00	(516,347)	(543,936)	(571,731)	(599,550)	(627,369)	(655,188)	(683,007)
200.00	(533,083)	(559,901)	(586,878)	(613,856)	(640,833)	(667,811)	(694,788)	
210.00	(549,818)	(575,889)	(602,025)	(628,161)	(654,297)	(680,433)	(706,569)	
220.00	(566,553)	(591,878)	(617,172)	(642,467)	(667,761)	(693,056)	(718,350)	
230.00	(583,288)	(607,866)	(632,319)	(656,772)	(681,225)	(705,722)	(730,131)	
240.00	(600,023)	(623,855)	(647,467)	(671,078)	(694,689)	(718,389)	(741,912)	
250.00	(616,758)	(639,844)	(662,614)	(685,384)	(708,154)	(731,056)	(753,693)	

**TABLE 2**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(71,431)	(107,349)	(155,317)	(196,842)	(238,366)	(279,940)	(321,701)
	1,000	(85,876)	(121,795)	(172,017)	(213,541)	(255,066)	(296,640)	(338,495)
	2,000	(100,321)	(136,240)	(188,717)	(230,241)	(271,768)	(313,529)	(355,290)
	3,000	(114,767)	(163,892)	(205,417)	(246,941)	(288,562)	(330,323)	(372,084)
	4,000	(129,212)	(180,592)	(222,116)	(263,641)	(305,356)	(347,117)	(388,878)
	5,000	(155,767)	(197,292)	(238,816)	(280,390)	(322,151)	(363,911)	(405,672)
	6,000	(172,467)	(213,992)	(255,516)	(297,184)	(338,945)	(380,706)	(422,467)
	7,000	(189,167)	(230,692)	(272,218)	(313,978)	(355,739)	(397,500)	(439,261)
	8,000	(205,867)	(247,391)	(289,012)	(330,773)	(372,533)	(414,294)	(456,055)
	9,000	(222,567)	(264,091)	(305,806)	(347,567)	(389,328)	(431,088)	(472,849)
	10,000	(239,267)	(280,840)	(322,600)	(364,361)	(406,122)	(447,883)	(489,641)
	11,000	(255,966)	(297,634)	(339,395)	(381,155)	(422,916)	(464,677)	(506,471)
	12,000	(272,667)	(314,428)	(356,189)	(397,950)	(439,710)	(481,471)	(523,460)
	13,000	(289,462)	(331,222)	(372,983)	(414,744)	(456,505)	(498,278)	(540,349)
	14,000	(306,256)	(348,017)	(389,777)	(431,538)	(473,299)	(515,167)	(557,238)

**TABLE 3**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(110,815)	(165,105)	(212,633)	(260,160)	(307,688)	(355,216)	(402,747)
	17.5%	(213,915)	(256,414)	(299,136)	(341,858)	(384,580)	(427,302)	(470,027)
	20.0%	(310,030)	(347,723)	(385,640)	(423,556)	(461,472)	(499,388)	(537,307)
	22.5%	(406,145)	(439,033)	(472,143)	(505,254)	(538,364)	(571,474)	(604,588)
	25.0%	(502,260)	(530,342)	(558,647)	(586,951)	(615,256)	(643,561)	(671,868)
	27.5%	(598,374)	(621,651)	(645,150)	(668,649)	(692,148)	(715,647)	(739,149)

**TABLE 4**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(183,138)	(224,676)	(266,437)	(308,198)	(349,958)	(391,719)	(433,483)
	150,000	(233,138)	(274,676)	(316,437)	(358,198)	(399,958)	(441,719)	(483,483)
	200,000	(283,138)	(324,676)	(366,437)	(408,198)	(449,958)	(491,719)	(533,483)
	250,000	(333,138)	(374,676)	(416,437)	(458,198)	(499,958)	(541,719)	(583,483)
	300,000	(383,138)	(424,676)	(466,437)	(508,198)	(549,958)	(591,719)	(633,483)
	350,000	(433,138)	(474,676)	(516,437)	(558,198)	(599,958)	(641,719)	(683,483)
	400,000	(483,138)	(524,676)	(566,437)	(608,198)	(649,958)	(691,719)	(733,483)
	450,000	(533,138)	(574,676)	(616,437)	(658,198)	(699,958)	(741,719)	(783,483)
	500,000	(583,138)	(624,676)	(666,437)	(708,198)	(749,958)	(791,719)	(833,483)
	550,000	(633,138)	(674,676)	(716,437)	(758,198)	(799,958)	(841,719)	(883,483)
	600,000	(683,138)	(724,676)	(766,437)	(808,198)	(849,958)	(891,719)	(933,483)
	650,000	(733,138)	(774,676)	(816,437)	(858,198)	(899,958)	(941,719)	(983,483)
	700,000	(783,138)	(824,676)	(866,437)	(908,198)	(949,958)	(991,719)	(1,033,483)
	750,000	(833,138)	(874,676)	(916,437)	(958,198)	(999,958)	(1,041,719)	(1,083,483)
	800,000	(883,138)	(924,676)	(966,437)	(1,008,198)	(1,049,958)	(1,091,719)	(1,133,483)
	850,000	(933,138)	(974,676)	(1,016,437)	(1,058,198)	(1,099,958)	(1,141,719)	(1,183,483)

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Scheme Typology: **Medium Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(316,437)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		456,550	420,976	385,402	349,827	314,253	278,661	243,027
	75%		346,635	311,040	275,446	239,851	204,256	168,662	132,985
	80%		236,415	200,772	165,129	129,486	93,796	58,036	22,270
	85%		125,646	89,925	54,204	18,338	(17,541)	(53,580)	(89,619)
	90%		14,166	(21,782)	(57,781)	(93,780)	(129,779)	(181,341)	(222,958)
	95%		(98,183)	(134,142)	(186,338)	(227,908)	(269,479)	(311,276)	(353,084)
	100%		(233,138)	(274,676)	(316,437)	(358,198)	(399,958)	(441,719)	(483,483)
	105%		(363,592)	(405,306)	(447,020)	(488,734)	(530,569)	(572,593)	(614,616)
	110%		(494,269)	(535,936)	(577,843)	(619,820)	(661,796)	(703,792)	(747,336)
	115%		(625,306)	(667,235)	(709,165)	(751,094)	(794,405)	(837,932)	(881,460)
	120%		(756,722)	(798,604)	(841,666)	(885,146)	(928,625)	(972,105)	(1,015,584)
	125%		(889,120)	(932,551)	(975,983)	(1,019,414)	(1,062,846)	(1,106,277)	(1,149,709)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(316,437)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(138,515)	(191,347)	(232,872)	(274,412)	(316,172)	(357,933)	(399,694)
	1,000		(168,549)	(210,074)	(251,598)	(293,244)	(335,005)	(376,766)	(418,527)
	2,000		(187,276)	(228,801)	(270,325)	(312,077)	(353,838)	(395,598)	(437,359)
	3,000		(206,003)	(247,527)	(289,149)	(330,909)	(372,670)	(414,431)	(456,192)
	4,000		(224,729)	(266,254)	(307,981)	(349,742)	(391,503)	(433,263)	(475,024)
	5,000		(243,456)	(285,053)	(326,814)	(368,574)	(410,335)	(452,096)	(493,918)
	6,000		(262,183)	(303,885)	(345,646)	(387,407)	(429,168)	(470,929)	(512,858)
	7,000		(280,957)	(322,718)	(364,479)	(406,240)	(448,000)	(489,761)	(531,797)
	8,000		(299,790)	(341,550)	(383,311)	(425,072)	(466,833)	(508,665)	(550,736)
	9,000		(318,622)	(360,383)	(402,144)	(443,905)	(485,665)	(527,604)	(569,675)
	10,000		(337,455)	(379,216)	(420,976)	(462,737)	(504,498)	(546,543)	(588,614)
	11,000		(356,287)	(398,048)	(439,809)	(481,570)	(523,411)	(565,482)	(607,553)
	12,000		(375,120)	(416,881)	(458,641)	(500,402)	(542,350)	(584,421)	(626,492)
	13,000		(393,952)	(435,713)	(477,474)	(519,235)	(561,289)	(603,360)	(645,431)
	14,000		(412,785)	(454,546)	(496,307)	(538,158)	(580,228)	(622,299)	(664,370)
	15,000		(431,618)	(473,378)	(515,139)	(557,097)	(599,167)	(641,238)	(683,471)
	16,000		(450,450)	(492,211)	(533,972)	(576,036)	(618,106)	(660,177)	(702,842)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(316,437)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(855,661)	(867,402)	(879,144)	(890,886)	(902,628)	(914,370)	(926,112)
	82%		(791,800)	(806,735)	(821,670)	(836,605)	(851,540)	(866,474)	(881,409)
	84%		(728,071)	(746,067)	(764,195)	(782,323)	(800,451)	(818,579)	(836,707)
	86%		(665,944)	(686,271)	(706,721)	(728,042)	(749,363)	(770,683)	(792,004)
	88%		(603,818)	(627,251)	(650,683)	(674,116)	(698,274)	(722,788)	(747,302)
	90%		(541,691)	(568,230)	(594,770)	(621,309)	(647,848)	(674,389)	(702,600)
	92%		(479,847)	(509,261)	(538,856)	(568,501)	(598,146)	(627,792)	(657,897)
	94%		(418,114)	(450,615)	(483,116)	(515,694)	(548,445)	(581,197)	(613,949)
	96%		(356,381)	(391,969)	(427,556)	(463,144)	(498,744)	(534,602)	(570,460)
	98%		(294,648)	(333,322)	(371,997)	(410,671)	(449,345)	(488,019)	(526,972)
	100%		(233,138)	(274,676)	(316,437)	(358,198)	(399,958)	(441,719)	(483,483)
	102%		(171,762)	(216,355)	(260,948)	(305,725)	(350,572)	(395,419)	(440,267)
104%		(104,402)	(158,047)	(205,709)	(253,371)	(301,186)	(349,120)	(397,054)	
106%		(51,312)	(95,194)	(150,471)	(201,202)	(251,932)	(302,820)	(353,841)	
108%		1,779	(44,758)	(91,294)	(137,831)	(202,832)	(256,631)	(310,628)	
110%		54,697	5,678	(43,513)	(92,704)	(153,731)	(210,599)	(267,467)	
112%		107,481	55,921	4,268	(47,577)	(99,423)	(164,567)	(224,504)	
114%		160,048	106,049	51,864	(2,451)	(56,951)	(111,451)	(181,541)	
116%		212,574	155,988	99,361	42,525	(14,479)	(71,633)	(128,788)	
118%		264,927	205,884	146,671	87,415	27,906	(31,815)	(91,625)	
120%		317,281	255,619	193,958	132,098	70,156	8,002	(54,461)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(316,437)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(233,138)	(274,676)	(316,437)	(358,198)	(399,958)	(441,719)	(483,483)
	10,000		(233,138)	(266,312)	(299,642)	(333,005)	(366,368)	(399,731)	(433,094)
	20,000		(233,138)	(257,961)	(282,846)	(307,812)	(332,778)	(357,743)	(382,709)
	30,000		(233,138)	(249,611)	(266,084)	(282,619)	(299,187)	(315,755)	(332,323)
	40,000		(233,138)	(241,261)	(249,383)	(257,506)	(265,629)	(273,767)	(281,937)
	50,000		(233,138)	(232,910)	(232,683)	(232,455)	(232,227)	(232,000)	(231,772)
	60,000		(233,138)	(224,560)	(215,982)	(207,404)	(198,826)	(190,248)	(181,670)
	70,000		(233,138)	(216,209)	(199,281)	(182,353)	(165,424)	(137,367)	(122,724)
	80,000		(233,138)	(207,859)	(182,580)	(157,301)	(123,118)	(101,252)	(79,386)
	90,000		(233,138)	(199,509)	(165,879)	(123,315)	(94,226)	(65,136)	(36,047)
	100,000		(233,138)	(191,158)	(137,958)	(101,646)	(65,333)	(29,021)	7,291

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Appraisal Ref: **San12** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **30** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				30 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		
						<b>AH # units</b>		
						<b>Overall mix%</b>		
						<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	0.0	
2 bed House	35.0%	9.5	12.4%	0.4	33%	9.8	9.8	
3 bed House	40.0%	10.8	26.8%	0.8	39%	11.6	11.6	
4 bed House	25.0%	6.8	20.0%	0.6	25%	7.4	7.4	
5 bed House	0.0%	0.0	5.9%	0.2	1%	0.2	0.2	
1 bed Flat	0.0%	0.0	22.5%	0.7	2%	0.7	0.7	
2 bed Flat	0.0%	0.0	12.4%	0.4	1%	0.4	0.4	
Total number of units	100.0%	27.0	100.0%	3.0	100%	30.0	30.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	0	0	0	0	0	0	0	
2 bed House	747	8,036	29	316	776	8,352		
3 bed House	1,080	11,625	80	865	1,160	12,490		
4 bed House	864	9,300	77	827	941	10,127		
5 bed House	0	0	28	305	28	305		
1 bed Flat	0	0	40	427	40	427		
2 bed Flat	0	0	31	330	31	330		
	2,691	28,961	285	3,070	2,976	32,031		
<b>AH % by floor area:</b>				<b>9.59% AH % by floor area (difference due to mix)</b>				
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>		
						<b>total MV £ (no AH)</b>		
1 bed House	150,000	2,419	225			0		
2 bed House	190,000	2,405	223			1,866,180		
3 bed House	240,000	2,400	223			2,784,960		
4 bed House	300,000	2,344	218			2,205,000		
5 bed House	355,000	2,219	206			62,835		
1 bed Flat	135,000	2,700	251			91,125		
2 bed Flat	150,000	2,143	199			55,800		
						7,065,900		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>		
						<b>% of MV</b>		
						<b>First Homes £*</b>		
						<b>% of MV</b>		
						<b>Other Int. £</b>		
						<b>% of MV</b>		
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
* capped @£250K								

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	9.5	@	190,000	1,795,500
3 bed House	10.8	@	240,000	2,592,000
4 bed House	6.8	@	300,000	2,025,000
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	27.0			6,412,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.3	@	114,000	31,806
3 bed House	0.6	@	144,000	86,832
4 bed House	0.5	@	180,000	81,000
5 bed House	0.1	@	213,000	28,276
1 bed Flat	0.5	@	81,000	41,006
2 bed Flat	0.3	@	90,000	25,110
	2.3			294,030
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.1	@	133,000	12,369
3 bed House	0.2	@	168,000	33,768
4 bed House	0.2	@	210,000	31,500
5 bed House	0.0	@	248,500	10,996
1 bed Flat	0.2	@	94,500	15,947
2 bed Flat	0.1	@	105,000	9,765
	0.8			114,345
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	3.0		-
<b>Sub-total GDV Residential</b>	<b>30</b>			<b>6,820,875</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>245,025</b>
			<b>82 £ psm (total GIA sqm)</b>	<b>8,168 £ per unit (total units)</b>
<b>Grant</b>	3	AH units @	0	per unit
<b>Total GDV</b>				<b>6,820,875</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(13,860)
Planning Application Professional Fees, Surveys and reports					(40,000)
CIL		2,691 sqm (Market only)		20.64 £ psm	(55,533)
	<b>CIL analysis:</b>	<b>0.81% % of GDV</b>		<b>1,851 £ per unit (total units)</b>	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	30 units @		9,633 per unit	(288,990)
	Sub-total				(288,990)
	<b>S106 analysis:</b>	<b>385,320 £ per ha</b>	<b>4.24% % of GDV</b>	<b>9,633 £ per unit (total units)</b>	
AH Commuted Sum		2,976 sqm (total)		0 £ psm	-
	<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		0.75 ha @		123,000 £ per ha (if brownfield)	(92,250)
Site Infrastructure costs -	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	30 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>	
1 bed House		- sqm @		1,211 psm	-
2 bed House		776 sqm @		1,211 psm	(939,661)
3 bed House		1,160 sqm @		1,211 psm	(1,405,244)
4 bed House		941 sqm @		1,211 psm	(1,139,309)
5 bed House		28 sqm @		1,211 psm	(34,296)
1 bed Flat		40 sqm @		1,410 psm	(55,985)
2 bed Flat		31 sqm @		1,410 psm	(43,196)
Garages for 3 bed House (OMS only)	11 units @		0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)	7 units @		75% @	11,754 £ per garage	(59,505)
Garages for 5 bed House (OMS only)	- units @		120% @	11,754 £ per garage	-
External works		3,677,195 @		15.0%	(551,579)
	<b>Ext. Works analysis:</b>			<b>18,386 £ per unit (total units)</b>	
Policy Costs on design -					
Net Biodiversity costs		30 units @		287 £ per unit	(8,610)
M4(2) Category 2 Housing Aff units	3 units @		100% @	521 £ per unit	(1,563)
M4(2) Category 2 Housing OMS units	27 units @		100% @	521 £ per unit	(14,067)
M4(3) Category 3 Housing Aff units	3 units @		0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units	27 units @		0% @	10,111 £ per unit	-
Part L 2025/FHS	30 units @			4,449 £ per unit	(133,470)
Renewable Energy	30 units @			0 £ per unit	-
EV Charging Points - Houses	29 units @			0 £ per unit	-
EV Charging Points - Flats	1 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency	30 units @			0 £ per unit	-
	Sub-total				(157,710)
	<b>Policy Costs analysis: (design costs only)</b>			<b>5,257 £ per unit (total units)</b>	
Contingency (on construction)		4,478,735 @		5.0%	(223,937)

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	4,478,735 @		<b>6.5%</b>		(291,118)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	6,412,500 OMS @		<b>3.00%</b>	6,413 £ per unit	(192,375)
Residential Sales Agent Costs	6,412,500 OMS @		<b>1.00%</b>	2,138 £ per unit	(64,125)
Residential Sales Legal Costs	6,412,500 OMS @		<b>0.25%</b>	534 £ per unit	(16,031)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,418 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(26,445)
<b>Developers Profit -</b>					
Profit on OMS	6,412,500		<b>18.00%</b>		(1,154,250)
Margin on AH	408,375		<b>6.00%</b> on AH values		(24,503)
<b>Profit analysis:</b>		<b>6,820,875</b>		<b>17.28% blended GDV</b>	<b>(1,178,753)</b>
		<b>5,801,148</b>		<b>20.32% on costs</b>	<b>(1,178,753)</b>
<b>TOTAL COSTS</b>					<b>(6,979,901)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(159,026)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(159,026)</b>
<b>RLV analysis:</b>	<b>(5,301) £ per plot</b>	<b>(212,034) £ per ha (net)</b>		<b>(85,809) £ per acre (net)</b>	
		<b>(212,034) £ per ha (gross)</b>		<b>(85,809) £ per acre (gross)</b>	
				<b>-2.33% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.75 ha (gross)		1.85 acres (gross)	
<b>Density analysis:</b>		<b>3,968 sqm/ha (net)</b>		<b>17,284 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>277,988</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>		<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(582,684) £ per ha (net)</b>		<b>(235,809) £ per acre (net)</b>	<b>(437,013)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(235,809)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(118,154)	(162,669)	(205,604)	(248,591)	(291,679)	(334,838)	(378,108)	
	10.00	(132,219)	(178,116)	(220,238)	(262,444)	(304,717)	(347,093)	(389,574)	
	20.00	(152,254)	(193,563)	(234,872)	(276,297)	(317,755)	(359,347)	(401,044)	
	30.00	(168,514)	(209,011)	(249,507)	(290,150)	(330,793)	(371,602)	(412,515)	
	40.00	(184,775)	(224,458)	(264,175)	(304,003)	(343,855)	(383,856)	(423,985)	
	50.00	(201,035)	(239,905)	(278,842)	(317,856)	(356,926)	(396,111)	(435,456)	
	60.00	(217,295)	(255,352)	(293,510)	(331,708)	(369,998)	(408,366)	(446,926)	
	70.00	(233,555)	(270,800)	(308,178)	(345,561)	(383,069)	(420,650)	(458,420)	
	80.00	(249,816)	(286,277)	(322,846)	(359,414)	(396,141)	(432,940)	(469,927)	
	90.00	(266,076)	(301,760)	(337,513)	(373,296)	(409,213)	(445,230)	(481,433)	
	100.00	(282,336)	(317,242)	(352,181)	(387,184)	(422,284)	(457,519)	(492,940)	
	110.00	(298,601)	(332,725)	(366,849)	(401,073)	(435,356)	(469,809)	(504,446)	
	120.00	(314,868)	(348,207)	(381,516)	(414,961)	(448,449)	(482,099)	(515,972)	
	130.00	(331,196)	(363,690)	(396,201)	(428,850)	(461,558)	(494,421)	(527,518)	
	140.00	(347,493)	(379,173)	(410,907)	(442,739)	(474,667)	(506,750)	(539,064)	
	150.00	(363,791)	(394,655)	(425,612)	(456,627)	(487,776)	(519,078)	(550,610)	
	160.00	(380,088)	(410,138)	(440,318)	(470,516)	(500,885)	(531,406)	(562,161)	
170.00	(396,386)	(425,624)	(455,023)	(484,441)	(513,994)	(543,735)	(573,750)		
180.00	(412,683)	(441,165)	(469,729)	(498,370)	(527,134)	(556,099)	(585,339)		
190.00	(428,981)	(456,687)	(484,434)	(512,298)	(540,285)	(568,470)	(596,928)		
200.00	(445,280)	(472,210)	(499,140)	(526,226)	(553,435)	(580,840)	(608,533)		
210.00	(461,619)	(487,732)	(513,879)	(540,155)	(566,585)	(593,211)	(620,168)		
220.00	(477,958)	(503,255)	(528,626)	(554,094)	(579,736)	(605,610)	(631,804)		
230.00	(494,298)	(518,777)	(543,374)	(568,067)	(592,927)	(618,026)	(643,469)		
240.00	(510,637)	(534,304)	(558,122)	(582,039)	(606,122)	(630,443)	(655,222)		
250.00	(526,977)	(549,871)	(572,869)	(596,011)	(619,318)	(642,860)	(666,976)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(235,809)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(11,410)	(46,994)	(82,594)	(118,281)	(161,138)	(202,450)	(243,856)	
	1,000	(25,497)	(61,081)	(96,708)	(132,396)	(177,455)	(218,805)	(260,210)	
	2,000	(39,583)	(75,167)	(110,823)	(152,516)	(193,773)	(235,159)	(276,565)	
	3,000	(53,669)	(89,253)	(124,937)	(168,833)	(210,108)	(251,514)	(292,954)	
	4,000	(67,756)	(103,365)	(139,052)	(185,150)	(226,463)	(267,869)	(309,351)	
	5,000	(81,842)	(117,479)	(160,211)	(201,468)	(242,818)	(284,224)	(325,748)	
	6,000	(95,928)	(131,594)	(176,528)	(217,785)	(259,173)	(300,578)	(342,145)	
	7,000	(110,021)	(151,588)	(192,845)	(234,122)	(275,527)	(316,959)	(358,542)	
	8,000	(124,135)	(167,906)	(209,163)	(250,476)	(291,882)	(333,355)	(374,939)	
	9,000	(138,250)	(184,223)	(225,480)	(266,831)	(308,237)	(349,752)	(391,370)	
	10,000	(152,363)	(200,540)	(241,797)	(283,186)	(324,591)	(366,149)	(407,813)	
	11,000	(175,601)	(216,858)	(258,135)	(299,540)	(340,963)	(382,546)	(424,257)	
	12,000	(191,918)	(233,175)	(274,490)	(315,895)	(357,360)	(398,943)	(440,701)	
	13,000	(208,235)	(249,492)	(290,844)	(332,250)	(373,756)	(415,355)	(457,165)	
14,000	(224,553)	(265,810)	(307,199)	(348,605)	(390,153)	(431,798)	(473,661)		

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(235,809)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(47,417)	(88,093)	(128,768)	(179,146)	(226,319)	(273,628)	(321,042)	
	17.5%	(130,556)	(176,290)	(218,508)	(260,844)	(303,211)	(345,714)	(388,322)	
	20.0%	(230,187)	(267,599)	(305,012)	(342,542)	(380,103)	(417,800)	(455,803)	
	22.5%	(326,302)	(358,908)	(391,515)	(424,239)	(456,995)	(489,887)	(522,883)	
	25.0%	(422,417)	(450,218)	(478,019)	(505,937)	(533,887)	(561,973)	(590,164)	
	27.5%	(518,532)	(541,527)	(564,522)	(587,635)	(610,779)	(634,059)	(657,444)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(235,809)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(103,295)	(144,552)	(185,809)	(227,184)	(268,589)	(310,131)	(351,779)	
	150,000	(153,295)	(194,552)	(235,809)	(277,184)	(318,589)	(360,131)	(401,779)	
	200,000	(203,295)	(244,552)	(285,809)	(327,184)	(368,589)	(410,131)	(451,779)	
	250,000	(253,295)	(294,552)	(335,809)	(377,184)	(418,589)	(460,131)	(501,779)	
	300,000	(303,295)	(344,552)	(385,809)	(427,184)	(468,589)	(510,131)	(551,779)	
	350,000	(353,295)	(394,552)	(435,809)	(477,184)	(518,589)	(560,131)	(601,779)	
	400,000	(403,295)	(444,552)	(485,809)	(527,184)	(568,589)	(610,131)	(651,779)	
	450,000	(453,295)	(494,552)	(535,809)	(577,184)	(618,589)	(660,131)	(701,779)	
	500,000	(503,295)	(544,552)	(585,809)	(627,184)	(668,589)	(710,131)	(751,779)	
	550,000	(553,295)	(594,552)	(635,809)	(677,184)	(718,589)	(760,131)	(801,779)	
	600,000	(603,295)	(644,552)	(685,809)	(727,184)	(768,589)	(810,131)	(851,779)	
	650,000	(653,295)	(694,552)	(735,809)	(777,184)	(818,589)	(860,131)	(901,779)	
	700,000	(703,295)	(744,552)	(785,809)	(827,184)	(868,589)	(910,131)	(951,779)	
	750,000	(753,295)	(794,552)	(835,809)	(877,184)	(918,589)	(960,131)	(1,001,779)	
	800,000	(803,295)	(844,552)	(885,809)	(927,184)	(968,589)	(1,010,131)	(1,051,779)	
850,000	(853,295)	(894,552)	(935,809)	(977,184)	(1,018,589)	(1,060,131)	(1,101,779)		

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Scheme Typology: **Medium Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(235,809)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		507,690	472,005	436,319	400,634	364,949	329,263	293,578
	75%		398,765	363,119	327,472	291,826	256,151	220,451	184,750
	80%		289,831	254,169	218,508	182,846	147,185	111,523	75,854
	85%		180,708	145,085	109,463	73,840	38,141	2,440	(33,261)
	90%		71,584	35,934	272	(35,390)	(71,052)	(106,801)	(142,566)
	95%		(37,754)	(73,377)	(109,031)	(150,489)	(191,792)	(233,179)	(274,631)
	100%		(153,295)	(194,552)	(235,809)	(277,184)	(318,589)	(360,131)	(401,779)
	105%		(280,010)	(321,370)	(362,730)	(404,235)	(445,821)	(487,607)	(529,681)
	110%		(407,053)	(448,522)	(490,047)	(531,747)	(573,711)	(616,024)	(658,996)
	115%		(534,455)	(576,108)	(617,960)	(660,104)	(702,697)	(747,193)	(793,348)
	120%		(662,421)	(704,431)	(746,803)	(790,545)	(836,075)	(882,545)	(929,055)
	125%		(791,175)	(834,263)	(879,300)	(925,379)	(971,840)	(1,018,300)	(1,064,761)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(235,809)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(76,992)	(112,595)	(154,564)	(195,822)	(237,133)	(278,539)	(320,025)
	1,000		(92,751)	(128,391)	(172,826)	(214,083)	(255,442)	(296,848)	(338,386)
	2,000		(108,510)	(144,187)	(191,087)	(232,345)	(273,751)	(315,164)	(356,748)
	3,000		(124,296)	(168,091)	(209,348)	(250,654)	(292,060)	(333,526)	(375,109)
	4,000		(140,092)	(186,353)	(227,610)	(268,963)	(310,369)	(351,887)	(393,509)
	5,000		(163,357)	(204,614)	(245,871)	(287,272)	(328,677)	(370,249)	(411,927)
	6,000		(181,618)	(222,875)	(264,175)	(305,581)	(347,027)	(388,610)	(430,346)
	7,000		(199,879)	(241,136)	(282,484)	(323,890)	(365,388)	(406,975)	(448,770)
	8,000		(218,141)	(259,398)	(300,793)	(342,198)	(383,749)	(425,394)	(467,251)
	9,000		(236,402)	(277,696)	(319,102)	(360,527)	(402,111)	(443,812)	(485,732)
	10,000		(254,663)	(296,005)	(337,410)	(378,889)	(420,472)	(462,231)	(504,214)
	11,000		(272,925)	(314,314)	(355,719)	(397,250)	(438,860)	(480,668)	(522,763)
	12,000		(291,217)	(332,623)	(374,028)	(415,612)	(457,279)	(499,150)	(541,311)
	13,000		(309,526)	(350,931)	(392,390)	(433,973)	(475,697)	(517,631)	(559,885)
	14,000		(327,835)	(369,240)	(410,751)	(452,334)	(494,116)	(536,116)	(578,506)
	15,000		(346,144)	(387,549)	(429,112)	(470,745)	(512,567)	(554,665)	(597,129)
	16,000		(364,452)	(405,891)	(447,474)	(489,164)	(531,048)	(573,214)	(615,828)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(235,809)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(763,342)	(776,605)	(790,279)	(804,157)	(818,036)	(831,914)	(845,792)
	82%		(699,861)	(715,403)	(731,682)	(748,380)	(765,514)	(782,675)	(799,836)
	84%		(638,262)	(656,126)	(674,188)	(693,306)	(713,089)	(733,436)	(753,880)
	86%		(577,048)	(597,738)	(618,591)	(639,671)	(661,381)	(684,320)	(707,924)
	88%		(516,109)	(539,666)	(563,368)	(587,237)	(611,348)	(635,954)	(662,072)
	90%		(455,374)	(481,843)	(508,422)	(535,149)	(562,049)	(589,219)	(616,943)
	92%		(394,742)	(424,199)	(453,661)	(483,282)	(513,038)	(542,995)	(573,285)
	94%		(334,294)	(366,633)	(399,087)	(431,576)	(464,227)	(497,035)	(530,085)
	96%		(273,851)	(309,213)	(344,574)	(380,039)	(415,559)	(451,256)	(487,141)
	98%		(213,572)	(251,815)	(290,176)	(328,560)	(367,054)	(405,622)	(444,383)
	100%		(153,295)	(194,552)	(235,809)	(277,184)	(318,589)	(360,131)	(401,779)
	102%		(95,087)	(133,339)	(181,560)	(225,831)	(270,235)	(314,663)	(359,273)
	104%		(43,069)	(83,855)	(124,708)	(174,595)	(221,881)	(269,331)	(316,830)
	106%		8,948	(34,438)	(77,825)	(121,290)	(173,658)	(224,000)	(274,472)
	108%		60,966	14,978	(31,009)	(76,996)	(123,087)	(178,749)	(232,162)
	110%		112,917	64,395	15,807	(32,782)	(81,375)	(130,097)	(189,868)
	112%		164,833	113,753	62,622	11,433	(39,756)	(90,993)	(142,322)
114%		216,748	163,073	109,397	55,648	1,858	(51,932)	(105,824)	
116%		268,664	212,393	156,121	99,850	43,472	(12,919)	(69,326)	
118%		320,580	261,713	202,845	143,978	85,086	26,094	(32,898)	
120%		372,485	311,032	249,569	188,106	126,643	65,107	3,515	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(235,809)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(153,295)	(194,552)	(235,809)	(277,184)	(318,589)	(360,131)	(401,779)
	10,000		(153,295)	(186,382)	(219,469)	(252,617)	(285,834)	(319,080)	(352,453)
	20,000		(153,295)	(178,212)	(203,130)	(228,050)	(253,078)	(278,106)	(303,192)
	30,000		(153,295)	(170,043)	(186,790)	(203,538)	(220,322)	(237,161)	(254,000)
	40,000		(153,295)	(161,873)	(170,451)	(179,029)	(187,607)	(196,216)	(204,866)
	50,000		(153,295)	(153,703)	(154,111)	(154,520)	(154,928)	(155,336)	(155,744)
	60,000		(153,295)	(140,471)	(133,757)	(127,043)	(120,329)	(113,616)	(106,902)
	70,000		(153,295)	(133,404)	(119,623)	(105,843)	(92,062)	(78,281)	(64,501)
	80,000		(153,295)	(126,337)	(105,489)	(84,642)	(63,795)	(42,947)	(22,103)
	90,000		(153,295)	(119,270)	(91,356)	(63,447)	(35,561)	(7,676)	20,210
	100,000		(153,295)	(112,203)	(77,228)	(42,291)	(7,353)	27,585	62,523

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Appraisal Ref: **San13** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **45** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				45 Units					
AH Policy requirement (% Target)				10%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%					
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				20.64		£ psm			
<b>Unit mix -</b>									
	OMS Unit mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
2 bed House	35.0%	14.2		12.4%	0.6	33%	14.7		
3 bed House	40.0%	16.2		26.8%	1.2	39%	17.4		
4 bed House	20.0%	8.1		20.0%	0.9	20%	9.0		
5 bed House	5.0%	2.0		5.9%	0.3	5%	2.3		
1 bed Flat	0.0%	0.0		22.5%	1.0	2%	1.0		
2 bed Flat	0.0%	0.0		12.4%	0.6	1%	0.6		
Total number of units	100.0%	40.5		100.0%	4.5	100%	45.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667				62.0	667		
2 bed House	79.0	850				79.0	850		
3 bed House	100.0	1,076				100.0	1,076		
4 bed House	128.0	1,378				128.0	1,378		
5 bed House	160.0	1,722				160.0	1,722		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	70.0	753		85.0%		82.4	886		
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667				62.0	667		
2 bed House	79.0	850				79.0	850		
3 bed House	100.0	1,076				100.0	1,076		
4 bed House	128.0	1,378				128.0	1,378		
5 bed House	160.0	1,722				160.0	1,722		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	70.0	753		85.0%		82.4	886		
<b>Total Gross Floor areas -</b>									
	OMS Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0		0	0	0	0		
2 bed House	1,120	12,054		44	474	1,164	12,528		
3 bed House	1,620	17,438		121	1,298	1,741	18,736		
4 bed House	1,037	11,160		115	1,240	1,152	12,400		
5 bed House	324	3,488		42	457	366	3,945		
1 bed Flat	0	0		60	641	60	641		
2 bed Flat	0	0		46	495	46	495		
	4,101	44,139		428	4,606	4,528	48,744		
AH % by floor area:				9.45% AH % by floor area (difference due to mix)					
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	£ psm	£ psf			total MV £ (no AH)			
1 bed House	150,000	2,419	225			0			
2 bed House	190,000	2,405	223			2,799,270			
3 bed House	240,000	2,400	223			4,177,440			
4 bed House	300,000	2,344	218			2,700,000			
5 bed House	355,000	2,219	206			813,128			
1 bed Flat	135,000	2,700	251			136,688			
2 bed Flat	150,000	2,143	199			83,700			
						10,710,225			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%	
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%	
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%	
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%	
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%	
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%	
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%	
* capped @£250K									

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Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	14.2	@	190,000	2,693,250
3 bed House	16.2	@	240,000	3,888,000
4 bed House	8.1	@	300,000	2,430,000
5 bed House	2.0	@	355,000	718,875
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	40.5			9,730,125
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.4	@	114,000	47,709
3 bed House	0.9	@	144,000	130,248
4 bed House	0.7	@	180,000	121,500
5 bed House	0.2	@	213,000	42,414
1 bed Flat	0.8	@	81,000	61,509
2 bed Flat	0.4	@	90,000	37,665
	3.4			441,045
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.1	@	133,000	18,554
3 bed House	0.3	@	168,000	50,652
4 bed House	0.2	@	210,000	47,250
5 bed House	0.1	@	248,500	16,494
1 bed Flat	0.3	@	94,500	23,920
2 bed Flat	0.1	@	105,000	14,648
	1.1			171,518
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>				
	<b>45</b>			<b>10,342,688</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>367,538</b>
	<b>81 £ psm (total GIA sqm)</b>		<b>8,168 £ per unit (total units)</b>	
<b>Grant</b>	5	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>10,342,688</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(20,790)
Planning Application Professional Fees, Surveys and reports					(60,000)
CIL					(84,637)
		4,101 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.82% % of GDV	1,881 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		45 units @	9,633 per unit		(433,485)
<b>S106 analysis:</b>		385,320 £ per ha	4.19% % of GDV	9,633 £ per unit (total units)	(433,485)
<b>AH Commuted Sum</b>					
<b>Comm. Sum analysis:</b>		4,528 sqm (total)	0.00% % of GDV	0 £ psm	-
<b>Construction Costs -</b>					
<b>Site Clearance, Demolition &amp; Remediation</b>					
		1.13 ha @	123,000 £ per ha (if brownfield)		(138,375)
<b>Site Infrastructure costs -</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		45 units @	0 per unit		-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	-
<b>1 bed House</b>					
		- sqm @	1,211 psm		-
<b>2 bed House</b>					
		1,164 sqm @	1,211 psm		(1,409,491)
<b>3 bed House</b>					
		1,741 sqm @	1,211 psm		(2,107,867)
<b>4 bed House</b>					
		1,152 sqm @	1,211 psm		(1,395,072)
<b>5 bed House</b>					
		366 sqm @	1,211 psm		(443,807)
<b>1 bed Flat</b>					
		60 sqm @	1,410 psm		(83,978)
<b>2 bed Flat</b>					
		46 sqm @	1,410 psm		(64,794)
<b>Garages for 3 bed House (OMS only)</b>		16 units @	0% @	11,754 £ per garage	-
<b>Garages for 4 bed House (OMS only)</b>		8 units @	75% @	11,754 £ per garage	(71,406)
<b>Garages for 5 bed House (OMS only)</b>		2 units @	120% @	11,754 £ per garage	(28,562)
<b>External works</b>					
		5,604,977 @	15.0%	18,683 £ per unit (total units)	(840,746)
<b>Policy Costs on design -</b>					
<b>Net Biodiversity costs</b>					
		45 units @	287 £ per unit		(12,915)
<b>M4(2) Category 2 Housing Aff units</b>		5 units @	100% @	521 £ per unit	(2,345)
<b>M4(2) Category 2 Housing OMS units</b>		41 units @	100% @	521 £ per unit	(21,101)
<b>M4(3) Category 3 Housing Aff units</b>		5 units @	0% @	10,111 £ per unit	-
<b>M4(3) Category 3 Housing OMS units</b>		41 units @	0% @	10,111 £ per unit	-
<b>Part L 2025/FHS</b>		45 units @	4,449 £ per unit		(200,205)
<b>Renewable Energy</b>		45 units @	0 £ per unit		-
<b>EV Charging Points - Houses</b>		43 units @	0 £ per unit		-
<b>EV Charging Points - Flats</b>		2 units @	4 flats per charger	0 £ per 4 units	-
<b>Water Efficiency</b>		45 units @	0 £ per unit		-
<b>Sub-total</b>					(236,565)
<b>Policy Costs analysis: (design costs only)</b>			5,257 £ per unit (total units)		
<b>Contingency (on construction)</b>					
		6,820,663 @	5.0%		(341,033)

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Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	6,820,663 @		<b>6.5%</b>		(443,343)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	9,730,125 OMS @		<b>3.00%</b>	6,487 £ per unit	(291,904)
Residential Sales Agent Costs	9,730,125 OMS @		<b>1.00%</b>	2,162 £ per unit	(97,301)
Residential Sales Legal Costs	9,730,125 OMS @		<b>0.25%</b>	541 £ per unit	(24,325)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,412 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(68,869)
<b>Developers Profit -</b>					
Profit on OMS	9,730,125		<b>18.00%</b>		(1,751,423)
Margin on AH	612,563		<b>6.00%</b> on AH values		(36,754)
<b>Profit analysis:</b>	<b>10,342,688</b>		<b>17.29% blended GDV</b>	<b>(1,788,176)</b>	
	<b>8,796,350</b>		<b>20.33% on costs</b>	<b>(1,788,176)</b>	
<b>TOTAL COSTS</b>					<b>(10,584,527)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(241,839)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(241,839)</b>
<b>RLV analysis:</b>	<b>(5,374) £ per plot</b>	<b>(214,968) £ per ha (net)</b>	<b>(86,996) £ per acre (net)</b>		
		<b>(214,968) £ per ha (gross)</b>	<b>(86,996) £ per acre (gross)</b>		
			<b>-2.34% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		1.13 ha (net)		2.78 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		1.13 ha (gross)		2.78 acres (gross)	
<b>Density analysis:</b>		<b>4,025 sqm/ha (net)</b>		<b>17,535 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>416,981</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>		<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(585,618) £ per ha (net)</b>		<b>(236,996) £ per acre (net)</b>	<b>(658,820)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
CIL £ psm 20.64	(236,996)	0.00	(119,721)	(162,290)	(205,431)	(248,840)	(292,690)	(337,129)	(381,725)
	10.00	(134,272)	(178,335)	(220,696)	(263,389)	(306,517)	(350,179)	(393,904)	
	20.00	(153,007)	(194,389)	(236,015)	(277,941)	(320,372)	(363,228)	(406,084)	
	30.00	(169,896)	(210,502)	(251,350)	(292,566)	(334,291)	(376,277)	(418,263)	
	40.00	(186,785)	(226,615)	(266,731)	(307,209)	(348,210)	(389,326)	(430,442)	
	50.00	(203,701)	(242,784)	(282,140)	(321,915)	(362,129)	(402,375)	(442,621)	
	60.00	(220,662)	(258,971)	(297,604)	(336,672)	(376,048)	(415,424)	(454,862)	
	70.00	(237,626)	(275,209)	(313,092)	(351,461)	(389,967)	(428,474)	(467,110)	
	80.00	(254,665)	(291,474)	(328,662)	(366,250)	(403,887)	(441,523)	(479,358)	
	90.00	(271,703)	(307,805)	(344,273)	(381,039)	(417,806)	(454,572)	(491,606)	
	100.00	(288,824)	(324,164)	(359,932)	(395,829)	(431,725)	(467,681)	(503,855)	
	110.00	(305,960)	(340,600)	(375,591)	(410,618)	(445,644)	(480,804)	(516,103)	
	120.00	(323,168)	(357,094)	(391,250)	(425,407)	(459,563)	(493,927)	(528,351)	
	130.00	(340,427)	(373,623)	(406,909)	(440,196)	(473,501)	(507,050)	(540,599)	
	140.00	(357,735)	(390,152)	(422,568)	(454,985)	(487,499)	(520,173)	(552,847)	
	150.00	(375,134)	(406,681)	(438,227)	(469,774)	(501,497)	(533,296)	(565,095)	
	160.00	(392,533)	(423,210)	(453,886)	(484,571)	(515,495)	(546,419)	(577,343)	
	170.00	(409,932)	(439,739)	(469,545)	(499,443)	(529,493)	(559,542)	(589,591)	
	180.00	(427,331)	(456,268)	(485,204)	(514,316)	(543,491)	(572,665)	(601,839)	
	190.00	(444,730)	(472,797)	(500,889)	(529,189)	(557,488)	(585,788)	(614,088)	
200.00	(462,129)	(489,326)	(516,637)	(544,062)	(571,486)	(598,911)	(626,336)		
210.00	(479,528)	(505,855)	(532,384)	(558,934)	(585,484)	(612,034)	(638,584)		
220.00	(496,927)	(522,457)	(548,132)	(573,807)	(599,482)	(625,157)	(650,832)		
230.00	(514,325)	(539,079)	(563,880)	(588,680)	(613,480)	(638,280)	(663,080)		
240.00	(531,777)	(555,702)	(579,627)	(603,552)	(627,478)	(651,403)	(675,328)		
250.00	(549,274)	(572,324)	(595,375)	(618,425)	(641,476)	(664,526)	(687,576)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Site Specific S106 9,633	(236,996)	-	(11,799)	(47,116)	(82,546)	(118,067)	(158,677)	(200,120)	(241,903)
	1,000	(26,067)	(61,421)	(96,863)	(132,438)	(175,357)	(216,927)	(258,838)	
	2,000	(40,336)	(75,739)	(111,226)	(150,720)	(192,106)	(233,755)	(275,834)	
	3,000	(54,614)	(90,056)	(125,597)	(167,400)	(208,858)	(250,659)	(292,913)	
	4,000	(68,932)	(104,385)	(139,968)	(184,092)	(225,676)	(267,596)	(310,065)	
	5,000	(83,249)	(118,756)	(159,444)	(200,844)	(242,504)	(284,592)	(327,249)	
	6,000	(97,567)	(133,127)	(176,124)	(217,596)	(259,414)	(301,670)	(344,433)	
	7,000	(111,915)	(151,487)	(192,830)	(234,424)	(276,354)	(318,817)	(361,617)	
	8,000	(126,286)	(168,167)	(209,582)	(251,259)	(293,350)	(336,001)	(378,801)	
	9,000	(140,657)	(184,847)	(226,344)	(268,169)	(310,428)	(353,185)	(395,986)	
	10,000	(160,210)	(201,568)	(243,172)	(285,112)	(327,569)	(370,369)	(413,170)	
	11,000	(176,890)	(218,320)	(260,015)	(302,108)	(344,753)	(387,554)	(430,354)	
	12,000	(193,570)	(235,093)	(276,924)	(319,185)	(361,937)	(404,738)	(447,558)	
	13,000	(210,306)	(251,921)	(293,871)	(336,321)	(379,122)	(421,922)	(464,840)	
	14,000	(227,058)	(268,770)	(310,867)	(353,505)	(396,306)	(439,106)	(482,121)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Profit 18.0%	(236,996)	15.0%	(48,837)	(89,635)	(130,645)	(179,703)	(227,924)	(276,558)	(325,192)
	17.5%	(132,939)	(176,947)	(219,495)	(262,346)	(305,706)	(349,479)	(393,251)	
	20.0%	(231,871)	(269,313)	(307,000)	(344,990)	(383,488)	(422,400)	(461,311)	
	22.5%	(329,098)	(361,680)	(394,506)	(427,634)	(461,271)	(495,320)	(529,370)	
	25.0%	(426,326)	(454,046)	(482,011)	(510,277)	(539,053)	(568,241)	(597,430)	
	27.5%	(523,554)	(546,413)	(569,516)	(592,921)	(616,835)	(641,162)	(665,489)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
BLV (£ per acre) 150,000	(236,996)	100,000	(104,088)	(145,420)	(186,996)	(228,875)	(271,263)	(314,063)	(356,863)
	150,000	(154,088)	(195,420)	(236,996)	(278,875)	(321,263)	(364,063)	(406,863)	
	200,000	(204,088)	(245,420)	(286,996)	(328,875)	(371,263)	(414,063)	(456,863)	
	250,000	(254,088)	(295,420)	(336,996)	(378,875)	(421,263)	(464,063)	(506,863)	
	300,000	(304,088)	(345,420)	(386,996)	(428,875)	(471,263)	(514,063)	(556,863)	
	350,000	(354,088)	(395,420)	(436,996)	(478,875)	(521,263)	(564,063)	(606,863)	
	400,000	(404,088)	(445,420)	(486,996)	(528,875)	(571,263)	(614,063)	(656,863)	
	450,000	(454,088)	(495,420)	(536,996)	(578,875)	(621,263)	(664,063)	(706,863)	
	500,000	(504,088)	(545,420)	(586,996)	(628,875)	(671,263)	(714,063)	(756,863)	
	550,000	(554,088)	(595,420)	(636,996)	(678,875)	(721,263)	(764,063)	(806,863)	
	600,000	(604,088)	(645,420)	(686,996)	(728,875)	(771,263)	(814,063)	(856,863)	
	650,000	(654,088)	(695,420)	(736,996)	(778,875)	(821,263)	(864,063)	(906,863)	
	700,000	(704,088)	(745,420)	(786,996)	(828,875)	(871,263)	(914,063)	(956,863)	
	750,000	(754,088)	(795,420)	(836,996)	(878,875)	(921,263)	(964,063)	(1,006,863)	
	800,000	(804,088)	(845,420)	(886,996)	(928,875)	(971,263)	(1,014,063)	(1,056,863)	
	850,000	(854,088)	(895,420)	(936,996)	(978,875)	(1,021,263)	(1,064,063)	(1,106,863)	

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(236,996)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		521,725	486,032	450,339	414,647	378,954	343,261	307,569
	75%		410,619	375,053	339,475	303,862	268,248	232,635	197,022
	80%		299,335	263,849	228,353	192,804	157,255	121,706	86,097
	85%		187,795	152,373	116,887	81,387	45,870	10,276	(25,350)
	90%		75,910	40,453	4,988	(30,559)	(66,149)	(101,850)	(137,696)
	95%		(36,541)	(72,036)	(107,619)	(143,337)	(188,166)	(229,935)	(272,112)
	100%		(154,088)	(195,420)	(236,996)	(278,875)	(321,263)	(364,063)	(406,863)
	105%		(286,636)	(328,674)	(371,216)	(413,861)	(456,506)	(499,389)	(542,350)
	110%		(421,791)	(464,280)	(506,829)	(549,633)	(592,438)	(635,242)	(678,046)
	115%		(557,854)	(600,502)	(643,150)	(685,798)	(728,446)	(771,094)	(813,742)
	120%		(694,487)	(736,979)	(779,471)	(821,962)	(864,454)	(906,946)	(949,438)
	125%		(831,120)	(873,456)	(915,791)	(958,127)	(1,000,462)	(1,042,798)	(1,085,134)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(236,996)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(78,201)	(113,676)	(153,534)	(194,898)	(236,522)	(278,540)	(321,127)
	1,000		(94,246)	(129,783)	(172,232)	(213,679)	(255,448)	(297,658)	(340,398)
	2,000		(110,307)	(145,890)	(190,943)	(232,523)	(274,429)	(316,869)	(359,669)
	3,000		(126,414)	(168,312)	(209,724)	(251,398)	(293,488)	(336,139)	(378,940)
	4,000		(142,522)	(187,010)	(228,524)	(270,359)	(312,640)	(355,410)	(398,211)
	5,000		(164,391)	(205,768)	(247,393)	(289,377)	(331,881)	(374,681)	(417,481)
	6,000		(183,090)	(224,549)	(266,308)	(308,459)	(351,152)	(393,952)	(436,752)
	7,000		(201,813)	(243,394)	(285,270)	(327,622)	(370,422)	(413,232)	(456,091)
	8,000		(220,594)	(262,263)	(304,325)	(346,893)	(389,693)	(432,493)	(475,471)
	9,000		(239,396)	(281,219)	(323,441)	(366,164)	(408,964)	(451,764)	(494,851)
	10,000		(258,264)	(300,213)	(342,634)	(385,434)	(428,235)	(471,114)	(514,230)
	11,000		(277,168)	(319,273)	(361,905)	(404,705)	(447,505)	(490,494)	(533,610)
	12,000		(296,130)	(338,423)	(381,176)	(423,976)	(466,776)	(509,874)	(552,990)
	13,000		(315,161)	(357,646)	(400,446)	(443,247)	(486,137)	(529,253)	(572,370)
	14,000		(334,242)	(376,917)	(419,717)	(462,518)	(505,517)	(548,633)	(591,749)
	15,000		(353,405)	(396,188)	(438,988)	(481,788)	(524,897)	(568,013)	(611,129)
	16,000		(372,658)	(415,459)	(458,259)	(501,160)	(544,276)	(587,393)	(630,509)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(236,996)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(794,488)	(805,278)	(816,068)	(826,857)	(837,647)	(848,437)	(859,226)
	82%		(729,835)	(743,857)	(757,880)	(771,902)	(785,924)	(799,947)	(813,969)
	84%		(665,182)	(682,437)	(699,692)	(716,947)	(734,202)	(751,457)	(768,712)
	86%		(600,529)	(621,016)	(641,504)	(661,992)	(682,479)	(702,967)	(723,454)
	88%		(535,875)	(559,596)	(583,316)	(607,036)	(630,757)	(654,477)	(678,197)
	90%		(471,304)	(498,175)	(525,128)	(552,081)	(579,034)	(605,987)	(632,940)
	92%		(407,056)	(437,006)	(466,957)	(497,126)	(527,311)	(557,497)	(587,683)
	94%		(342,818)	(375,970)	(409,133)	(442,296)	(475,589)	(509,007)	(542,425)
	96%		(279,276)	(315,071)	(351,309)	(387,685)	(424,060)	(460,517)	(497,168)
	98%		(216,445)	(254,960)	(293,796)	(333,074)	(372,661)	(412,249)	(451,911)
	100%		(154,088)	(195,420)	(236,996)	(278,875)	(321,263)	(364,063)	(406,863)
	102%		(96,153)	(134,383)	(180,686)	(225,317)	(270,316)	(315,876)	(361,889)
104%		(42,765)	(83,509)	(124,376)	(172,192)	(219,921)	(268,080)	(316,915)	
106%		10,477	(32,827)	(76,208)	(119,733)	(169,925)	(220,810)	(272,208)	
108%		63,551	17,728	(28,213)	(74,249)	(120,453)	(173,884)	(227,983)	
110%		116,550	68,146	19,669	(28,924)	(77,633)	(126,536)	(184,108)	
112%		169,469	118,477	67,434	16,303	(34,958)	(86,361)	(137,992)	
114%		222,307	168,750	115,112	61,414	7,630	(46,317)	(100,439)	
116%		275,090	218,938	162,739	106,456	50,088	(6,385)	(63,030)	
118%		327,853	269,082	210,291	151,437	92,507	33,454	(25,731)	
120%		380,518	319,208	257,796	196,366	134,842	73,258	11,513	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(236,996)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(154,088)	(195,420)	(236,996)	(278,875)	(321,263)	(364,063)	(406,863)
	10,000		(154,088)	(187,056)	(220,168)	(253,489)	(287,093)	(321,098)	(355,305)
	20,000		(154,088)	(178,705)	(203,398)	(228,201)	(253,156)	(278,306)	(303,747)
	30,000		(154,088)	(170,355)	(186,628)	(202,990)	(219,405)	(235,901)	(252,513)
	40,000		(154,088)	(162,005)	(169,921)	(177,838)	(185,813)	(193,790)	(201,813)
	50,000		(154,088)	(153,655)	(153,221)	(152,787)	(152,354)	(151,920)	(151,487)
	60,000		(154,088)	(142,168)	(134,581)	(126,995)	(119,409)	(111,823)	(104,237)
	70,000		(154,088)	(134,973)	(120,192)	(105,411)	(90,630)	(75,890)	(61,151)
	80,000		(154,088)	(127,778)	(105,802)	(83,861)	(61,954)	(40,057)	(18,218)
	90,000		(154,088)	(120,583)	(91,431)	(62,355)	(33,317)	(4,334)	24,612
	100,000		(154,088)	(113,388)	(77,094)	(40,866)	(4,739)	31,332	67,346

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Appraisal Ref: **San14** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **80** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				80 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64		£ psm	
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	14.4	12.4%	1.0	19%	15.4
3 bed House		40.0%	28.8	26.8%	2.1	39%	30.9
4 bed House		20.0%	14.4	20.0%	1.6	29%	16.0
5 bed House		5.0%	3.6	5.9%	0.5	5%	4.1
1 bed Flat		10.0%	7.2	22.5%	1.8	11%	9.0
2 bed Flat		5.0%	3.6	12.4%	1.0	6%	4.6
Total number of units		100.0%	72.0	100.0%	8.0	100%	80.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>		<b>AH units GIA (sqm)</b>		<b>Total GIA (all units) (sqm)</b>	
1 bed House		0	0	0	0	0	0
2 bed House		1,138	12,245	78	844	1,216	13,089
3 bed House		2,880	31,000	214	2,308	3,094	33,308
4 bed House		1,843	19,840	205	2,204	2,048	22,044
5 bed House		576	6,200	76	813	652	7,013
1 bed Flat		424	4,559	106	1,140	529	5,699
2 bed Flat		296	3,191	82	879	378	4,071
		7,157	77,035	761	8,188	7,917	85,223
<b>AH % by floor area:</b>				<b>9.61% AH % by floor area (difference due to mix)</b>			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House		150,000	2,419	225			0
2 bed House		190,000	2,405	223			2,924,480
3 bed House		240,000	2,400	223			7,426,560
4 bed House		300,000	2,344	218			4,800,000
5 bed House		355,000	2,219	206			1,445,560
1 bed Flat		135,000	2,700	251			1,215,000
2 bed Flat		150,000	2,143	199			688,800
							18,500,400
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House		90,000	60%	75,000	50%	105,000	70%
2 bed House		114,000	60%	95,000	50%	133,000	70%
3 bed House		144,000	60%	120,000	50%	168,000	70%
4 bed House		180,000	60%	150,000	50%	210,000	70%
5 bed House		213,000	60%	177,500	50%	248,500	70%
1 bed Flat		81,000	60%	67,500	50%	94,500	70%
2 bed Flat		90,000	60%	75,000	50%	105,000	70%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	14.4	@	190,000	2,736,000
3 bed House	28.8	@	240,000	6,912,000
4 bed House	14.4	@	300,000	4,320,000
5 bed House	3.6	@	355,000	1,278,000
1 bed Flat	7.2	@	135,000	972,000
2 bed Flat	3.6	@	150,000	540,000
	72.0			16,758,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.7	@	114,000	84,816
3 bed House	1.6	@	144,000	231,552
4 bed House	1.2	@	180,000	216,000
5 bed House	0.4	@	213,000	75,402
1 bed Flat	1.4	@	81,000	109,350
2 bed Flat	0.7	@	90,000	66,960
	6.0			784,080
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.2	@	133,000	32,984
3 bed House	0.5	@	168,000	90,048
4 bed House	0.4	@	210,000	84,000
5 bed House	0.1	@	248,500	29,323
1 bed Flat	0.5	@	94,500	42,525
2 bed Flat	0.2	@	105,000	26,040
	2.0			304,920
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	8.0		-
<b>Sub-total GDV Residential</b>	<b>80</b>			<b>17,847,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>653,400</b>
			<b>83 £ psm (total GIA sqm)</b>	<b>8,168 £ per unit (total units)</b>
<b>Grant</b>	<b>8</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				<b>17,847,000</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(26,999)
Planning Application Professional Fees, Surveys and reports					(80,000)
CIL					(147,716)
		7,157 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.83% % of GDV	1,846 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	9,633 per unit		(770,640)
	Sub-total				(770,640)
<b>S106 analysis:</b>		385,320 £ per ha	4.32% % of GDV	9,633 £ per unit (total units)	
<b>Comm. Sum analysis:</b>			7,917 sqm (total)	0 £ psm	
			0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(246,000)
		2.00 ha @	123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	0 per unit		-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm		-
2 bed House		1,216 sqm @	1,211 psm		(1,472,537)
3 bed House		3,094 sqm @	1,211 psm		(3,747,318)
4 bed House		2,048 sqm @	1,211 psm		(2,480,128)
5 bed House		652 sqm @	1,211 psm		(788,991)
1 bed Flat		529 sqm @	1,410 psm		(746,471)
2 bed Flat		378 sqm @	1,410 psm		(533,212)
Garages for 3 bed House	(OMS only)	29 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	14 units @	75% @	11,754 £ per garage	(126,943)
Garages for 5 bed House	(OMS only)	4 units @	120% @	11,754 £ per garage	(50,777)
<b>External works</b>					(1,491,957)
		9,946,378 @	15.0%	18,649 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					(22,960)
		80 units @	287 £ per unit		
M4(2) Category 2 Housing	Aff units	8 units @	100% @	521 £ per unit	(4,168)
M4(2) Category 2 Housing	OMS units	72 units @	100% @	521 £ per unit	(37,512)
M4(3) Category 3 Housing	Aff units	8 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	72 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS					(355,920)
		80 units @	4,449 £ per unit		
Renewable Energy					-
		80 units @	0 £ per unit		
EV Charging Points - Houses					-
		66 units @	0 £ per unit		
EV Charging Points - Flats					-
		14 units @	4 flats per charger	0 £ per 4 units	
Water Efficiency					-
		80 units @	0 £ per unit		
					(420,560)
<b>Policy Costs analysis: (design costs only)</b>			5,257 £ per unit (total units)		
<b>Contingency (on construction)</b>					(605,245)
		12,104,894 @	5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	12,104,894 @	6.5%		(786,818)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	16,758,000 OMS @	3.00%	6,284 £ per unit	(502,740)
Residential Sales Agent Costs	16,758,000 OMS @	1.00%	2,095 £ per unit	(167,580)
Residential Sales Legal Costs	16,758,000 OMS @	0.25%	524 £ per unit	(41,895)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>9,028 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(132,374)
<b>Developers Profit -</b>				
Profit on OMS	16,758,000	18.00%		(3,016,440)
Margin on AH	1,089,000	6.00% on AH values		(65,340)
<b>Profit analysis:</b>	<b>17,847,000</b>	<b>17.27% blended GDV</b>	<b>(3,081,780)</b>	
	<b>15,476,902</b>	<b>19.91% on costs</b>	<b>(3,081,780)</b>	
<b>TOTAL COSTS</b>				<b>(18,558,682)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(711,682)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(711,682)</b>
<b>RLV analysis:</b>	<b>(8,896) £ per plot</b>	<b>(355,841) £ per ha (net)</b>	<b>(144,007) £ per acre (net)</b>	
		<b>(355,841) £ per ha (gross)</b>	<b>(144,007) £ per acre (gross)</b>	
			<b>-3.99% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	2.00 ha (net)		4.94 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	2.00 ha (gross)		4.94 acres (gross)	
<b>Density analysis:</b>	<b>3,959 sqm/ha (net)</b>	<b>17,245 sqft/ac (net)</b>		
	<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	<b>741,300</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(726,491) £ per ha (net)</b>	<b>(294,007) £ per acre (net)</b>	<b>(1,452,982)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(294,007)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(185,088)	(223,758)	(262,695)	(301,988)	(341,756)	(381,616)	(421,475)	
	10.00	(201,734)	(239,648)	(277,829)	(316,426)	(355,421)	(394,426)	(433,433)	
	20.00	(218,385)	(255,547)	(293,034)	(330,935)	(369,086)	(407,237)	(445,458)	
	30.00	(235,078)	(271,515)	(308,265)	(345,454)	(382,751)	(420,048)	(457,482)	
	40.00	(251,805)	(287,498)	(323,552)	(359,973)	(396,416)	(432,859)	(469,506)	
	50.00	(268,568)	(303,547)	(338,903)	(374,492)	(410,081)	(445,670)	(481,531)	
	60.00	(285,376)	(319,638)	(354,276)	(389,011)	(423,745)	(458,553)	(493,555)	
	70.00	(302,234)	(335,773)	(369,649)	(403,530)	(437,410)	(471,436)	(505,579)	
	80.00	(319,128)	(351,995)	(385,022)	(418,048)	(451,075)	(484,319)	(517,604)	
	90.00	(336,106)	(368,222)	(400,395)	(432,567)	(464,777)	(497,203)	(529,628)	
	100.00	(353,130)	(384,449)	(415,768)	(447,086)	(478,519)	(510,086)	(541,652)	
	110.00	(370,212)	(400,676)	(431,141)	(461,605)	(492,261)	(522,969)	(553,677)	
	120.00	(387,293)	(416,903)	(446,513)	(476,155)	(506,004)	(535,852)	(565,701)	
	130.00	(404,374)	(433,130)	(461,886)	(490,756)	(519,746)	(548,735)	(577,725)	
	140.00	(421,455)	(449,357)	(477,259)	(505,357)	(533,488)	(561,619)	(589,749)	
	150.00	(438,536)	(465,584)	(492,686)	(519,958)	(547,230)	(574,502)	(601,774)	
	160.00	(455,617)	(481,811)	(508,146)	(534,559)	(560,972)	(587,385)	(613,798)	
	170.00	(472,698)	(498,051)	(523,606)	(549,160)	(574,714)	(600,268)	(625,822)	
	180.00	(489,779)	(514,370)	(539,065)	(563,761)	(588,456)	(613,151)	(637,847)	
	190.00	(506,860)	(530,689)	(554,525)	(578,362)	(602,198)	(626,035)	(649,871)	
200.00	(524,030)	(547,007)	(569,985)	(592,963)	(615,940)	(638,918)	(661,895)		
210.00	(541,207)	(563,326)	(585,445)	(607,564)	(629,682)	(651,801)	(673,920)		
220.00	(558,385)	(579,645)	(600,905)	(622,165)	(643,424)	(664,684)	(685,944)		
230.00	(575,563)	(595,964)	(616,365)	(636,766)	(657,166)	(677,567)	(697,968)		
240.00	(592,740)	(612,282)	(631,824)	(651,366)	(670,909)	(690,451)	(709,993)		
250.00	(609,918)	(628,601)	(647,284)	(665,967)	(684,651)	(703,334)	(722,017)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(294,007)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(69,222)	(100,781)	(132,437)	(168,906)	(205,857)	(243,076)	(280,672)	
	1,000	(83,540)	(115,152)	(146,861)	(185,649)	(222,685)	(260,023)	(297,803)	
	2,000	(97,866)	(129,523)	(165,508)	(202,401)	(239,546)	(277,019)	(314,987)	
	3,000	(112,237)	(143,921)	(182,214)	(219,206)	(256,456)	(294,105)	(332,171)	
	4,000	(126,608)	(162,109)	(198,966)	(236,034)	(273,430)	(311,259)	(349,355)	
	5,000	(140,981)	(178,789)	(215,727)	(252,925)	(290,450)	(328,443)	(366,539)	
	6,000	(158,710)	(195,530)	(232,555)	(269,841)	(307,538)	(345,627)	(383,723)	
	7,000	(175,391)	(212,282)	(249,395)	(286,837)	(324,715)	(362,811)	(400,907)	
	8,000	(192,095)	(229,076)	(266,305)	(303,883)	(341,899)	(379,995)	(418,092)	
	9,000	(208,847)	(245,904)	(283,248)	(320,987)	(359,083)	(397,179)	(435,288)	
	10,000	(225,599)	(262,775)	(300,244)	(338,171)	(376,267)	(414,364)	(452,569)	
	11,000	(242,425)	(279,684)	(317,316)	(355,355)	(393,451)	(431,548)	(469,851)	
	12,000	(259,253)	(296,656)	(334,443)	(372,539)	(410,636)	(448,750)	(487,132)	
	13,000	(276,154)	(313,661)	(351,627)	(389,723)	(427,820)	(466,031)	(504,413)	
14,000	(293,067)	(330,749)	(368,811)	(406,907)	(445,004)	(483,312)	(521,695)		

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(294,007)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(110,178)	(147,174)	(192,279)	(235,788)	(279,536)	(323,284)	(367,105)	
	17.5%	(200,612)	(238,672)	(277,052)	(315,852)	(354,890)	(393,928)	(433,040)	
	20.0%	(294,805)	(328,155)	(361,826)	(395,915)	(430,244)	(464,573)	(498,975)	
	22.5%	(388,997)	(417,638)	(446,599)	(475,979)	(505,598)	(535,217)	(564,910)	
	25.0%	(483,190)	(507,121)	(531,372)	(556,043)	(580,952)	(605,862)	(630,845)	
	27.5%	(577,383)	(596,604)	(616,146)	(636,107)	(656,306)	(676,506)	(696,780)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(294,007)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(169,451)	(206,569)	(244,007)	(281,864)	(319,961)	(358,057)	(396,227)	
	150,000	(219,451)	(256,569)	(294,007)	(331,864)	(369,961)	(408,057)	(446,227)	
	200,000	(269,451)	(306,569)	(344,007)	(381,864)	(419,961)	(458,057)	(496,227)	
	250,000	(319,451)	(356,569)	(394,007)	(431,864)	(469,961)	(508,057)	(546,227)	
	300,000	(369,451)	(406,569)	(444,007)	(481,864)	(519,961)	(558,057)	(596,227)	
	350,000	(419,451)	(456,569)	(494,007)	(531,864)	(569,961)	(608,057)	(646,227)	
	400,000	(469,451)	(506,569)	(544,007)	(581,864)	(619,961)	(658,057)	(696,227)	
	450,000	(519,451)	(556,569)	(594,007)	(631,864)	(669,961)	(708,057)	(746,227)	
	500,000	(569,451)	(606,569)	(644,007)	(681,864)	(719,961)	(758,057)	(796,227)	
	550,000	(619,451)	(656,569)	(694,007)	(731,864)	(769,961)	(808,057)	(846,227)	
	600,000	(669,451)	(706,569)	(744,007)	(781,864)	(819,961)	(858,057)	(896,227)	
	650,000	(719,451)	(756,569)	(794,007)	(831,864)	(869,961)	(908,057)	(946,227)	
	700,000	(769,451)	(806,569)	(844,007)	(881,864)	(919,961)	(958,057)	(996,227)	
	750,000	(819,451)	(856,569)	(894,007)	(931,864)	(969,961)	(1,008,057)	(1,046,227)	
	800,000	(869,451)	(906,569)	(944,007)	(981,864)	(1,019,961)	(1,058,057)	(1,096,227)	
	850,000	(919,451)	(956,569)	(994,007)	(1,031,864)	(1,069,961)	(1,108,057)	(1,146,227)	



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Scheme Typology: **Medium Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(294,007)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		463,773	431,997	400,221	368,445	336,669	304,893	273,116
	75%		352,876	321,175	289,474	257,774	226,073	194,372	162,624
	80%		241,727	210,088	178,449	146,810	115,156	83,449	51,741
	85%		130,239	98,648	67,057	35,399	3,725	(28,011)	(59,785)
	90%		18,324	(13,284)	(44,939)	(76,668)	(108,474)	(140,399)	(178,454)
	95%		(94,257)	(126,006)	(161,542)	(198,539)	(235,763)	(273,349)	(311,414)
	100%		(219,451)	(256,569)	(294,007)	(331,864)	(369,961)	(408,057)	(446,227)
	105%		(353,163)	(391,118)	(429,073)	(467,027)	(505,247)	(543,488)	(581,728)
	110%		(488,750)	(526,738)	(564,836)	(602,934)	(641,032)	(679,131)	(717,229)
	115%		(624,994)	(662,950)	(700,906)	(738,862)	(776,818)	(814,774)	(852,729)
	120%		(761,348)	(799,161)	(836,975)	(874,789)	(912,603)	(950,416)	(988,230)
	125%		(897,702)	(935,373)	(973,045)	(1,010,716)	(1,048,388)	(1,086,059)	(1,123,731)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(294,007)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(135,899)	(172,880)	(209,771)	(246,908)	(284,373)	(322,321)	(360,418)
	1,000		(154,819)	(191,614)	(228,614)	(265,870)	(303,525)	(341,592)	(379,688)
	2,000		(173,517)	(210,395)	(247,482)	(284,911)	(322,767)	(360,863)	(398,959)
	3,000		(192,237)	(229,216)	(266,443)	(304,020)	(342,037)	(380,134)	(418,230)
	4,000		(211,018)	(248,084)	(285,449)	(323,212)	(361,308)	(399,404)	(437,526)
	5,000		(229,818)	(267,017)	(304,516)	(342,483)	(380,579)	(418,675)	(456,905)
	6,000		(248,686)	(285,987)	(323,678)	(361,753)	(399,850)	(437,946)	(476,285)
	7,000		(267,590)	(305,046)	(342,928)	(381,024)	(419,120)	(457,282)	(495,665)
	8,000		(286,551)	(324,173)	(362,199)	(400,295)	(438,391)	(476,662)	(515,045)
	9,000		(305,584)	(343,373)	(381,469)	(419,566)	(457,662)	(496,042)	(534,424)
	10,000		(324,668)	(362,644)	(400,740)	(438,837)	(477,039)	(515,422)	(553,804)
	11,000		(343,831)	(381,915)	(420,011)	(458,107)	(496,419)	(534,801)	(573,184)
	12,000		(363,089)	(401,185)	(439,282)	(477,416)	(515,799)	(554,181)	(592,564)
	13,000		(382,360)	(420,456)	(458,553)	(496,796)	(535,178)	(573,561)	(611,943)
	14,000		(401,631)	(439,727)	(477,823)	(516,176)	(554,558)	(592,941)	(631,323)
	15,000		(420,902)	(458,998)	(497,173)	(535,555)	(573,938)	(612,320)	(650,703)
	16,000		(440,172)	(478,269)	(516,553)	(554,935)	(593,318)	(631,700)	(670,083)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(294,007)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(842,282)	(849,347)	(856,412)	(863,477)	(870,542)	(877,607)	(884,672)
	82%		(779,647)	(789,844)	(800,040)	(810,237)	(820,434)	(830,631)	(840,827)
	84%		(717,012)	(730,340)	(743,669)	(756,997)	(770,326)	(783,654)	(796,983)
	86%		(654,377)	(670,837)	(687,297)	(703,758)	(720,218)	(736,678)	(753,138)
	88%		(591,742)	(611,334)	(630,926)	(650,518)	(670,110)	(689,702)	(709,294)
	90%		(529,107)	(551,831)	(574,555)	(597,278)	(620,002)	(642,726)	(665,450)
	92%		(466,547)	(492,328)	(518,183)	(544,039)	(569,894)	(595,750)	(621,605)
	94%		(404,304)	(433,064)	(461,824)	(490,799)	(519,786)	(548,773)	(577,761)
	96%		(342,061)	(373,933)	(405,805)	(437,677)	(469,549)	(501,421)	(533,293)
	98%		(280,410)	(314,905)	(349,787)	(384,771)	(419,755)	(454,739)	(490,723)
	100%		(219,451)	(256,569)	(294,007)	(331,864)	(369,961)	(408,057)	(446,227)
	102%		(158,989)	(198,829)	(238,899)	(279,295)	(320,166)	(361,375)	(402,583)
	104%		(103,638)	(140,490)	(184,266)	(227,330)	(270,735)	(314,693)	(359,013)
	106%		(51,859)	(91,154)	(130,578)	(175,771)	(221,850)	(268,327)	(315,443)
	108%		(265)	(42,001)	(83,864)	(125,862)	(173,322)	(222,457)	(272,072)
	110%		51,203	7,000	(37,315)	(81,749)	(126,342)	(176,931)	(229,152)
	112%		102,595	55,870	9,107	(37,787)	(84,811)	(132,017)	(186,604)
	114%		153,862	104,677	55,395	6,056	(43,417)	(93,049)	(142,941)
	116%		205,095	153,380	101,632	49,779	(2,153)	(54,228)	(106,517)
	118%		256,231	202,046	147,772	93,460	39,022	(15,520)	(70,230)
	120%		307,366	250,624	193,882	137,037	80,154	23,123	(34,045)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(294,007)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(219,451)	(256,569)	(294,007)	(331,864)	(369,961)	(408,057)	(446,227)
	10,000		(219,451)	(248,134)	(277,001)	(306,146)	(335,589)	(365,092)	(394,595)
	20,000		(219,451)	(239,712)	(260,073)	(280,570)	(301,242)	(322,127)	(343,037)
	30,000		(219,451)	(231,290)	(243,160)	(255,116)	(267,134)	(279,245)	(291,479)
	40,000		(219,451)	(222,868)	(226,316)	(229,763)	(233,236)	(236,741)	(240,261)
	50,000		(219,451)	(214,465)	(209,478)	(204,497)	(199,523)	(194,548)	(189,574)
	60,000		(219,451)	(206,080)	(192,708)	(179,337)	(165,966)	(152,599)	(138,583)
	70,000		(219,451)	(197,695)	(175,939)	(154,233)	(132,773)	(114,021)	(95,314)
	80,000		(219,451)	(189,310)	(159,225)	(129,868)	(103,950)	(78,050)	(52,231)
	90,000		(219,451)	(180,925)	(141,409)	(108,267)	(75,194)	(42,206)	(9,300)
	100,000		(219,451)	(172,567)	(126,975)	(86,683)	(46,519)	(6,458)	33,522

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Appraisal Ref: **San15** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **150**  
 Notes: Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				150 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		
						<b>AH # units</b>		
						<b>Overall mix%</b>		
						<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	27.0	12.4%	1.9	19%	28.9		
3 bed House	40.0%	54.0	26.8%	4.0	39%	58.0		
4 bed House	20.0%	27.0	20.0%	3.0	20%	30.0		
5 bed House	5.0%	6.8	5.9%	0.9	5%	7.6		
1 bed Flat	10.0%	13.5	22.5%	3.4	11%	16.9		
2 bed Flat	5.0%	6.8	12.4%	1.9	6%	8.6		
Total number of units	100.0%	135.0	100.0%	15.0	100%	150.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	2,133	22,959	147	1,582	2,280	24,541		
3 bed House	5,400	58,125	402	4,327	5,802	62,452		
4 bed House	3,456	37,200	384	4,133	3,840	41,333		
5 bed House	1,080	11,625	142	1,524	1,222	13,149		
1 bed Flat	794	8,548	199	2,137	993	10,685		
2 bed Flat	556	5,983	153	1,649	709	7,632		
	13,419	144,441	1,426	15,352	14,845	159,793		
AH % by floor area:				9.61% AH % by floor area (difference due to mix)				
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>		
						<b>total MV £ (no AH)</b>		
1 bed House	150,000	2,419	225			0		
2 bed House	190,000	2,405	223			5,483,400		
3 bed House	240,000	2,400	223			13,924,800		
4 bed House	300,000	2,344	218			9,000,000		
5 bed House	355,000	2,219	206			2,710,425		
1 bed Flat	135,000	2,700	251			2,278,125		
2 bed Flat	150,000	2,143	199			1,291,500		
						34,688,250		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>		
						<b>% of MV</b>		
						<b>First Homes £*</b>		
						<b>% of MV</b>		
						<b>Other Int. £</b>		
						<b>% of MV</b>		
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
* capped @£250K								

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	27.0	@	190,000	5,130,000
3 bed House	54.0	@	240,000	12,960,000
4 bed House	27.0	@	300,000	8,100,000
5 bed House	6.8	@	355,000	2,396,250
1 bed Flat	13.5	@	135,000	1,822,500
2 bed Flat	6.8	@	150,000	1,012,500
	135.0			31,421,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	1.4	@	114,000	159,030
3 bed House	3.0	@	144,000	434,160
4 bed House	2.3	@	180,000	405,000
5 bed House	0.7	@	213,000	141,379
1 bed Flat	2.5	@	81,000	205,031
2 bed Flat	1.4	@	90,000	125,550
	11.3			1,470,150
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.5	@	133,000	61,845
3 bed House	1.0	@	168,000	168,840
4 bed House	0.8	@	210,000	157,500
5 bed House	0.2	@	248,500	54,981
1 bed Flat	0.8	@	94,500	79,734
2 bed Flat	0.5	@	105,000	48,825
	3.8			571,725
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	15.0		-
<b>Sub-total GDV Residential</b>				<b>150</b>
<b>AH on-site cost analysis:</b>				
			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,225,125</b>
			<b>83 £ psm (total GIA sqm)</b>	<b>8,168 £ per unit (total units)</b>
<b>Grant</b>				
		15	AH units @ <b>0</b> per unit	-
<b>Total GDV</b>				<b>33,463,125</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield**      No Units: **150**  
 Site Typology: Location / Value Zone: **Medium**      Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(36,659)
Planning Application Professional Fees, Surveys and reports					(110,000)
CIL					(276,968)
CIL analysis:		13,419 sqm (Market only)	20.64 £ psm		
		0.83% % of GDV	1,846 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		150 units @	9,633 per unit		(1,444,950)
Sub-total				(1,444,950)	
S106 analysis:		385,320 £ per ha	4.32% % of GDV	9,633 £ per unit (total units)	
<b>AH Commuted Sum</b>					
Comm. Sum analysis:		14,845 sqm (total)	0 £ psm		-
<b>Construction Costs -</b>					
<b>Site Clearance, Demolition &amp; Remediation</b>					
		3.75 ha @	123,000 £ per ha (if brownfield)		(461,250)
<b>Site Infrastructure costs -</b>					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		150 units @	0 per unit		-
Sub-total					-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
<b>1 bed House</b>					
		- sqm @	1,211 psm		-
<b>2 bed House</b>					
		2,280 sqm @	1,211 psm		(2,761,007)
<b>3 bed House</b>					
		5,802 sqm @	1,211 psm		(7,026,222)
<b>4 bed House</b>					
		3,840 sqm @	1,211 psm		(4,650,240)
<b>5 bed House</b>					
		1,222 sqm @	1,211 psm		(1,479,358)
<b>1 bed Flat</b>					
		993 sqm @	1,410 psm		(1,399,632)
<b>2 bed Flat</b>					
		14,845 709 sqm @	1,410 psm		(999,773)
Garages for 3 bed House (OMS only)		54 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)		27 units @	75% @	11,754 £ per garage	(238,019)
Garages for 5 bed House (OMS only)		7 units @	120% @	11,754 £ per garage	(95,207)
<b>External works</b>					
		18,649,458 @	15.0%	18,649 £ per unit (total units)	(2,797,419)
Ext. Works analysis:					
<b>Policy Costs on design -</b>					
<b>Net Biodiversity costs</b>					
		150 units @		287 £ per unit	(43,050)
M4(2) Category 2 Housing	Aff units	15 units @	100% @	521 £ per unit	(7,815)
M4(2) Category 2 Housing	OMS units	135 units @	100% @	521 £ per unit	(70,335)
M4(3) Category 3 Housing	Aff units	15 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	135 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		150 units @		4,449 £ per unit	(667,350)
Renewable Energy		150 units @		0 £ per unit	-
EV Charging Points - Houses		125 units @		0 £ per unit	-
EV Charging Points - Flats		25 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		150 units @		0 £ per unit	-
Sub-total					(788,550)
Policy Costs analysis: (design costs only)				5,257 £ per unit (total units)	
<b>Contingency (on construction)</b>					
		22,696,677 @	5.0%		(1,134,834)

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	22,696,677 @		<b>6.5%</b>		(1,475,284)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	31,421,250 OMS @		<b>3.00%</b>	6,284 £ per unit	(942,638)
Residential Sales Agent Costs	31,421,250 OMS @		<b>1.00%</b>	2,095 £ per unit	(314,213)
Residential Sales Legal Costs	31,421,250 OMS @		<b>0.25%</b>	524 £ per unit	(78,553)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,969 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(184,358)
<b>Developers Profit -</b>					
Profit on OMS	31,421,250		<b>18.00%</b>		(5,655,825)
Margin on AH	2,041,875		<b>6.00%</b> on AH values		(122,513)
<b>Profit analysis:</b>				<b>17.27% blended GDV</b>	<b>(5,778,338)</b>
	<b>33,463,125</b>			<b>20.06% on costs</b>	<b>(5,778,338)</b>
	<b>28,805,133</b>				
<b>TOTAL COSTS</b>					<b>(34,583,471)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,120,346)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(1,120,346)</b>
<b>RLV analysis:</b>	<b>(7,469) £ per plot</b>	<b>(298,759) £ per ha (net)</b>	<b>(120,906) £ per acre (net)</b>		
		<b>(298,759) £ per ha (gross)</b>	<b>(120,906) £ per acre (gross)</b>		
			<b>-3.35% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		3.75 ha (net)		9.27 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		3.75 ha (gross)		9.27 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,245 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>1,389,938</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(669,409) £ per ha (net)</b>	<b>(270,906) £ per acre (net)</b>		<b>(2,510,283)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(270,906)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(163,037)	(201,453)	(240,041)	(278,897)	(318,117)	(357,906)	(398,619)
	10.00		(179,490)	(217,141)	(254,989)	(293,101)	(331,608)	(370,729)	(410,866)
	20.00		(195,984)	(232,867)	(269,946)	(307,325)	(345,143)	(383,611)	(423,194)
	30.00		(212,485)	(248,596)	(284,947)	(321,601)	(358,721)	(396,558)	(435,537)
	40.00		(229,010)	(264,375)	(299,971)	(335,911)	(372,348)	(409,579)	(447,879)
	50.00		(245,563)	(280,163)	(315,028)	(350,258)	(386,034)	(422,680)	(460,222)
	60.00		(262,135)	(295,997)	(330,133)	(364,653)	(399,784)	(435,870)	(472,564)
	70.00		(278,744)	(311,859)	(345,272)	(379,111)	(413,608)	(449,094)	(484,906)
	80.00		(295,381)	(327,753)	(360,454)	(393,626)	(427,514)	(462,318)	(497,249)
	90.00		(312,048)	(343,703)	(375,696)	(408,207)	(441,508)	(475,542)	(509,593)
	100.00		(328,767)	(359,693)	(390,997)	(422,861)	(455,599)	(488,766)	(522,005)
	110.00		(345,518)	(375,731)	(406,360)	(437,601)	(469,704)	(501,990)	(534,417)
	120.00		(362,312)	(391,825)	(421,794)	(452,445)	(483,810)	(515,214)	(546,829)
	130.00		(379,173)	(407,985)	(437,309)	(467,393)	(497,916)	(528,448)	(559,242)
	140.00		(396,088)	(424,221)	(452,920)	(482,380)	(512,021)	(541,766)	(571,654)
	150.00		(413,066)	(440,541)	(468,642)	(497,367)	(526,127)	(555,045)	(584,066)
	160.00		(430,118)	(456,954)	(484,477)	(512,355)	(540,233)	(568,344)	(596,510)
	170.00		(447,253)	(473,470)	(500,345)	(527,342)	(554,395)	(581,643)	(608,993)
	180.00		(464,480)	(490,100)	(516,214)	(542,329)	(568,581)	(594,942)	(621,475)
	190.00		(481,815)	(506,850)	(532,083)	(557,316)	(582,766)	(608,241)	(633,958)
200.00		(499,283)	(523,601)	(547,952)	(572,364)	(596,952)	(621,589)	(646,440)	
210.00		(516,881)	(540,351)	(563,821)	(587,436)	(611,137)	(634,963)	(658,922)	
220.00		(534,513)	(557,102)	(579,693)	(602,508)	(625,323)	(648,337)	(671,540)	
230.00		(552,145)	(573,852)	(595,652)	(617,580)	(639,535)	(661,711)	(684,307)	
240.00		(569,777)	(590,603)	(611,610)	(632,652)	(653,800)	(675,085)	(697,074)	
250.00		(587,409)	(607,414)	(627,569)	(647,724)	(668,066)	(688,459)	(709,842)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(270,906)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(51,950)	(83,444)	(115,016)	(146,675)	(184,198)	(221,132)	(258,333)
	1,000		(66,190)	(97,706)	(129,300)	(164,030)	(200,839)	(237,842)	(275,174)
	2,000		(80,430)	(111,983)	(143,618)	(180,631)	(217,493)	(254,611)	(292,070)
	3,000		(94,673)	(126,260)	(160,483)	(197,235)	(234,194)	(271,415)	(309,035)
	4,000		(108,950)	(140,560)	(177,064)	(213,888)	(250,915)	(288,262)	(326,069)
	5,000		(123,227)	(156,949)	(193,665)	(230,546)	(267,683)	(305,164)	(343,187)
	6,000		(137,504)	(173,500)	(210,283)	(247,255)	(284,496)	(322,129)	(360,402)
	7,000		(153,415)	(190,098)	(226,937)	(263,987)	(301,351)	(339,166)	(377,720)
	8,000		(169,966)	(206,699)	(243,608)	(280,756)	(318,258)	(356,285)	(395,166)
	9,000		(186,531)	(223,332)	(260,317)	(297,578)	(335,225)	(373,497)	(412,760)
	10,000		(203,132)	(239,985)	(277,060)	(314,440)	(352,264)	(390,810)	(430,494)
	11,000		(219,733)	(256,669)	(293,829)	(331,352)	(369,383)	(408,241)	(448,233)
	12,000		(236,381)	(273,379)	(310,659)	(348,322)	(386,592)	(425,824)	(465,971)
	13,000		(253,034)	(290,132)	(327,528)	(365,362)	(403,901)	(443,546)	(483,710)
	14,000		(269,731)	(306,910)	(344,445)	(382,480)	(421,319)	(461,284)	(501,448)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(270,906)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(91,784)	(128,534)	(169,178)	(212,162)	(255,585)	(299,666)	(344,862)
	17.5%		(178,201)	(215,977)	(253,951)	(292,226)	(330,939)	(370,310)	(410,797)
	20.0%		(272,394)	(305,460)	(338,725)	(372,290)	(406,293)	(440,955)	(476,732)
	22.5%		(366,586)	(394,943)	(423,498)	(452,354)	(481,648)	(511,599)	(542,667)
	25.0%		(460,779)	(484,426)	(508,271)	(532,417)	(557,002)	(582,243)	(608,602)
	27.5%		(554,972)	(573,909)	(593,045)	(612,481)	(632,356)	(652,888)	(674,536)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(270,906)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(147,040)	(183,874)	(220,906)	(258,239)	(296,010)	(334,439)	(373,984)
	150,000		(197,040)	(233,874)	(270,906)	(308,239)	(346,010)	(384,439)	(423,984)
	200,000		(247,040)	(283,874)	(320,906)	(358,239)	(396,010)	(434,439)	(473,984)
	250,000		(297,040)	(333,874)	(370,906)	(408,239)	(444,010)	(484,439)	(523,984)
	300,000		(347,040)	(383,874)	(420,906)	(458,239)	(496,010)	(534,439)	(573,984)
	350,000		(397,040)	(433,874)	(470,906)	(508,239)	(546,010)	(584,439)	(623,984)
	400,000		(447,040)	(483,874)	(520,906)	(558,239)	(596,010)	(634,439)	(673,984)
	450,000		(497,040)	(533,874)	(570,906)	(608,239)	(646,010)	(684,439)	(723,984)
	500,000		(547,040)	(583,874)	(620,906)	(658,239)	(696,010)	(734,439)	(773,984)
	550,000		(597,040)	(633,874)	(670,906)	(708,239)	(746,010)	(784,439)	(823,984)
	600,000		(647,040)	(683,874)	(720,906)	(758,239)	(796,010)	(834,439)	(873,984)
	650,000		(697,040)	(733,874)	(770,906)	(808,239)	(846,010)	(884,439)	(923,984)
	700,000		(747,040)	(783,874)	(820,906)	(858,239)	(896,010)	(934,439)	(973,984)
	750,000		(797,040)	(833,874)	(870,906)	(908,239)	(946,010)	(984,439)	(1,023,984)
	800,000		(847,040)	(883,874)	(920,906)	(958,239)	(996,010)	(1,034,439)	(1,073,984)
	850,000		(897,040)	(933,874)	(970,906)	(1,008,239)	(1,046,010)	(1,084,439)	(1,123,984)

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(270,906)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		478,705	446,902	415,100	383,293	351,463	319,634	287,804
	75%		368,072	336,358	304,644	272,923	241,172	209,422	177,672
	80%		257,272	225,637	194,000	162,320	130,639	98,952	67,216
	85%		146,246	114,665	83,045	51,425	19,745	(11,950)	(43,710)
	90%		34,885	3,316	(28,311)	(59,972)	(91,700)	(123,520)	(157,617)
	95%		(76,957)	(108,596)	(140,318)	(176,919)	(213,885)	(251,078)	(288,617)
	100%		(197,040)	(233,874)	(270,906)	(308,239)	(346,010)	(384,439)	(423,984)
	105%		(328,723)	(366,230)	(404,276)	(443,143)	(483,042)	(523,060)	(563,382)
	110%		(463,438)	(502,811)	(542,683)	(582,673)	(622,870)	(663,350)	(704,774)
	115%		(602,909)	(642,895)	(682,969)	(723,369)	(764,763)	(806,709)	(848,654)
	120%		(743,725)	(783,978)	(825,356)	(867,150)	(908,945)	(950,740)	(992,534)
	125%		(886,553)	(928,196)	(969,840)	(1,011,483)	(1,053,127)	(1,094,771)	(1,136,414)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(270,906)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(118,248)	(151,161)	(187,846)	(224,690)	(261,768)	(299,178)	(337,099)
	1,000		(134,235)	(169,698)	(206,441)	(243,385)	(280,581)	(318,168)	(356,350)
	2,000		(151,598)	(188,268)	(225,093)	(262,118)	(299,456)	(337,246)	(375,752)
	3,000		(170,135)	(206,863)	(243,765)	(280,910)	(318,404)	(356,426)	(395,306)
	4,000		(188,690)	(225,497)	(262,487)	(299,762)	(337,434)	(375,734)	(415,052)
	5,000		(207,286)	(244,154)	(281,260)	(318,674)	(356,556)	(395,166)	(434,945)
	6,000		(225,900)	(262,867)	(300,079)	(337,658)	(375,781)	(414,774)	(454,839)
	7,000		(244,557)	(281,611)	(318,953)	(356,722)	(395,119)	(434,569)	(474,733)
	8,000		(263,246)	(300,402)	(337,894)	(375,878)	(414,606)	(454,462)	(494,626)
	9,000		(281,969)	(319,259)	(356,912)	(395,135)	(434,248)	(474,356)	(514,549)
	10,000		(300,753)	(338,171)	(376,012)	(414,526)	(454,086)	(494,250)	(534,555)
	11,000		(319,577)	(357,148)	(395,211)	(434,048)	(473,979)	(514,143)	(554,562)
	12,000		(338,450)	(376,199)	(414,517)	(453,741)	(493,873)	(534,078)	(574,568)
	13,000		(357,389)	(395,335)	(433,940)	(473,603)	(513,767)	(554,084)	(594,595)
	14,000		(376,402)	(414,565)	(453,505)	(493,496)	(533,660)	(574,090)	(614,714)
	15,000		(395,488)	(433,902)	(473,234)	(513,390)	(553,606)	(594,096)	(634,833)
	16,000		(414,657)	(453,363)	(493,119)	(533,284)	(573,613)	(614,110)	(654,953)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(270,906)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(835,910)	(844,644)	(853,379)	(862,113)	(870,847)	(879,581)	(888,315)
	82%		(768,582)	(780,682)	(792,783)	(804,883)	(816,984)	(829,084)	(841,185)
	84%		(701,691)	(716,720)	(732,187)	(747,654)	(763,121)	(778,588)	(794,055)
	86%		(636,204)	(654,077)	(671,986)	(690,425)	(709,258)	(728,091)	(746,925)
	88%		(571,112)	(592,074)	(613,037)	(634,200)	(655,400)	(677,595)	(699,795)
	90%		(506,368)	(530,363)	(554,454)	(578,671)	(602,966)	(627,428)	(652,665)
	92%		(442,082)	(468,923)	(496,153)	(523,382)	(550,815)	(578,286)	(606,023)
	94%		(379,499)	(408,501)	(438,082)	(468,410)	(498,873)	(529,468)	(560,194)
	96%		(318,050)	(349,523)	(381,377)	(413,813)	(447,134)	(480,830)	(514,629)
	98%		(257,305)	(291,412)	(325,796)	(360,572)	(395,966)	(432,325)	(469,256)
	100%		(197,040)	(233,874)	(270,906)	(308,239)	(346,010)	(384,439)	(423,984)
	102%		(137,696)	(176,706)	(216,495)	(256,498)	(296,822)	(337,638)	(379,227)
104%		(86,059)	(122,774)	(162,409)	(205,149)	(248,157)	(291,515)	(335,451)	
106%		(34,571)	(73,749)	(113,020)	(154,104)	(199,836)	(245,870)	(292,339)	
108%		16,800	(24,861)	(66,594)	(108,434)	(151,792)	(200,552)	(249,660)	
110%		68,079	23,923	(20,291)	(64,591)	(109,015)	(155,472)	(207,302)	
112%		119,257	72,634	25,918	(20,861)	(67,742)	(114,764)	(165,165)	
114%		170,395	121,245	72,064	22,786	(26,570)	(76,046)	(125,683)	
116%		221,466	169,821	118,116	66,373	14,525	(37,420)	(89,507)	
118%		272,511	218,338	164,139	109,871	55,549	1,130	(53,430)	
120%		323,494	266,830	210,102	153,350	96,508	39,597	(17,430)	

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(270,906)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(197,040)	(233,874)	(270,906)	(308,239)	(346,010)	(384,439)	(423,984)
	10,000		(197,040)	(225,535)	(254,161)	(282,952)	(312,003)	(341,396)	(371,310)
	20,000		(197,040)	(217,196)	(237,430)	(257,763)	(278,229)	(298,849)	(319,699)
	30,000		(197,040)	(208,871)	(220,752)	(232,661)	(244,628)	(256,666)	(268,783)
	40,000		(197,040)	(200,558)	(204,076)	(207,631)	(211,188)	(214,761)	(218,361)
	50,000		(197,040)	(192,245)	(187,451)	(182,657)	(177,862)	(173,068)	(168,274)
	60,000		(197,040)	(183,933)	(170,826)	(157,725)	(144,226)	(132,903)	(121,580)
	70,000		(197,040)	(175,620)	(154,239)	(134,041)	(115,552)	(97,097)	(78,641)
	80,000		(197,040)	(167,329)	(138,195)	(112,560)	(86,956)	(61,384)	(35,835)
	90,000		(197,040)	(159,041)	(123,867)	(91,113)	(58,411)	(25,745)	6,861
	100,000		(197,040)	(150,753)	(109,569)	(69,699)	(29,899)	9,819	49,470

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Appraisal Ref: **San16** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **225** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				225 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64		£ psm	
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	40.5	12.4%	2.8	19%	43.3
3 bed House		40.0%	81.0	26.8%	6.0	39%	87.0
4 bed House		20.0%	40.5	20.0%	4.5	20%	45.0
5 bed House		5.0%	10.1	5.9%	1.3	5%	11.5
1 bed Flat		10.0%	20.3	22.5%	5.1	11%	25.3
2 bed Flat		5.0%	10.1	12.4%	2.8	6%	12.9
Total number of units		100.0%	202.5	100.0%	22.5	100%	225.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>		<b>AH units GIA (sqft)</b>		<b>Total GIA (all units) (sqft)</b>	
1 bed House		0	0	0	0	0	0
2 bed House		3,200	34,439	220	2,372	3,420	36,812
3 bed House		8,100	87,188	603	6,491	8,703	93,678
4 bed House		5,184	55,800	576	6,200	5,760	62,000
5 bed House		1,620	17,438	212	2,286	1,832	19,724
1 bed Flat		1,191	12,822	298	3,205	1,489	16,027
2 bed Flat		834	8,975	230	2,473	1,064	11,448
		20,129	216,661	2,139	23,028	22,268	239,689
<b>AH % by floor area:</b>				<b>9.61% AH % by floor area (difference due to mix)</b>			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House		150,000	2,419	225		0	
2 bed House		190,000	2,405	223		8,225,100	
3 bed House		240,000	2,400	223		20,887,200	
4 bed House		300,000	2,344	218		13,500,000	
5 bed House		355,000	2,219	206		4,065,638	
1 bed Flat		135,000	2,700	251		3,417,188	
2 bed Flat		150,000	2,143	199		1,937,250	
						52,032,375	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House		90,000	60%	75,000	50%	105,000	70%
2 bed House		114,000	60%	95,000	50%	133,000	70%
3 bed House		144,000	60%	120,000	50%	168,000	70%
4 bed House		180,000	60%	150,000	50%	210,000	70%
5 bed House		213,000	60%	177,500	50%	248,500	70%
1 bed Flat		81,000	60%	67,500	50%	94,500	70%
2 bed Flat		90,000	60%	75,000	50%	105,000	70%
						* capped @£250K	

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Scheme Typology: **Medium Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	40.5	@	190,000	7,695,000
3 bed House	81.0	@	240,000	19,440,000
4 bed House	40.5	@	300,000	12,150,000
5 bed House	10.1	@	355,000	3,594,375
1 bed Flat	20.3	@	135,000	2,733,750
2 bed Flat	10.1	@	150,000	1,518,750
	202.5			47,131,875
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	2.1	@	114,000	238,545
3 bed House	4.5	@	144,000	651,240
4 bed House	3.4	@	180,000	607,500
5 bed House	1.0	@	213,000	212,068
1 bed Flat	3.8	@	81,000	307,547
2 bed Flat	2.1	@	90,000	188,325
	16.9			2,205,225
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.7	@	133,000	92,768
3 bed House	1.5	@	168,000	253,260
4 bed House	1.1	@	210,000	236,250
5 bed House	0.3	@	248,500	82,471
1 bed Flat	1.3	@	94,500	119,602
2 bed Flat	0.7	@	105,000	73,238
	5.6			857,588
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	22.5		-
<b>Sub-total GDV Residential</b>				
	225			50,194,688
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,837,688</b>
		83 £ psm (total GIA sqm)	8,168 £ per unit (total units)	
<b>Grant</b>	23	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>50,194,688</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential) (47,009)					
Planning Application Professional Fees, Surveys and reports (140,000)					
CIL 20,129 sqm (Market only) 20.64 £ psm (415,452)					
CIL analysis: 0.83% % of GDV 1,846 £ per unit (total units)					
Site Specific S106 Contributions					
Year 1				0	-
Year 2				0	-
Year 3				0	-
Year 4				0	-
Year 5				0	-
Year 6				0	-
Year 7				0	-
Year 8				0	-
Year 9				0	-
Year 10				0	-
Year 11				0	-
Year 12				0	-
Year 13				0	-
Year 14				0	-
Year 15				0	-
Years 1-15		225 units @		9,633 per unit	(2,167,425)
Sub-total (2,167,425)					
S106 analysis: 385,320 £ per ha 4.32% % of GDV 9,633 £ per unit (total units)					
AH Commuted Sum 22,268 sqm (total) 0 £ psm					
Comm. Sum analysis: 0.00% % of GDV					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation 5.63 ha @ 123,000 £ per ha (if brownfield) (691,875)					
Site Infrastructure costs -					
Year 1				0	-
Year 2				0	-
Year 3				0	-
Year 4				0	-
Year 5				0	-
Year 6				0	-
Year 7				0	-
Year 8				0	-
Year 9				0	-
Year 10				0	-
Year 11				0	-
Year 12				0	-
Year 13				0	-
Year 14				0	-
Year 15				0	-
Years 1-15		225 units @		0 per unit	-
Sub-total -					
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)					
1 bed House		- sqm @		1,211 psm	-
2 bed House		3,420 sqm @		1,211 psm	(4,141,511)
3 bed House		8,703 sqm @		1,211 psm	(10,539,333)
4 bed House		5,760 sqm @		1,211 psm	(6,975,360)
5 bed House		1,832 sqm @		1,211 psm	(2,219,036)
1 bed Flat		1,489 sqm @		1,410 psm	(2,099,449)
2 bed Flat		1,064 sqm @		1,410 psm	(1,499,659)
Garages for 3 bed House (OMS only)	81 units @		0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)	41 units @		75% @	11,754 £ per garage	(357,028)
Garages for 5 bed House (OMS only)	10 units @		120% @	11,754 £ per garage	(142,811)
External works 27,974,187 @ 15.0% (4,196,128)					
Ext. Works analysis: 18,649 £ per unit (total units)					
Policy Costs on design -					
Net Biodiversity costs 225 units @ 287 £ per unit (64,575)					
M4(2) Category 2 Housing	Aff units	23 units @	100% @	521 £ per unit	(11,723)
M4(2) Category 2 Housing	OMS units	203 units @	100% @	521 £ per unit	(105,503)
M4(3) Category 3 Housing	Aff units	23 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	203 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		225 units @		4,449 £ per unit	(1,001,025)
Renewable Energy		225 units @		0 £ per unit	-
EV Charging Points - Houses		187 units @		0 £ per unit	-
EV Charging Points - Flats		38 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		225 units @		0 £ per unit	-
Sub-total (1,182,825)					
Policy Costs analysis: (design costs only) 5,257 £ per unit (total units)					
Contingency (on construction) 34,045,015 @ 5.0% (1,702,251)					

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	34,045,015 @		<b>6.5%</b>		(2,212,926)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	47,131,875 OMS @		<b>3.00%</b>	6,284 £ per unit	(1,413,956)
Residential Sales Agent Costs	47,131,875 OMS @		<b>1.00%</b>	2,095 £ per unit	(471,319)
Residential Sales Legal Costs	47,131,875 OMS @		<b>0.25%</b>	524 £ per unit	(117,830)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,947 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(269,921)
<b>Developers Profit -</b>					
Profit on OMS	47,131,875		<b>18.00%</b>		(8,483,738)
Margin on AH	3,062,813		<b>6.00%</b> on AH values		(183,769)
<b>Profit analysis:</b>		<b>50,194,688</b>		<b>17.27% blended GDV</b>	<b>(8,667,506)</b>
		<b>43,113,104</b>		<b>20.10% on costs</b>	<b>(8,667,506)</b>
<b>TOTAL COSTS</b>					<b>(51,780,611)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,585,923)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(1,585,923)</b>
<b>RLV analysis:</b>	<b>(7,049) £ per plot</b>	<b>(281,942) £ per ha (net)</b>	<b>(114,100) £ per acre (net)</b>		
		<b>(281,942) £ per ha (gross)</b>	<b>(114,100) £ per acre (gross)</b>	<b>-3.16% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		5.63 ha (gross)		13.90 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,245 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>2,084,906</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>		<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(652,592) £ per ha (net)</b>		<b>(264,100) £ per acre (net)</b>	<b>(3,670,829)</b>

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Scheme Typology: **Medium Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(264,100)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(156,297)	(194,695)	(233,260)	(272,084)	(311,252)	(350,963)	(391,540)	
	10.00	(172,750)	(210,371)	(248,196)	(286,268)	(324,729)	(363,766)	(403,751)	
	20.00	(189,226)	(226,092)	(263,144)	(300,488)	(338,239)	(376,621)	(416,043)	
	30.00	(205,727)	(241,817)	(278,134)	(314,745)	(351,791)	(389,537)	(428,385)	
	40.00	(222,234)	(257,581)	(293,137)	(329,032)	(365,399)	(402,519)	(440,728)	
	50.00	(238,788)	(273,360)	(308,194)	(343,366)	(379,062)	(415,576)	(453,070)	
	60.00	(255,341)	(289,185)	(323,277)	(357,750)	(392,785)	(428,719)	(465,413)	
	70.00	(271,950)	(305,026)	(338,393)	(372,182)	(406,573)	(441,943)	(477,755)	
	80.00	(288,568)	(320,919)	(353,571)	(386,669)	(420,437)	(455,167)	(490,098)	
	90.00	(305,235)	(336,848)	(368,792)	(401,221)	(434,392)	(468,391)	(502,440)	
	100.00	(321,933)	(352,814)	(384,067)	(415,845)	(448,447)	(481,615)	(514,816)	
	110.00	(338,663)	(368,835)	(399,403)	(430,549)	(462,553)	(494,839)	(527,228)	
	120.00	(355,457)	(384,916)	(414,808)	(445,342)	(476,659)	(508,063)	(539,641)	
	130.00	(372,294)	(401,055)	(430,293)	(460,241)	(490,764)	(521,287)	(552,053)	
	140.00	(389,184)	(417,263)	(445,865)	(475,229)	(504,870)	(534,558)	(564,465)	
	150.00	(406,137)	(433,547)	(461,533)	(490,216)	(518,976)	(547,857)	(576,877)	
	160.00	(423,161)	(449,918)	(477,325)	(505,203)	(533,081)	(561,155)	(589,290)	
	170.00	(440,267)	(466,389)	(493,194)	(520,191)	(547,207)	(574,454)	(601,765)	
	180.00	(457,464)	(482,984)	(509,063)	(535,178)	(561,392)	(587,753)	(614,248)	
	190.00	(474,762)	(499,699)	(524,932)	(550,165)	(575,577)	(601,052)	(626,730)	
200.00	(492,171)	(516,449)	(540,801)	(565,175)	(589,763)	(614,361)	(639,213)		
210.00	(509,730)	(533,200)	(556,670)	(580,247)	(603,948)	(627,735)	(651,695)		
220.00	(527,362)	(549,950)	(572,539)	(595,319)	(618,134)	(641,109)	(664,177)		
230.00	(544,994)	(566,701)	(588,463)	(610,391)	(632,319)	(654,483)	(676,917)		
240.00	(562,626)	(583,451)	(604,421)	(625,463)	(646,573)	(667,857)	(689,685)		
250.00	(580,258)	(600,225)	(620,380)	(640,535)	(660,838)	(681,232)	(702,452)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(264,100)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(46,528)	(78,022)	(109,579)	(141,222)	(177,440)	(214,339)	(251,500)	
	1,000	(60,768)	(92,269)	(123,857)	(157,277)	(194,064)	(231,048)	(268,330)	
	2,000	(75,008)	(106,546)	(138,165)	(173,873)	(210,717)	(247,798)	(285,215)	
	3,000	(89,249)	(120,823)	(153,743)	(190,474)	(227,400)	(264,581)	(302,156)	
	4,000	(103,513)	(135,108)	(170,306)	(207,112)	(244,109)	(281,412)	(319,165)	
	5,000	(117,790)	(150,209)	(186,907)	(223,766)	(260,870)	(298,303)	(336,251)	
	6,000	(132,067)	(166,760)	(203,508)	(240,462)	(277,663)	(315,250)	(353,422)	
	7,000	(146,368)	(183,340)	(220,161)	(257,175)	(294,496)	(332,262)	(370,704)	
	8,000	(163,226)	(199,941)	(236,815)	(273,943)	(311,392)	(349,349)	(388,104)	
	9,000	(179,778)	(216,556)	(253,523)	(290,744)	(328,344)	(366,520)	(405,644)	
	10,000	(196,374)	(233,210)	(270,247)	(307,584)	(345,359)	(383,794)	(423,343)	
	11,000	(212,975)	(249,876)	(287,015)	(324,481)	(362,447)	(401,188)	(441,081)	
	12,000	(229,605)	(266,585)	(303,826)	(341,438)	(379,618)	(418,708)	(458,820)	
	13,000	(246,259)	(283,320)	(320,673)	(358,456)	(396,884)	(436,394)	(476,558)	
	14,000	(262,937)	(300,088)	(337,569)	(375,546)	(414,271)	(454,133)	(494,297)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(264,100)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(86,316)	(123,051)	(162,372)	(205,321)	(248,682)	(292,672)	(337,711)	
	17.5%	(171,443)	(209,201)	(247,146)	(285,385)	(324,036)	(363,317)	(403,646)	
	20.0%	(265,636)	(298,684)	(331,919)	(365,449)	(399,390)	(433,961)	(469,581)	
	22.5%	(359,829)	(388,167)	(416,692)	(445,513)	(474,744)	(504,606)	(535,515)	
	25.0%	(454,021)	(477,650)	(501,466)	(525,576)	(550,098)	(575,250)	(601,450)	
	27.5%	(548,214)	(567,134)	(586,239)	(605,640)	(625,452)	(645,894)	(667,385)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(264,100)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(140,282)	(177,098)	(214,100)	(251,398)	(289,107)	(327,445)	(366,833)	
	150,000	(190,282)	(227,098)	(264,100)	(301,398)	(339,107)	(377,445)	(416,833)	
	200,000	(240,282)	(277,098)	(314,100)	(351,398)	(389,107)	(427,445)	(466,833)	
	250,000	(290,282)	(327,098)	(364,100)	(401,398)	(439,107)	(477,445)	(516,833)	
	300,000	(340,282)	(377,098)	(414,100)	(451,398)	(489,107)	(527,445)	(566,833)	
	350,000	(390,282)	(427,098)	(464,100)	(501,398)	(539,107)	(577,445)	(616,833)	
	400,000	(440,282)	(477,098)	(514,100)	(551,398)	(589,107)	(627,445)	(666,833)	
	450,000	(490,282)	(527,098)	(564,100)	(601,398)	(639,107)	(677,445)	(716,833)	
	500,000	(540,282)	(577,098)	(614,100)	(651,398)	(689,107)	(727,445)	(766,833)	
	550,000	(590,282)	(627,098)	(664,100)	(701,398)	(739,107)	(777,445)	(816,833)	
	600,000	(640,282)	(677,098)	(714,100)	(751,398)	(789,107)	(827,445)	(866,833)	
	650,000	(690,282)	(727,098)	(764,100)	(801,398)	(839,107)	(877,445)	(916,833)	
	700,000	(740,282)	(777,098)	(814,100)	(851,398)	(889,107)	(927,445)	(966,833)	
	750,000	(790,282)	(827,098)	(864,100)	(901,398)	(939,107)	(977,445)	(1,016,833)	
	800,000	(840,282)	(877,098)	(914,100)	(951,398)	(989,107)	(1,027,445)	(1,066,833)	
	850,000	(890,282)	(927,098)	(964,100)	(1,001,398)	(1,039,107)	(1,077,445)	(1,116,833)	

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Scheme Typology: **Medium Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(264,100)							
			484,022	452,220	420,418	388,615	356,796	324,966	293,137
			373,404	341,690	309,976	278,262	246,520	214,769	183,019
			262,619	230,984	199,349	167,682	136,001	104,320	72,592
			151,608	120,042	88,422	56,801	25,137	(6,548)	(38,303)
			40,277	8,708	(22,904)	(54,550)	(86,279)	(118,083)	(150,861)
			(71,535)	(103,159)	(134,865)	(170,161)	(207,109)	(244,265)	(281,762)
			(190,282)	(227,098)	(264,100)	(301,398)	(339,107)	(377,445)	(416,833)
			(321,890)	(359,351)	(397,319)	(436,062)	(475,890)	(515,909)	(556,193)
			(456,422)	(495,660)	(535,532)	(575,485)	(615,681)	(656,123)	(697,384)
			(595,757)	(635,707)	(675,756)	(716,141)	(757,373)	(799,319)	(841,264)
			(736,498)	(776,750)	(817,966)	(859,761)	(901,555)	(943,350)	(985,144)
			(879,163)	(920,806)	(962,450)	(1,004,093)	(1,045,737)	(1,087,381)	(1,129,024)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(264,100)							
			(112,810)	(144,419)	(181,088)	(217,915)	(254,955)	(292,322)	(330,169)
			1,000	(128,797)	(162,958)	(199,683)	(236,592)	(273,747)	(311,289)
			2,000	(144,796)	(181,510)	(218,318)	(255,315)	(292,611)	(330,343)
			3,000	(163,395)	(200,106)	(236,975)	(274,097)	(311,540)	(349,492)
			4,000	(181,932)	(218,721)	(255,694)	(292,928)	(330,544)	(368,748)
			5,000	(200,528)	(237,378)	(274,447)	(311,819)	(349,631)	(388,150)
			6,000	(219,124)	(256,073)	(293,245)	(330,779)	(368,823)	(407,693)
			7,000	(237,781)	(274,798)	(312,109)	(349,819)	(388,133)	(427,421)
			8,000	(256,452)	(293,589)	(331,037)	(368,948)	(407,564)	(447,311)
			9,000	(275,175)	(312,426)	(350,033)	(388,178)	(427,161)	(467,205)
			10,000	(293,940)	(331,316)	(369,108)	(407,517)	(446,934)	(487,098)
			11,000	(312,743)	(350,269)	(388,270)	(427,000)	(466,828)	(506,992)
			12,000	(331,607)	(369,295)	(407,532)	(446,629)	(486,722)	(526,889)
			13,000	(350,534)	(388,405)	(426,923)	(466,451)	(506,615)	(546,895)
			14,000	(369,523)	(407,608)	(446,442)	(486,345)	(526,509)	(566,901)
			15,000	(388,584)	(426,916)	(466,119)	(506,238)	(546,418)	(586,908)
		16,000	(407,727)	(446,337)	(485,968)	(526,132)	(566,424)	(606,914)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(264,100)							
			(828,520)	(837,255)	(845,989)	(854,723)	(863,457)	(872,191)	(880,925)
			82%	(761,192)	(773,292)	(785,393)	(797,493)	(809,594)	(821,695)
			84%	(694,464)	(709,330)	(724,797)	(740,264)	(755,731)	(771,198)
			86%	(629,015)	(646,849)	(664,758)	(683,035)	(701,868)	(720,702)
			88%	(563,923)	(584,886)	(605,848)	(626,972)	(648,158)	(670,205)
			90%	(499,216)	(523,212)	(547,265)	(571,482)	(595,739)	(620,201)
			92%	(435,056)	(461,776)	(489,001)	(516,231)	(543,626)	(571,097)
			94%	(372,596)	(401,528)	(431,006)	(461,258)	(491,721)	(522,279)
			96%	(311,216)	(342,644)	(374,447)	(406,791)	(439,982)	(473,679)
			98%	(250,511)	(284,599)	(318,941)	(353,664)	(388,958)	(425,174)
			100%	(190,282)	(227,098)	(264,100)	(301,398)	(339,107)	(377,445)
			102%	(132,259)	(169,966)	(209,719)	(249,705)	(289,988)	(330,734)
			104%	(80,637)	(117,337)	(155,669)	(198,391)	(241,364)	(284,682)
			106%	(29,165)	(68,328)	(107,583)	(146,965)	(193,078)	(239,077)
			108%	22,191	(19,454)	(61,172)	(102,997)	(144,965)	(193,777)
			110%	73,464	29,315	(14,884)	(59,169)	(103,578)	(148,148)
		112%	124,634	78,011	31,310	(15,454)	(62,320)	(109,327)	
		114%	175,757	126,622	77,441	28,178	(21,164)	(70,624)	
		116%	226,828	175,182	123,493	71,753	19,917	(32,014)	
		118%	277,858	223,700	169,501	115,247	60,941	6,529	
		120%	328,841	272,177	215,464	158,712	101,885	44,988	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(264,100)							
			(190,282)	(227,098)	(264,100)	(301,398)	(339,107)	(377,445)	(416,833)
		10,000	(190,282)	(218,759)	(247,367)	(276,138)	(305,147)	(334,479)	(364,306)
		20,000	(190,282)	(210,425)	(230,654)	(250,967)	(271,395)	(291,993)	(312,795)
		30,000	(190,282)	(202,113)	(213,977)	(225,872)	(237,834)	(249,853)	(261,949)
		40,000	(190,282)	(193,800)	(197,319)	(200,856)	(204,412)	(207,968)	(211,568)
		50,000	(190,282)	(185,488)	(180,693)	(175,899)	(171,105)	(166,310)	(161,516)
		60,000	(190,282)	(177,175)	(164,075)	(150,985)	(138,773)	(127,450)	(116,127)
		70,000	(190,282)	(168,877)	(147,081)	(128,589)	(110,115)	(91,660)	(73,204)
		80,000	(190,282)	(160,589)	(132,743)	(107,123)	(81,519)	(55,962)	(30,414)
		90,000	(190,282)	(152,301)	(118,430)	(85,676)	(52,989)	(20,338)	12,267
	100,000	(190,282)	(144,066)	(104,132)	(64,277)	(24,492)	15,226	54,861	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **San17** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **350**  
 Notes: Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				350 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		
						<b>AH # units</b>		
						<b>Overall mix%</b>		
						<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	63.0	12.4%	4.3	19%	67.3		
3 bed House	40.0%	126.0	26.8%	9.4	39%	135.4		
4 bed House	20.0%	63.0	20.0%	7.0	20%	70.0		
5 bed House	5.0%	15.8	5.9%	2.1	5%	17.8		
1 bed Flat	10.0%	31.5	22.5%	7.9	11%	39.4		
2 bed Flat	5.0%	15.8	12.4%	4.3	6%	20.1		
Total number of units	100.0%	315.0	100.0%	35.0	100%	350.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	4,977	53,572	343	3,691	5,320	57,262		
3 bed House	12,600	135,625	938	10,097	13,538	145,722		
4 bed House	8,064	86,800	896	9,644	8,960	96,445		
5 bed House	2,520	27,125	330	3,556	2,850	30,681		
1 bed Flat	1,853	19,945	463	4,986	2,316	24,931		
2 bed Flat	1,297	13,961	357	3,847	1,654	17,809		
	31,311	337,029	3,328	35,821	34,639	372,850		
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>		
						<b>total MV £ (no AH)</b>		
1 bed House	150,000	2,419	225			0		
2 bed House	190,000	2,405	223			12,794,600		
3 bed House	240,000	2,400	223			32,491,200		
4 bed House	300,000	2,344	218			21,000,000		
5 bed House	355,000	2,219	206			6,324,325		
1 bed Flat	135,000	2,700	251			5,315,625		
2 bed Flat	150,000	2,143	199			3,013,500		
						80,939,250		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>		
						<b>% of MV</b>		
						<b>First Homes £*</b>		
						<b>% of MV</b>		
						<b>Other Int. £</b>		
						<b>% of MV</b>		
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
* capped @£250K								

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	63.0	@	190,000	11,970,000
3 bed House	126.0	@	240,000	30,240,000
4 bed House	63.0	@	300,000	18,900,000
5 bed House	15.8	@	355,000	5,591,250
1 bed Flat	31.5	@	135,000	4,252,500
2 bed Flat	15.8	@	150,000	2,362,500
	315.0			73,316,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	3.3	@	114,000	371,070
3 bed House	7.0	@	144,000	1,013,040
4 bed House	5.3	@	180,000	945,000
5 bed House	1.5	@	213,000	329,884
1 bed Flat	5.9	@	81,000	478,406
2 bed Flat	3.3	@	90,000	292,950
	26.3			3,430,350
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	1.1	@	133,000	144,305
3 bed House	2.3	@	168,000	393,960
4 bed House	1.8	@	210,000	367,500
5 bed House	0.5	@	248,500	128,288
1 bed Flat	2.0	@	94,500	186,047
2 bed Flat	1.1	@	105,000	113,925
	8.8			1,334,025
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	35.0		-
<b>Sub-total GDV Residential</b>				<b>78,080,625</b>
<b>AH on-site cost analysis:</b>				
			<b>83 £ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH) 2,858,625</b>
				<b>8,168 £ per unit (total units)</b>
<b>Grant</b>				
		35	AH units @ <span style="background-color: #92d050;">0</span> per unit	-
<b>Total GDV</b>				<b>78,080,625</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **350**  
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 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(64,259)
Planning Application Professional Fees, Surveys and reports					(190,000)
CIL		31,311 sqm (Market only)	20.64 £ psm		(646,259)
	<b>CIL analysis:</b>	<b>0.83% % of GDV</b>	<b>1,846 £ per unit (total units)</b>		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	350 units @	9,633 per unit		(3,371,550)
	<b>Sub-total</b>				(3,371,550)
	<b>S106 analysis:</b>	<b>866,970 £ per ha</b>	<b>4.32% % of GDV</b>	<b>9,633 £ per unit (total units)</b>	
AH Commuted Sum		34,639 sqm (total)	0 £ psm		-
	<b>Comm. Sum analysis:</b>	<b>0.00% % of GDV</b>			
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		3.89 ha @	123,000 £ per ha (if brownfield)		(478,333)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	Years 1-15	350 units @	0 per unit		-
	<b>Sub-total</b>				-
	<b>Infra. Costs analysis:</b>	<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>	
1 bed House		- sqm @	1,211 psm		-
2 bed House		5,320 sqm @	1,211 psm		(6,442,350)
3 bed House		13,538 sqm @	1,211 psm		(16,394,518)
4 bed House		8,960 sqm @	1,211 psm		(10,850,560)
5 bed House		2,850 sqm @	1,211 psm		(3,451,834)
1 bed Flat		2,316 sqm @	1,410 psm		(3,265,809)
2 bed Flat		1,654 sqm @	1,410 psm		(2,332,804)
Garages for 3 bed House (OMS only)	126 units @	0% @	11,754 £ per garage		-
Garages for 4 bed House (OMS only)	63 units @	75% @	11,754 £ per garage		(555,377)
Garages for 5 bed House (OMS only)	16 units @	120% @	11,754 £ per garage		(222,151)
External works		43,515,402 @	15.0%		(6,527,310)
	<b>Ext. Works analysis:</b>		<b>18,649 £ per unit (total units)</b>		
Policy Costs on design -					
Net Biodiversity costs		350 units @	287 £ per unit		(100,450)
M4(2) Category 2 Housing Aff units	35 units @	100% @	521 £ per unit		(18,235)
M4(2) Category 2 Housing OMS units	315 units @	100% @	521 £ per unit		(164,115)
M4(3) Category 3 Housing Aff units	35 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing OMS units	315 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS	350 units @		4,449 £ per unit		(1,557,150)
Renewable Energy	350 units @		0 £ per unit		-
EV Charging Points - Houses	291 units @		0 £ per unit		-
EV Charging Points - Flats	59 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency	350 units @		0 £ per unit		-
	<b>Sub-total</b>				(1,839,950)
	<b>Policy Costs analysis: (design costs only)</b>		<b>5,257 £ per unit (total units)</b>		
Contingency (on construction)		52,360,996 @	5.0%		(2,618,050)

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Scheme Typology: **Medium Value Brownfield** No Units: **350**  
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 Notes:

<b>Professional Fees</b>	52,360,996 @		<b>6.5%</b>		(3,403,465)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	73,316,250 OMS @		<b>3.00%</b>	6,284 £ per unit	(2,199,488)
Residential Sales Agent Costs	73,316,250 OMS @		<b>1.00%</b>	2,095 £ per unit	(733,163)
Residential Sales Legal Costs	73,316,250 OMS @		<b>0.25%</b>	524 £ per unit	(183,291)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,931 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(339,346)
<b>Developers Profit -</b>					
Profit on OMS	73,316,250		<b>18.00%</b>		(13,196,925)
Margin on AH	4,764,375		<b>6.00%</b> on AH values		(285,863)
<b>Profit analysis:</b>	<b>78,080,625</b>		<b>17.27% blended GDV</b>	<b>(13,482,788)</b>	
	<b>66,219,865</b>		<b>20.36% on costs</b>	<b>(13,482,788)</b>	
<b>TOTAL COSTS</b>					<b>(79,702,653)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,622,028)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(1,622,028)</b>
<b>RLV analysis:</b>	<b>(4,634) £ per plot</b>	<b>(417,093) £ per ha (net)</b>	<b>(168,795) £ per acre (net)</b>		
		<b>(417,093) £ per ha (gross)</b>	<b>(168,795) £ per acre (gross)</b>		
			<b>-2.08% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>90.0</b> dph (net)			
Site Area (net)		3.89 ha (net)		9.61 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		3.89 ha (gross)		9.61 acres (gross)	
<b>Density analysis:</b>		<b>8,907 sqm/ha (net)</b>		<b>38,800 sqft/ac (net)</b>	
		<b>90 dph (gross)</b>			
Benchmark Land Value (net)	4,118 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>1,441,417</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(787,743) £ per ha (net)</b>	<b>(318,795) £ per acre (net)</b>		<b>(3,063,444)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(318,795)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(86,325)	(163,600)	(249,826)	(336,487)	(423,688)	(511,750)	(601,196)
	10.00		(118,235)	(198,732)	(283,241)	(368,146)	(453,690)	(540,175)	(628,139)
	20.00		(151,455)	(233,899)	(316,657)	(399,902)	(483,789)	(568,682)	(655,213)
	30.00		(188,370)	(269,080)	(350,155)	(431,676)	(513,942)	(597,285)	(682,434)
	40.00		(225,382)	(304,351)	(383,676)	(463,553)	(544,173)	(626,002)	(709,818)
	50.00		(262,399)	(339,623)	(417,283)	(495,482)	(574,519)	(654,847)	(737,381)
	60.00		(299,471)	(374,997)	(450,916)	(527,477)	(604,959)	(683,839)	(765,137)
	70.00		(336,599)	(410,380)	(484,667)	(559,591)	(635,509)	(712,992)	(792,908)
	80.00		(373,766)	(445,875)	(518,467)	(591,789)	(666,187)	(742,324)	(820,679)
	90.00		(411,012)	(481,404)	(552,345)	(624,089)	(697,010)	(771,852)	(848,449)
	100.00		(448,308)	(517,031)	(586,346)	(656,510)	(727,995)	(801,592)	(876,220)
	110.00		(485,678)	(552,745)	(620,442)	(689,070)	(759,161)	(831,347)	(903,990)
	120.00		(523,144)	(588,538)	(654,651)	(721,787)	(790,544)	(861,101)	(931,761)
	130.00		(560,673)	(624,437)	(688,993)	(754,680)	(822,179)	(890,855)	(959,549)
	140.00		(598,315)	(660,477)	(723,488)	(787,767)	(853,916)	(920,609)	(987,476)
	150.00		(636,077)	(696,644)	(758,154)	(821,070)	(885,654)	(950,363)	(1,015,404)
	160.00		(673,953)	(732,958)	(793,012)	(854,666)	(917,392)	(980,118)	(1,043,331)
	170.00		(711,964)	(769,441)	(828,082)	(888,388)	(949,130)	(1,009,952)	(1,071,259)
	180.00		(750,132)	(806,112)	(863,432)	(922,109)	(980,868)	(1,039,874)	(1,099,187)
	190.00		(788,478)	(843,029)	(899,056)	(955,831)	(1,012,605)	(1,069,796)	(1,127,114)
200.00		(827,025)	(880,195)	(934,761)	(989,552)	(1,044,396)	(1,099,719)	(1,155,123)	
210.00		(865,795)	(917,658)	(970,466)	(1,023,273)	(1,076,313)	(1,129,641)	(1,183,209)	
220.00		(904,855)	(955,347)	(1,006,171)	(1,056,995)	(1,108,230)	(1,159,564)	(1,211,294)	
230.00		(944,209)	(993,036)	(1,041,876)	(1,090,809)	(1,140,148)	(1,189,486)	(1,239,380)	
240.00		(983,867)	(1,030,724)	(1,077,581)	(1,124,721)	(1,172,065)	(1,219,574)	(1,267,465)	
250.00		(1,023,540)	(1,068,413)	(1,113,286)	(1,158,633)	(1,203,982)	(1,249,666)	(1,295,551)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(318,795)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		156,166	85,555	14,862	(56,000)	(127,051)	(207,172)	(290,033)
	1,000		124,265	53,592	(17,178)	(88,102)	(161,950)	(244,524)	(327,567)
	2,000		92,302	21,629	(49,219)	(120,226)	(199,191)	(281,923)	(365,175)
	3,000		60,339	(10,397)	(81,277)	(153,998)	(236,498)	(319,393)	(402,904)
	4,000		28,376	(42,438)	(113,401)	(191,239)	(273,851)	(356,955)	(440,747)
	5,000		(3,616)	(74,478)	(145,525)	(228,480)	(311,282)	(394,588)	(478,716)
	6,000		(35,657)	(106,576)	(183,287)	(265,825)	(348,752)	(432,317)	(516,830)
	7,000		(67,697)	(138,700)	(220,528)	(303,177)	(386,344)	(470,181)	(555,111)
	8,000		(99,751)	(175,337)	(257,799)	(340,642)	(424,001)	(508,165)	(593,582)
	9,000		(131,875)	(212,576)	(295,151)	(378,137)	(461,746)	(546,291)	(632,310)
	10,000		(167,447)	(249,817)	(332,531)	(415,732)	(499,614)	(584,579)	(671,288)
	11,000		(204,624)	(287,126)	(370,001)	(453,414)	(537,615)	(623,053)	(710,605)
	12,000		(241,865)	(324,478)	(407,525)	(491,179)	(575,752)	(661,774)	(750,304)
	13,000		(279,106)	(361,891)	(445,121)	(529,048)	(614,048)	(700,741)	(790,215)
14,000		(316,452)	(399,361)	(482,828)	(567,064)	(652,524)	(740,024)	(830,127)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(318,795)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		67,777	(14,439)	(96,927)	(185,763)	(282,260)	(379,771)	(478,928)
	17.5%		(115,545)	(195,882)	(280,647)	(365,906)	(451,807)	(538,721)	(627,282)
	20.0%		(323,364)	(397,219)	(471,387)	(546,050)	(621,354)	(697,671)	(775,635)
	22.5%		(535,298)	(598,556)	(662,127)	(726,193)	(790,901)	(856,621)	(923,988)
	25.0%		(747,231)	(799,893)	(852,867)	(906,336)	(960,447)	(1,015,571)	(1,072,342)
	27.5%		(959,165)	(1,001,229)	(1,043,607)	(1,086,480)	(1,129,994)	(1,174,521)	(1,220,695)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(318,795)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(103,818)	(186,150)	(268,795)	(351,935)	(435,717)	(520,511)	(606,952)
	150,000		(153,818)	(236,150)	(318,795)	(401,935)	(485,717)	(570,511)	(656,952)
	200,000		(203,818)	(286,150)	(368,795)	(451,935)	(535,717)	(620,511)	(706,952)
	250,000		(253,818)	(336,150)	(418,795)	(501,935)	(585,717)	(670,511)	(756,952)
	300,000		(303,818)	(386,150)	(468,795)	(551,935)	(635,717)	(720,511)	(806,952)
	350,000		(353,818)	(436,150)	(518,795)	(601,935)	(685,717)	(770,511)	(856,952)
	400,000		(403,818)	(486,150)	(568,795)	(651,935)	(735,717)	(820,511)	(906,952)
	450,000		(453,818)	(536,150)	(618,795)	(701,935)	(785,717)	(870,511)	(956,952)
	500,000		(503,818)	(586,150)	(668,795)	(751,935)	(835,717)	(920,511)	(1,006,952)
	550,000		(553,818)	(636,150)	(718,795)	(801,935)	(885,717)	(970,511)	(1,056,952)
	600,000		(603,818)	(686,150)	(768,795)	(851,935)	(935,717)	(1,020,511)	(1,106,952)
	650,000		(653,818)	(736,150)	(818,795)	(901,935)	(985,717)	(1,070,511)	(1,156,952)
	700,000		(703,818)	(786,150)	(868,795)	(951,935)	(1,035,717)	(1,120,511)	(1,206,952)
	750,000		(753,818)	(836,150)	(918,795)	(1,001,935)	(1,085,717)	(1,170,511)	(1,256,952)
	800,000		(803,818)	(886,150)	(968,795)	(1,051,935)	(1,135,717)	(1,220,511)	(1,306,952)
	850,000		(853,818)	(936,150)	(1,018,795)	(1,101,935)	(1,185,717)	(1,270,511)	(1,356,952)

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(318,795)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		1,347,729	1,276,213	1,204,681	1,133,126	1,061,571	990,015	918,460
	75%		1,099,086	1,027,790	956,494	885,184	813,827	742,471	671,115
	80%		850,157	779,061	707,964	636,807	565,629	494,451	423,247
	85%		600,812	529,894	458,885	387,864	316,827	245,682	174,509
	90%		350,876	279,991	209,097	138,067	66,972	(4,241)	(75,639)
	95%		100,046	29,111	(41,930)	(113,132)	(191,220)	(274,137)	(357,591)
	100%		(153,818)	(236,150)	(318,795)	(401,935)	(485,717)	(570,511)	(656,952)
	105%		(448,133)	(531,512)	(615,743)	(701,243)	(788,825)	(878,753)	(968,864)
	110%		(747,719)	(834,069)	(922,906)	(1,012,619)	(1,102,712)	(1,193,171)	(1,284,403)
	115%		(1,058,413)	(1,147,797)	(1,237,881)	(1,328,213)	(1,419,113)	(2,264,292)	(3,170,988)
	120%		(1,374,371)	(1,464,583)	(1,564,294)	(2,468,849)	(3,373,434)	(4,278,018)	(5,182,603)
	125%		(1,779,375)	(2,681,849)	(3,584,323)	(4,486,797)	(5,389,271)	(6,291,745)	(7,194,218)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(318,795)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		7,497	(63,334)	(134,321)	(215,457)	(298,117)	(381,314)	(465,258)
	1,000		(28,343)	(99,219)	(174,731)	(257,219)	(340,096)	(423,559)	(507,918)
	2,000		(64,213)	(135,190)	(216,440)	(299,059)	(382,167)	(465,946)	(550,792)
	3,000		(100,088)	(175,726)	(258,169)	(341,003)	(424,347)	(508,499)	(593,303)
	4,000		(136,059)	(217,423)	(300,009)	(383,020)	(466,660)	(551,240)	(637,344)
	5,000		(176,731)	(259,131)	(341,910)	(425,146)	(509,126)	(594,205)	(681,125)
	6,000		(218,405)	(300,959)	(383,889)	(467,417)	(551,770)	(637,446)	(725,339)
	7,000		(260,114)	(342,817)	(426,000)	(509,816)	(594,613)	(680,966)	(770,017)
	8,000		(301,909)	(384,796)	(468,206)	(552,367)	(637,680)	(724,869)	(814,778)
	9,000		(343,749)	(426,853)	(510,530)	(595,092)	(680,993)	(769,198)	(859,539)
	10,000		(385,704)	(468,994)	(552,994)	(638,013)	(724,647)	(813,930)	(904,299)
	11,000		(427,706)	(511,275)	(595,622)	(681,165)	(768,646)	(858,691)	(949,060)
	12,000		(469,832)	(553,686)	(638,435)	(724,606)	(813,063)	(903,452)	(994,032)
	13,000		(512,064)	(596,235)	(681,458)	(768,329)	(857,843)	(948,213)	(1,039,046)
	14,000		(554,400)	(638,944)	(724,712)	(812,450)	(902,604)	(992,973)	(1,084,060)
	15,000		(596,862)	(681,835)	(768,222)	(856,996)	(947,365)	(1,037,972)	(1,129,074)
	16,000		(639,476)	(724,933)	(812,071)	(901,756)	(992,126)	(1,082,985)	(1,174,276)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(318,795)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(2,662,526)	(3,025,326)	(3,388,127)	(3,750,927)	(4,113,727)	(4,476,527)	(4,839,328)
	82%		(1,562,071)	(1,979,894)	(2,397,717)	(2,815,540)	(3,233,363)	(3,651,186)	(4,069,009)
	84%		(1,279,438)	(1,312,363)	(1,407,307)	(1,880,153)	(2,352,999)	(2,825,845)	(3,298,690)
	86%		(1,132,713)	(1,172,555)	(1,212,602)	(1,252,898)	(1,472,635)	(2,000,503)	(2,528,372)
	88%		(986,711)	(1,033,426)	(1,080,587)	(1,127,752)	(1,175,251)	(1,222,918)	(1,758,053)
	90%		(841,354)	(895,186)	(949,176)	(1,003,265)	(1,057,753)	(1,112,346)	(1,167,386)
	92%		(699,584)	(758,211)	(818,225)	(879,478)	(940,744)	(1,002,399)	(1,064,210)
	94%		(560,940)	(624,998)	(689,947)	(756,193)	(824,332)	(892,874)	(961,690)
	96%		(424,183)	(494,116)	(564,654)	(636,068)	(708,822)	(783,737)	(859,554)
	98%		(288,597)	(364,669)	(441,140)	(518,255)	(596,306)	(675,783)	(757,694)
	100%		(153,818)	(236,150)	(318,795)	(401,935)	(485,717)	(570,511)	(656,952)
	102%		(36,109)	(112,821)	(197,240)	(286,553)	(376,356)	(466,911)	(558,631)
	104%		79,631	(2,616)	(85,073)	(171,814)	(267,837)	(364,399)	(461,835)
	106%		195,087	107,262	19,241	(68,972)	(159,870)	(262,647)	(366,065)
	108%		310,333	216,883	123,301	29,524	(64,466)	(161,408)	(270,983)
	110%		425,444	326,320	227,142	127,791	28,242	(71,555)	(176,430)
	112%		540,353	435,641	330,793	225,862	120,742	15,394	(90,292)
	114%		655,206	544,805	434,348	323,753	213,045	102,133	(9,074)
	116%		769,918	653,895	537,766	421,564	305,201	188,690	71,938
	118%		884,630	762,872	641,114	519,236	397,289	275,135	152,797
	120%		999,175	871,847	744,355	616,861	489,216	361,483	233,556

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(318,795)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(153,818)	(236,150)	(318,795)	(401,935)	(485,717)	(570,511)	(656,952)
	10,000		(153,818)	(217,502)	(281,388)	(345,544)	(410,050)	(475,090)	(540,910)
	20,000		(153,818)	(198,854)	(243,993)	(289,305)	(334,783)	(380,485)	(426,543)
	30,000		(153,818)	(180,206)	(206,697)	(233,195)	(259,814)	(286,498)	(313,286)
	40,000		(153,818)	(161,599)	(169,401)	(177,244)	(185,087)	(192,930)	(200,833)
	50,000		(153,818)	(142,856)	(133,501)	(124,147)	(114,793)	(105,439)	(96,085)
	60,000		(153,818)	(126,770)	(101,331)	(75,891)	(50,470)	(25,073)	325
	70,000		(153,818)	(110,685)	(69,178)	(27,738)	13,703	55,102	96,456
	80,000		(153,818)	(94,600)	(37,092)	20,392	77,763	135,122	192,361
	90,000		(153,818)	(78,533)	(5,006)	68,416	141,761	214,964	288,088
	100,000		(153,818)	(62,489)	27,061	116,428	205,632	294,713	383,690

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Appraisal Ref: **San18** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Brownfield**  
 Site Typology: **Medium** Location / Value Zone: **Medium** No Units: **45** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				45 Units					
AH Policy requirement (% Target)				10%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%					
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				20.64 £ psm					
<b>Unit mix -</b>		<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed House	0.0%	0.0	12.4%	0.6	1%	0.6			
3 bed House	0.0%	0.0	26.8%	1.2	3%	1.2			
4 bed House	0.0%	0.0	20.0%	0.9	2%	0.9			
5 bed House	0.0%	0.0	5.9%	0.3	1%	0.3			
1 bed Flat	55.0%	22.3	22.5%	1.0	52%	23.3			
2 bed Flat	45.0%	18.2	12.4%	0.6	42%	18.8			
Total number of units	100.0%	40.5	100.0%	4.5	100%	45.0			
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	62.0	667			62.0	667			
2 bed House	79.0	850			79.0	850			
3 bed House	100.0	1,076			100.0	1,076			
4 bed House	128.0	1,378			128.0	1,378			
5 bed House	160.0	1,722			160.0	1,722			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	62.0	667			62.0	667			
2 bed House	79.0	850			79.0	850			
3 bed House	100.0	1,076			100.0	1,076			
4 bed House	128.0	1,378			128.0	1,378			
5 bed House	160.0	1,722			160.0	1,722			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0			
2 bed House	0	0	44	474	44	474			
3 bed House	0	0	121	1,298	121	1,298			
4 bed House	0	0	115	1,240	115	1,240			
5 bed House	0	0	42	457	42	457			
1 bed Flat	1,310	14,104	60	641	1,370	14,745			
2 bed Flat	1,501	16,155	46	495	1,547	16,650			
	2,811	30,259	428	4,606	3,239	34,865			
<b>AH % by floor area:</b>				<b>13.21% AH % by floor area (difference due to mix)</b>					
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	150,000	2,419	225		0				
2 bed House	190,000	2,405	223		106,020				
3 bed House	240,000	2,400	223		289,440				
4 bed House	300,000	2,344	218		270,000				
5 bed House	355,000	2,219	206		94,253				
1 bed Flat	135,000	2,700	251		3,143,813				
2 bed Flat	150,000	2,143	199		2,817,450				
					6,720,975				
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%	
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%	
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%	
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%	
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%	
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%	
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%	
* capped @£250K									

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	0.0	@	190,000	-
3 bed House	0.0	@	240,000	-
4 bed House	0.0	@	300,000	-
5 bed House	0.0	@	355,000	-
1 bed Flat	22.3	@	135,000	3,007,125
2 bed Flat	18.2	@	150,000	2,733,750
	40.5			5,740,875
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.4	@	114,000	47,709
3 bed House	0.9	@	144,000	130,248
4 bed House	0.7	@	180,000	121,500
5 bed House	0.2	@	213,000	42,414
1 bed Flat	0.8	@	81,000	61,509
2 bed Flat	0.4	@	90,000	37,665
	3.4			441,045
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.1	@	133,000	18,554
3 bed House	0.3	@	168,000	50,652
4 bed House	0.2	@	210,000	47,250
5 bed House	0.1	@	248,500	16,494
1 bed Flat	0.3	@	94,500	23,920
2 bed Flat	0.1	@	105,000	14,648
	1.1			171,518
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>				
	<b>45</b>			<b>6,353,438</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>367,538</b>
	<b>113 £ psm (total GIA sqm)</b>		<b>8,168 £ per unit (total units)</b>	
<b>Grant</b>	5	AH units @	0	per unit
<b>Total GDV</b>				
				<b>6,353,438</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(20,790)
Planning Application Professional Fees, Surveys and reports					(60,000)
CIL					(58,023)
		2,811 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.91% % of GDV	1,289 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	45 units @	9,633 per unit		(433,485)
	Sub-total				(433,485)
<b>S106 analysis:</b>		866,970 £ per ha	6.82% % of GDV	9,633 £ per unit (total units)	
<b>Comm. Sum analysis:</b>			3,239 sqm (total)	0 £ psm	
			0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(61,500)
		0.50 ha @	123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	45 units @	0 per unit		-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm		-
2 bed House		44 sqm @	1,211 psm		(53,383)
3 bed House		121 sqm @	1,211 psm		(146,047)
4 bed House		115 sqm @	1,211 psm		(139,507)
5 bed House		42 sqm @	1,211 psm		(51,443)
1 bed Flat		1,370 sqm @	1,410 psm		(1,931,493)
2 bed Flat		1,547 sqm @	1,410 psm		(2,181,038)
Garages for 3 bed House	(OMS only)	- units @	0% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	- units @	75% @	11,754 £ per garage	-
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage	-
External works					(675,437)
		4,502,911 @	15.0%	15,010 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					(12,915)
		45 units @	287 £ per unit		
M4(2) Category 2 Housing	Aff units	5 units @	100% @	521 £ per unit	(2,345)
M4(2) Category 2 Housing	OMS units	41 units @	100% @	521 £ per unit	(21,101)
M4(3) Category 3 Housing	Aff units	5 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	41 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		45 units @		4,449 £ per unit	(200,205)
Renewable Energy		45 units @		0 £ per unit	-
EV Charging Points - Houses		3 units @		0 £ per unit	-
EV Charging Points - Flats		42 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		45 units @		0 £ per unit	-
	Sub-total				(236,565)
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)	
Contingency (on construction)					(273,821)
		5,476,412 @	5.0%		

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Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	5,476,412 @	6.5%		(355,967)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	5,740,875 OMS @	3.00%	3,827 £ per unit	(172,226)
Residential Sales Agent Costs	5,740,875 OMS @	1.00%	1,276 £ per unit	(57,409)
Residential Sales Legal Costs	5,740,875 OMS @	0.25%	319 £ per unit	(14,352)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>5,644 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(178,195)
<b>Developers Profit -</b>				
Profit on OMS	5,740,875	18.00%		(1,033,358)
Margin on AH	612,563	6.00% on AH values		(36,754)
<b>Profit analysis:</b>	<b>6,353,438</b>	<b>16.84% blended GDV</b>	<b>(1,070,111)</b>	
	<b>7,210,680</b>	<b>14.84% on costs</b>	<b>(1,070,111)</b>	
<b>TOTAL COSTS</b>				<b>(8,280,791)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(1,927,354)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(1,927,354)</b>
<b>RLV analysis:</b>	<b>(42,830) £ per plot</b>	<b>(3,854,707) £ per ha (net)</b>	<b>(1,559,979) £ per acre (net)</b>	
		<b>(3,854,707) £ per ha (gross)</b>	<b>(1,559,979) £ per acre (gross)</b>	
			<b>-30.34% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	90.0 dph (net)			
Site Area (net)	0.50 ha (net)		1.24 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	0.50 ha (gross)		1.24 acres (gross)	
<b>Density analysis:</b>	<b>6,478 sqm/ha (net)</b>	<b>28,219 sqft/ac (net)</b>		
	<b>90 dph (gross)</b>			
Benchmark Land Value (net)	4,118 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	<b>185,325</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(4,225,357) £ per ha (net)</b>	<b>(1,709,979) £ per acre (net)</b>	<b>(2,112,679)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))	(1,709,979)	0%	5.0%	10%	15.0%	20%	25.0%	30%	
		0.00	(1,616,062)	(1,637,381)	(1,658,700)	(1,680,018)	(1,701,337)	(1,722,656)	(1,743,975)
		10.00	(1,643,667)	(1,663,606)	(1,683,544)	(1,703,483)	(1,723,421)	(1,743,360)	(1,763,298)
	CL £ psm	20.00	(1,671,272)	(1,689,830)	(1,708,389)	(1,726,947)	(1,745,505)	(1,764,063)	(1,782,622)
	20.64	30.00	(1,698,877)	(1,716,055)	(1,733,233)	(1,750,411)	(1,767,589)	(1,784,767)	(1,801,945)
		40.00	(1,726,482)	(1,742,280)	(1,758,077)	(1,773,875)	(1,789,673)	(1,805,471)	(1,821,268)
		50.00	(1,754,087)	(1,768,504)	(1,782,922)	(1,797,339)	(1,811,757)	(1,826,174)	(1,840,592)
		60.00	(1,781,692)	(1,794,729)	(1,807,766)	(1,820,803)	(1,833,841)	(1,846,878)	(1,859,915)
		70.00	(1,809,297)	(1,820,954)	(1,832,611)	(1,844,268)	(1,855,925)	(1,867,582)	(1,879,239)
		80.00	(1,836,902)	(1,847,178)	(1,857,455)	(1,867,732)	(1,878,009)	(1,888,285)	(1,898,562)
		90.00	(1,864,506)	(1,873,403)	(1,882,299)	(1,891,196)	(1,900,093)	(1,908,989)	(1,917,886)
		100.00	(1,892,111)	(1,899,628)	(1,907,144)	(1,914,660)	(1,922,176)	(1,929,693)	(1,937,209)
		110.00	(1,919,716)	(1,925,852)	(1,931,988)	(1,938,124)	(1,944,260)	(1,950,396)	(1,956,532)
		120.00	(1,947,321)	(1,952,077)	(1,956,833)	(1,961,589)	(1,966,344)	(1,971,100)	(1,975,856)
		130.00	(1,974,926)	(1,978,302)	(1,981,677)	(1,985,053)	(1,988,428)	(1,991,804)	(1,995,179)
		140.00	(2,002,531)	(2,004,526)	(2,006,522)	(2,008,517)	(2,010,512)	(2,012,507)	(2,014,503)
		150.00	(2,030,136)	(2,030,751)	(2,031,366)	(2,031,981)	(2,032,596)	(2,033,211)	(2,033,826)
		160.00	(2,057,741)	(2,056,976)	(2,056,210)	(2,055,445)	(2,054,680)	(2,053,915)	(2,053,150)
		170.00	(2,085,346)	(2,083,200)	(2,081,055)	(2,078,909)	(2,076,764)	(2,074,619)	(2,072,473)
		180.00	(2,112,951)	(2,109,425)	(2,105,899)	(2,102,374)	(2,098,848)	(2,095,322)	(2,091,797)
		190.00	(2,140,556)	(2,135,650)	(2,130,744)	(2,125,838)	(2,120,932)	(2,116,026)	(2,111,120)
		200.00	(2,168,160)	(2,161,874)	(2,155,588)	(2,149,302)	(2,143,016)	(2,136,730)	(2,130,443)
		210.00	(2,195,765)	(2,188,099)	(2,180,433)	(2,172,766)	(2,165,100)	(2,157,433)	(2,149,767)
		220.00	(2,223,370)	(2,214,324)	(2,205,277)	(2,196,230)	(2,187,184)	(2,178,137)	(2,169,090)
		230.00	(2,250,975)	(2,240,548)	(2,230,121)	(2,219,694)	(2,209,268)	(2,198,841)	(2,188,414)
		240.00	(2,278,580)	(2,266,773)	(2,254,966)	(2,243,159)	(2,231,352)	(2,219,544)	(2,207,737)
		250.00	(2,306,185)	(2,292,998)	(2,279,810)	(2,266,623)	(2,253,435)	(2,240,248)	(2,227,061)

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))	(1,709,979)	0%	5.0%	10%	15.0%	20%	25.0%	30%	
		-	(1,289,936)	(1,308,406)	(1,326,876)	(1,345,346)	(1,363,816)	(1,382,286)	(1,400,756)
		1,000	(1,329,706)	(1,348,176)	(1,366,646)	(1,385,116)	(1,403,586)	(1,422,056)	(1,440,526)
	Site Specific S106	2,000	(1,369,476)	(1,387,946)	(1,406,416)	(1,424,886)	(1,443,356)	(1,461,826)	(1,480,295)
	9,633	3,000	(1,409,246)	(1,427,716)	(1,446,186)	(1,464,655)	(1,483,125)	(1,501,595)	(1,520,065)
		4,000	(1,449,016)	(1,467,485)	(1,485,955)	(1,504,425)	(1,522,895)	(1,541,365)	(1,559,835)
		5,000	(1,488,786)	(1,507,255)	(1,525,725)	(1,544,195)	(1,562,665)	(1,581,135)	(1,599,605)
		6,000	(1,528,555)	(1,547,025)	(1,565,495)	(1,583,965)	(1,602,435)	(1,620,905)	(1,639,375)
		7,000	(1,568,325)	(1,586,795)	(1,605,265)	(1,623,735)	(1,642,205)	(1,660,674)	(1,679,144)
		8,000	(1,608,095)	(1,626,565)	(1,645,034)	(1,663,504)	(1,681,974)	(1,700,444)	(1,718,914)
		9,000	(1,647,864)	(1,666,334)	(1,684,804)	(1,703,274)	(1,721,744)	(1,740,214)	(1,758,684)
		10,000	(1,687,634)	(1,706,104)	(1,724,574)	(1,743,044)	(1,761,514)	(1,779,984)	(1,798,454)
		11,000	(1,727,404)	(1,745,874)	(1,764,344)	(1,782,814)	(1,801,284)	(1,819,754)	(1,838,224)
		12,000	(1,767,174)	(1,785,644)	(1,804,114)	(1,822,584)	(1,841,053)	(1,859,523)	(1,877,993)
		13,000	(1,806,944)	(1,825,414)	(1,843,883)	(1,862,353)	(1,880,823)	(1,899,293)	(1,917,763)
		14,000	(1,846,713)	(1,865,183)	(1,883,653)	(1,902,123)	(1,920,593)	(1,939,063)	(1,957,533)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))	(1,709,979)	0%	5.0%	10%	15.0%	20%	25.0%	30%	
		15.0%	(1,518,152)	(1,544,366)	(1,570,581)	(1,596,795)	(1,623,009)	(1,649,223)	(1,675,438)
		17.5%	(1,647,224)	(1,666,985)	(1,686,746)	(1,706,506)	(1,726,267)	(1,746,027)	(1,765,788)
	Profit	20.0%	(1,776,297)	(1,789,604)	(1,802,911)	(1,816,218)	(1,829,525)	(1,842,832)	(1,856,139)
	18.0%	22.5%	(1,905,369)	(1,912,222)	(1,919,076)	(1,925,929)	(1,932,782)	(1,939,636)	(1,946,489)
		25.0%	(2,034,441)	(2,034,841)	(2,035,241)	(2,035,640)	(2,036,040)	(2,036,440)	(2,036,840)
		27.5%	(2,163,513)	(2,157,459)	(2,151,406)	(2,145,352)	(2,139,298)	(2,133,244)	(2,127,190)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))	(1,709,979)	0%	5.0%	10%	15.0%	20%	25.0%	30%	
		100,000	(1,623,039)	(1,641,509)	(1,659,979)	(1,678,448)	(1,696,918)	(1,715,388)	(1,733,858)
		150,000	(1,673,039)	(1,691,509)	(1,709,979)	(1,728,448)	(1,746,918)	(1,765,388)	(1,783,858)
	BLV (£ per acre)	200,000	(1,723,039)	(1,741,509)	(1,759,979)	(1,778,448)	(1,796,918)	(1,815,388)	(1,833,858)
	150,000	250,000	(1,773,039)	(1,791,509)	(1,809,979)	(1,828,448)	(1,846,918)	(1,865,388)	(1,883,858)
		300,000	(1,823,039)	(1,841,509)	(1,859,979)	(1,878,448)	(1,896,918)	(1,915,388)	(1,933,858)
		350,000	(1,873,039)	(1,891,509)	(1,909,979)	(1,928,448)	(1,946,918)	(1,965,388)	(1,983,858)
		400,000	(1,923,039)	(1,941,509)	(1,959,979)	(1,978,448)	(1,996,918)	(2,015,388)	(2,033,858)
		450,000	(1,973,039)	(1,991,509)	(2,009,979)	(2,028,448)	(2,046,918)	(2,065,388)	(2,083,858)
		500,000	(2,023,039)	(2,041,509)	(2,059,979)	(2,078,448)	(2,096,918)	(2,115,388)	(2,133,858)
		550,000	(2,073,039)	(2,091,509)	(2,109,979)	(2,128,448)	(2,146,918)	(2,165,388)	(2,183,858)
		600,000	(2,123,039)	(2,141,509)	(2,159,979)	(2,178,448)	(2,196,918)	(2,215,388)	(2,233,858)
		650,000	(2,173,039)	(2,191,509)	(2,209,979)	(2,228,448)	(2,246,918)	(2,265,388)	(2,283,858)
		700,000	(2,223,039)	(2,241,509)	(2,259,979)	(2,278,448)	(2,296,918)	(2,315,388)	(2,333,858)
		750,000	(2,273,039)	(2,291,509)	(2,309,979)	(2,328,448)	(2,346,918)	(2,365,388)	(2,383,858)
		800,000	(2,323,039)	(2,341,509)	(2,359,979)	(2,378,448)	(2,396,918)	(2,415,388)	(2,433,858)
		850,000	(2,373,039)	(2,391,509)	(2,409,979)	(2,428,448)	(2,446,918)	(2,465,388)	(2,483,858)



# 240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC

**Scheme Typology:** Medium Value Brownfield      No Units: **45**  
**Site Typology:** Location / Value Zone: **Medium**      Greenfield/Brownfield: **Brownfield**  
**Notes:**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,709,979)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%	(193,574)	(194,083)	(194,593)	(195,102)	(195,611)	(196,120)	(196,652)	(196,652)
	75%	(432,957)	(436,525)	(440,093)	(443,662)	(447,230)	(450,799)	(454,367)	(454,367)
	80%	(677,113)	(683,523)	(689,933)	(696,344)	(702,754)	(709,164)	(715,574)	(715,574)
	85%	(922,808)	(932,138)	(941,467)	(950,796)	(960,208)	(970,238)	(980,268)	(980,268)
	90%	(1,171,072)	(1,183,915)	(1,196,758)	(1,209,602)	(1,222,445)	(1,235,288)	(1,248,131)	(1,248,131)
	95%	(1,422,055)	(1,437,712)	(1,453,368)	(1,469,025)	(1,484,682)	(1,500,338)	(1,515,995)	(1,515,995)
	100%	(1,673,039)	(1,691,509)	(1,709,979)	(1,728,448)	(1,746,918)	(1,765,388)	(1,783,858)	(1,783,858)
	105%	(1,924,022)	(1,945,305)	(1,966,589)	(1,987,872)	(2,009,155)	(2,030,438)	(2,051,722)	(2,051,722)
	110%	(2,175,006)	(2,199,102)	(2,223,199)	(2,247,295)	(2,271,392)	(2,295,488)	(2,319,585)	(2,319,585)
	115%	(2,425,989)	(2,452,899)	(2,479,809)	(2,506,719)	(2,533,629)	(2,560,539)	(2,587,448)	(2,587,448)
	120%	(2,676,973)	(2,706,696)	(2,736,419)	(2,766,142)	(2,795,865)	(2,825,589)	(2,855,312)	(2,855,312)
	125%	(2,927,956)	(2,960,493)	(2,993,029)	(3,025,566)	(3,058,102)	(3,090,639)	(3,123,175)	(3,123,175)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,709,979)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0	(1,474,618)	(1,493,088)	(1,511,558)	(1,530,028)	(1,548,497)	(1,566,967)	(1,585,437)	(1,585,437)
	1,000	(1,519,217)	(1,537,687)	(1,556,157)	(1,574,627)	(1,593,096)	(1,611,566)	(1,630,036)	(1,630,036)
	2,000	(1,563,816)	(1,582,286)	(1,600,756)	(1,619,226)	(1,637,695)	(1,656,165)	(1,674,635)	(1,674,635)
	3,000	(1,608,415)	(1,626,885)	(1,645,355)	(1,663,825)	(1,682,294)	(1,700,764)	(1,719,234)	(1,719,234)
	4,000	(1,653,014)	(1,671,484)	(1,689,954)	(1,708,424)	(1,726,893)	(1,745,363)	(1,763,833)	(1,763,833)
	5,000	(1,697,613)	(1,716,083)	(1,734,553)	(1,753,023)	(1,771,492)	(1,789,962)	(1,808,432)	(1,808,432)
	6,000	(1,742,212)	(1,760,682)	(1,779,152)	(1,797,622)	(1,816,091)	(1,834,561)	(1,853,031)	(1,853,031)
	7,000	(1,786,811)	(1,805,281)	(1,823,751)	(1,842,221)	(1,860,690)	(1,879,160)	(1,897,630)	(1,897,630)
	8,000	(1,831,410)	(1,849,880)	(1,868,350)	(1,886,820)	(1,905,289)	(1,923,759)	(1,942,229)	(1,942,229)
	9,000	(1,876,009)	(1,894,479)	(1,912,949)	(1,931,419)	(1,949,888)	(1,968,358)	(1,986,828)	(1,986,828)
	10,000	(1,920,608)	(1,939,078)	(1,957,548)	(1,976,018)	(1,994,487)	(2,012,957)	(2,031,427)	(2,031,427)
	11,000	(1,965,207)	(1,983,677)	(2,002,147)	(2,020,617)	(2,039,086)	(2,057,556)	(2,076,026)	(2,076,026)
	12,000	(2,009,806)	(2,028,276)	(2,046,746)	(2,065,216)	(2,083,685)	(2,102,155)	(2,120,625)	(2,120,625)
	13,000	(2,054,405)	(2,072,875)	(2,091,345)	(2,109,815)	(2,128,284)	(2,146,754)	(2,165,224)	(2,165,224)
	14,000	(2,099,004)	(2,117,474)	(2,135,944)	(2,154,414)	(2,172,883)	(2,191,353)	(2,209,823)	(2,209,823)
	15,000	(2,143,603)	(2,162,073)	(2,180,543)	(2,199,013)	(2,217,482)	(2,235,952)	(2,254,422)	(2,254,422)
	16,000	(2,188,202)	(2,206,672)	(2,225,142)	(2,243,612)	(2,262,081)	(2,280,551)	(2,299,021)	(2,299,021)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,709,979)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%	(2,554,901)	(2,529,277)	(2,503,654)	(2,478,031)	(2,452,408)	(2,426,785)	(2,401,161)	(2,401,161)
	82%	(2,466,714)	(2,445,500)	(2,424,287)	(2,403,073)	(2,381,859)	(2,360,645)	(2,339,431)	(2,339,431)
	84%	(2,378,528)	(2,361,724)	(2,344,919)	(2,328,114)	(2,311,310)	(2,294,505)	(2,277,701)	(2,277,701)
	86%	(2,290,342)	(2,277,947)	(2,265,551)	(2,253,156)	(2,240,761)	(2,228,366)	(2,215,970)	(2,215,970)
	88%	(2,202,156)	(2,194,170)	(2,186,184)	(2,178,198)	(2,170,212)	(2,162,226)	(2,154,240)	(2,154,240)
	90%	(2,113,970)	(2,110,393)	(2,106,816)	(2,103,240)	(2,099,663)	(2,096,086)	(2,092,510)	(2,092,510)
	92%	(2,025,783)	(2,026,616)	(2,027,449)	(2,028,281)	(2,029,114)	(2,029,947)	(2,030,780)	(2,030,780)
	94%	(1,937,597)	(1,942,839)	(1,948,081)	(1,953,323)	(1,958,565)	(1,963,807)	(1,969,049)	(1,969,049)
	96%	(1,849,411)	(1,859,062)	(1,868,714)	(1,878,365)	(1,888,016)	(1,897,668)	(1,907,319)	(1,907,319)
	98%	(1,761,225)	(1,775,286)	(1,789,346)	(1,803,407)	(1,817,467)	(1,831,528)	(1,845,589)	(1,845,589)
	100%	(1,673,039)	(1,691,509)	(1,709,979)	(1,728,448)	(1,746,918)	(1,765,388)	(1,783,858)	(1,783,858)
	102%	(1,584,853)	(1,607,732)	(1,630,611)	(1,653,490)	(1,676,369)	(1,699,249)	(1,722,128)	(1,722,128)
	104%	(1,496,666)	(1,523,955)	(1,551,243)	(1,578,532)	(1,605,821)	(1,633,109)	(1,660,398)	(1,660,398)
	106%	(1,408,480)	(1,440,178)	(1,471,876)	(1,503,574)	(1,535,272)	(1,566,969)	(1,598,667)	(1,598,667)
	108%	(1,320,294)	(1,356,401)	(1,392,508)	(1,428,615)	(1,464,723)	(1,500,830)	(1,536,937)	(1,536,937)
110%	(1,232,108)	(1,272,624)	(1,313,141)	(1,353,657)	(1,394,174)	(1,434,690)	(1,475,207)	(1,475,207)	
112%	(1,144,922)	(1,188,847)	(1,233,773)	(1,278,699)	(1,323,625)	(1,368,550)	(1,413,476)	(1,413,476)	
114%	(1,058,736)	(1,106,235)	(1,154,734)	(1,203,233)	(1,251,732)	(1,300,231)	(1,348,730)	(1,348,730)	
116%	(972,550)	(1,024,161)	(1,076,769)	(1,128,782)	(1,181,295)	(1,233,808)	(1,286,321)	(1,286,321)	
118%	(886,364)	(942,236)	(998,108)	(1,055,979)	(1,114,850)	(1,173,721)	(1,232,592)	(1,232,592)	
120%	(800,178)	(860,698)	(921,218)	(981,738)	(1,042,258)	(1,102,777)	(1,163,297)	(1,163,297)	

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(1,709,979)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-	(1,673,039)	(1,691,509)	(1,709,979)	(1,728,448)	(1,746,918)	(1,765,388)	(1,783,858)	(1,783,858)
	10,000	(1,673,039)	(1,671,622)	(1,670,204)	(1,668,787)	(1,667,370)	(1,665,953)	(1,664,536)	(1,664,536)
	20,000	(1,673,039)	(1,651,734)	(1,630,430)	(1,609,126)	(1,587,822)	(1,566,517)	(1,545,213)	(1,545,213)
	30,000	(1,673,039)	(1,631,847)	(1,590,656)	(1,549,465)	(1,508,273)	(1,467,082)	(1,425,890)	(1,425,890)
	40,000	(1,673,039)	(1,611,960)	(1,550,882)	(1,489,803)	(1,428,725)	(1,367,646)	(1,306,568)	(1,306,568)
	50,000	(1,673,039)	(1,592,073)	(1,511,107)	(1,430,142)	(1,349,176)	(1,268,211)	(1,187,245)	(1,187,245)
	60,000	(1,673,039)	(1,572,186)	(1,471,333)	(1,370,481)	(1,269,628)	(1,168,775)	(1,067,922)	(1,067,922)
	70,000	(1,673,039)	(1,552,299)	(1,431,559)	(1,310,819)	(1,190,079)	(1,069,340)	(948,600)	(948,600)
	80,000	(1,673,039)	(1,532,412)	(1,391,785)	(1,251,158)	(1,110,531)	(969,904)	(830,326)	(830,326)
	90,000	(1,673,039)	(1,512,525)	(1,352,011)	(1,191,497)	(1,030,983)	(871,359)	(713,179)	(713,179)
	100,000	(1,673,039)	(1,492,638)	(1,312,236)	(1,131,835)	(951,499)	(773,591)	(596,517)	(596,517)

**NOTES**  
Cells highlighted in yellow are input cells  
Cells highlighted in green are sensitivity input cells  
Figures in brackets, thus (00,000.00), are negative values / costs



240920 Sandwell Local Plan Viability AH Appraisals (10-18) MVBF v0.3 PRAGMATIC - Summary Table

Appraisal Ref:	San10	San11	San12	San13	San14	San15	San16	San17	San18
Scheme Typology:	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield	Medium Value Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	1,900,000	3,410,438	6,820,875	10,342,688	17,847,000	33,463,125	50,194,688	78,080,625	6,353,438
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846	1,289
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479	10,922
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479	10,922
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	17.28%	17.28%	17.29%	17.27%	17.27%	17.27%	17.27%	16.84%
Developers Profit (% on costs)	24.55%	19.81%	20.32%	20.33%	19.91%	20.06%	20.10%	20.36%	14.84%
Developers Profit Total (£)	342,000	589,376	1,178,753	1,788,176	3,081,780	5,778,338	8,667,506	13,482,788	1,070,111
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-	-
RLV (£/acre (net))	310,356	(166,437)	(85,809)	(86,996)	(144,007)	(120,906)	(114,100)	(168,795)	(1,559,979)
RLV (£/ha (net))	766,890	(411,266)	(212,034)	(214,968)	(355,841)	(298,759)	(281,942)	(417,093)	(3,854,707)
RLV (% of GDV)	8.07%	-4.52%	-2.33%	-2.34%	-3.99%	-3.35%	-3.16%	-2.08%	-30.34%
RLV Total (£)	153,378	(154,225)	(159,026)	(241,839)	(711,682)	(1,120,346)	(1,585,923)	(1,622,028)	(1,927,354)
BLV (£/acre (net))	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	1,441,417	185,325
Surplus/Deficit (£/acre) [RLV-BLV]	160,356	(316,437)	(235,809)	(236,996)	(294,007)	(270,906)	(264,100)	(318,795)	(1,709,979)
Surplus/Deficit (£/ha)	396,240	(781,916)	(582,684)	(585,618)	(726,491)	(669,409)	(652,592)	(787,743)	(4,225,357)
Surplus/Deficit Total (£)	79,248	(293,218)	(437,013)	(658,820)	(1,452,982)	(2,510,283)	(3,670,829)	(3,063,444)	(2,112,679)
Plan Viability comments	Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable



# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Appraisal Ref: **San19** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher** No Units: **8**  
 Notes: Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				8 Units				
AH Policy requirement (% Target)				0%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		100%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		0.0% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8		
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2		
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0		
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0		
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0		
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0		
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>			
1 bed House	0	0	0	0	0	0	0	
2 bed House	202	2,170	0	0	202	2,170	2,170	
3 bed House	272	2,928	0	0	272	2,928	2,928	
4 bed House	210	2,260	0	0	210	2,260	2,260	
5 bed House	0	0	0	0	0	0	0	
1 bed Flat	0	0	0	0	0	0	0	
2 bed Flat	0	0	0	0	0	0	0	
	684	7,358	0	0	684	7,358	7,358	
AH % by floor area:		0.00% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV (£ (no AH))</b>				
1 bed House	165,000	3,113	289	0				
2 bed House	210,000	2,917	271	588,000				
3 bed House	280,000	3,294	306	896,000				
4 bed House	325,000	3,095	288	650,000				
5 bed House	395,000	2,469	229	0				
1 bed Flat	150,000	3,000	279	0				
2 bed Flat	185,000	2,643	246	0				
				2,134,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	2.8	@	210,000	588,000
3 bed House	3.2	@	280,000	896,000
4 bed House	2.0	@	325,000	650,000
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	8.0			2,134,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.0	@	147,000	-
3 bed House	0.0	@	196,000	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	276,500	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	129,500	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.0	@	147,000	-
3 bed House	0.0	@	196,000	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	129,500	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>2,134,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>
<b>Grant</b>	0	AH units @	0 per unit	-
<b>Total GDV</b>				<b>2,134,000</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential) (3,696)					
Planning Application Professional Fees, Surveys and reports (10,000)					
CIL 684 sqm (Market only) 20.64 £ psm (14,110)					
CIL analysis: 0.66% % of GDV 1,764 £ per unit (total units)					
Site Specific S106 Contributions					
	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	8 units @		0 per unit	-
	Sub-total				-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)					
AH Commuted Sum 684 sqm (total) 0 £ psm					
Comm. Sum analysis: 0.00% % of GDV					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation 0.20 ha @ 123,000 £ per ha (if brownfield) (24,600)					
Site Infrastructure costs -					
	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	8 units @		0 per unit	-
	Sub-total				-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)					
1 bed House - sqm @ 1,211 psm -					
2 bed House 202 sqm @ 1,211 psm (244,138)					
3 bed House 272 sqm @ 1,211 psm (329,392)					
4 bed House 210 sqm @ 1,211 psm (254,310)					
5 bed House - sqm @ 1,211 psm -					
1 bed Flat - sqm @ 1,410 psm -					
2 bed Flat 684 sqm @ 1,410 psm -					
Garages for 3 bed House (OMS only) 3 units @ 0% @ 11,754 £ per garage					
Garages for 4 bed House (OMS only) 2 units @ 75% @ 11,754 £ per garage (17,631)					
Garages for 5 bed House (OMS only) - units @ 120% @ 11,754 £ per garage -					
External works 845,471 @ 15.0% (126,821)					
Ext. Works analysis: 15,853 £ per unit (total units)					
Policy Costs on design -					
Net Biodiversity costs 8 units @ 287 £ per unit (2,296)					
M4(2) Category 2 Housing Aff units - units @ 100% @ 521 £ per unit					
M4(2) Category 2 Housing OMS units 8 units @ 100% @ 521 £ per unit (4,168)					
M4(3) Category 3 Housing Aff units - units @ 0% @ 10,111 £ per unit					
M4(3) Category 3 Housing OMS units 8 units @ 0% @ 10,111 £ per unit					
Part L 2025/FHS 8 units @ 4,449 £ per unit (35,592)					
Renewable Energy 8 units @ 0 £ per unit					
EV Charging Points - Houses 8 units @ 0 £ per unit					
EV Charging Points - Flats - units @ 4 flats per charger 0 £ per 4 units					
Water Efficiency 8 units @ 0 £ per unit					
Sub-total (42,056)					
Policy Costs analysis: (design costs only) 5,257 £ per unit (total units)					
Contingency (on construction) 1,038,947 @ 5.0% (51,947)					

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Scheme Typology: **Higher Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	1,038,947 @		<b>6.5%</b>		(67,532)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	2,134,000 OMS @		<b>3.00%</b>	8,003 £ per unit	(64,020)
Residential Sales Agent Costs	2,134,000 OMS @		<b>1.00%</b>	2,668 £ per unit	(21,340)
Residential Sales Legal Costs	2,134,000 OMS @		<b>0.25%</b>	667 £ per unit	(5,335)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>12,587 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(2,061)
<b>Developers Profit -</b>					
Profit on OMS	2,134,000		<b>18.00%</b>		(384,120)
Margin on AH	0		<b>6.00%</b> on AH values		-
<b>Profit analysis:</b>	<b>2,134,000</b>		<b>18.00% blended GDV</b>		<b>(384,120)</b>
	<b>1,388,987</b>		<b>27.65% on costs</b>		<b>(384,120)</b>
<b>TOTAL COSTS</b>					<b>(1,773,107)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					360,893
SDLT	360,893 @		HMRC formula		(7,545)
Acquisition Agent fees	360,893 @		<b>1.0%</b>		(3,609)
Acquisition Legal fees	360,893 @		<b>0.5%</b>		(1,804)
Interest on Land	360,893 @		7.00%		(25,263)
Residual Land Value					<b>322,672</b>
<b>RLV analysis:</b>	<b>40,334 £ per plot</b>	<b>1,613,362 £ per ha (net)</b>	<b>652,919 £ per acre (net)</b>		
		<b>1,613,362 £ per ha (gross)</b>	<b>652,919 £ per acre (gross)</b>		
			<b>15.12% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.20 ha (net)		0.49 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.20 ha (gross)		0.49 acres (gross)	
<b>Density analysis:</b>		<b>3,418 sqm/ha (net)</b>		<b>14,889 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>74,130</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>		<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>			
Surplus/(Deficit)	<b>1,242,712 £ per ha (net)</b>	<b>502,919 £ per acre (net)</b>	<b>248,542</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
CIL £ psm 20.64	502,919	0.00	527,614	493,092	458,569	424,047	389,495	354,883	320,270
	10.00	515,649	481,725	447,801	413,876	379,917	345,903	311,889	
	20.00	503,684	470,358	437,032	403,706	370,338	336,922	303,507	
	30.00	491,719	458,991	426,264	393,536	360,759	327,942	295,126	
	40.00	479,754	447,625	415,495	383,365	351,180	318,962	286,744	
	50.00	467,789	436,258	404,726	373,195	341,601	309,982	278,363	
	60.00	455,824	424,891	393,958	363,025	332,022	301,002	269,981	
	70.00	443,859	413,524	383,189	352,854	322,444	292,022	261,600	
	80.00	431,894	402,157	372,421	342,684	312,865	283,042	253,218	
	90.00	419,929	390,790	361,652	332,511	303,286	274,061	244,837	
	100.00	407,964	379,424	350,884	322,333	293,707	265,081	236,455	
	110.00	395,999	368,057	340,115	312,155	284,128	256,101	228,074	
	120.00	384,034	356,690	329,346	301,978	274,549	247,121	219,692	
	130.00	372,068	345,323	318,578	291,800	264,971	238,141	211,311	
	140.00	360,103	333,956	307,809	281,623	255,392	229,161	202,930	
	150.00	348,138	322,590	297,041	271,445	245,813	220,181	194,548	
	160.00	336,173	311,223	286,272	261,268	236,234	211,200	186,167	
	170.00	324,208	299,856	275,504	251,090	226,655	202,220	177,785	
	180.00	312,243	288,489	264,735	240,913	217,077	193,240	169,404	
	190.00	300,278	277,122	253,966	230,735	207,498	184,260	161,022	
200.00	288,313	265,755	243,197	220,558	197,919	175,280	152,641		
210.00	276,348	254,389	232,421	210,380	188,340	166,300	144,259		
220.00	264,383	243,022	221,645	200,203	178,761	157,320	135,878		
230.00	252,418	231,655	210,869	190,025	169,182	148,339	127,496		
240.00	240,453	220,288	200,092	179,848	159,604	139,359	119,115		
250.00	228,488	208,921	189,316	169,670	150,025	130,379	110,733		

**TABLE 2**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Site Specific S106	502,919	-	502,919	469,631	436,343	403,055	369,725	336,348	302,971
	1,000	488,916	455,628	422,340	389,053	355,712	322,335	288,958	
	2,000	474,914	441,626	408,338	375,050	341,700	308,323	274,946	
	3,000	460,911	427,623	394,336	361,048	327,688	294,311	260,934	
	4,000	446,909	413,621	380,333	347,045	313,675	280,298	246,921	
	5,000	432,906	399,619	366,331	333,040	299,663	266,286	232,909	
	6,000	418,904	385,616	352,328	319,028	285,651	252,274	218,897	
	7,000	404,902	371,614	338,326	305,015	271,638	238,261	204,885	
	8,000	390,899	357,611	324,323	291,003	257,626	224,249	190,872	
	9,000	376,897	343,609	310,321	276,991	243,614	210,237	176,860	
	10,000	362,894	329,606	296,319	262,978	229,601	196,225	162,848	
	11,000	348,892	315,604	282,316	248,966	215,589	182,212	148,835	
	12,000	334,889	301,602	268,314	234,954	201,577	168,200	134,823	
	13,000	320,887	287,599	254,311	220,941	187,564	154,188	120,811	
	14,000	306,885	273,597	240,306	206,929	173,552	140,175	106,798	

**TABLE 3**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Profit 18.0%	502,919	15.0%	614,973	576,082	537,192	498,301	459,368	420,389	381,409
	17.5%	521,594	487,373	453,151	418,929	384,665	350,355	316,044	
	20.0%	428,216	398,663	369,110	339,558	309,962	280,321	250,679	
	22.5%	334,837	309,953	285,069	260,186	235,259	210,287	185,314	
	25.0%	241,458	221,243	201,029	180,814	160,556	140,252	119,949	
	27.5%	148,079	132,534	116,988	101,442	85,853	70,218	54,583	

**TABLE 4**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	552,919	519,631	486,343	453,055	419,725	386,348	352,971
	150,000	502,919	469,631	436,343	403,055	369,725	336,348	302,971
	200,000	452,919	419,631	386,343	353,055	319,725	286,348	252,971
	250,000	402,919	369,631	336,343	303,055	269,725	236,348	202,971
	300,000	352,919	319,631	286,343	253,055	219,725	186,348	152,971
	350,000	302,919	269,631	236,343	203,055	169,725	136,348	102,971
	400,000	252,919	219,631	186,343	153,055	119,725	86,348	52,971
	450,000	202,919	169,631	136,343	103,055	69,725	36,348	2,971
	500,000	152,919	119,631	86,343	53,055	19,725	(13,652)	(47,029)
	550,000	102,919	69,631	36,343	3,055	(30,275)	(63,652)	(97,029)
	600,000	52,919	19,631	(13,657)	(46,945)	(80,275)	(113,652)	(147,029)
	650,000	2,919	(30,369)	(63,657)	(96,945)	(130,275)	(163,652)	(197,029)
	700,000	(47,081)	(80,369)	(113,657)	(146,945)	(180,275)	(213,652)	(247,029)
	750,000	(97,081)	(130,369)	(163,657)	(196,945)	(230,275)	(263,652)	(297,029)
	800,000	(147,081)	(180,369)	(213,657)	(246,945)	(280,275)	(313,652)	(347,029)
850,000	(197,081)	(230,369)	(263,657)	(296,945)	(330,275)	(363,652)	(397,029)	

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	502,919							
	70%	1,061,208	1,029,267	997,285	965,304	933,322	901,340	869,359
	75%	968,194	935,994	903,795	871,595	839,396	807,197	774,997
	80%	875,139	842,721	810,304	777,887	745,470	713,053	680,636
	85%	782,084	749,449	716,814	684,179	651,545	618,910	586,275
	90%	689,029	656,176	623,324	590,471	557,619	524,766	491,914
	95%	595,974	562,903	529,833	496,763	463,693	430,623	397,493
	100%	502,919	469,631	436,343	403,055	369,725	336,348	302,971
	105%	409,864	376,358	342,829	309,234	275,639	242,044	208,449
	110%	316,806	282,992	249,179	215,366	181,553	147,740	113,927
	115%	223,592	189,561	155,530	121,499	87,468	53,376	19,220
	120%	130,379	96,129	61,880	27,606	(6,768)	(41,142)	(75,517)
	125%	37,165	2,698	(31,882)	(66,475)	(101,068)	(158,035)	(198,212)

**TABLE 7**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0	572,497	539,210	506,922	474,634	442,346	410,058	377,770
	1,000	556,858	523,570	490,283	456,936	423,589	390,242	356,895
	2,000	541,219	507,931	474,643	441,296	407,949	374,602	341,255
	3,000	525,580	492,292	458,304	424,957	391,610	358,263	323,916
	4,000	509,941	476,653	443,365	410,017	376,570	343,123	309,676
	5,000	494,301	461,013	427,726	394,279	360,832	327,385	293,938
	6,000	478,662	445,374	412,086	378,799	345,342	311,895	278,451
	7,000	463,023	429,735	396,447	363,352	329,905	296,458	263,004
	8,000	447,384	414,096	380,808	347,912	314,458	281,011	247,557
	9,000	431,744	398,457	365,169	331,466	298,011	265,564	232,110
	10,000	416,105	382,817	349,517	316,019	282,564	249,117	216,663
	11,000	400,466	367,178	333,868	300,571	267,117	233,670	201,216
	12,000	384,827	351,539	318,219	284,123	251,670	218,223	184,769
	13,000	369,187	335,899	302,570	269,176	236,223	202,776	169,322
	14,000	353,548	320,231	286,021	253,728	220,776	187,329	153,875
	15,000	337,909	304,565	271,188	237,781	204,329	171,882	138,428
	16,000	322,270	288,899	255,522	222,334	188,882	155,935	122,981

**TABLE 8**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%	(78,847)	(83,183)	(87,519)	(91,856)	(96,192)	(100,528)	(104,871)
	82%	(20,610)	(27,795)	(35,024)	(42,277)	(49,530)	(56,782)	(64,035)
	84%	37,595	27,500	17,405	7,302	(2,867)	(13,036)	(23,205)
	86%	95,800	82,794	69,789	56,784	43,778	30,773	17,768
	88%	154,004	138,089	122,173	106,258	90,342	74,427	58,511
	90%	212,209	193,383	174,557	155,732	136,906	118,080	99,254
	92%	270,414	248,678	226,942	205,206	183,470	161,734	139,998
	94%	328,619	303,972	279,326	254,680	230,033	205,387	180,741
	96%	386,824	359,198	331,710	304,154	276,597	249,041	221,484
	98%	444,996	414,414	384,033	353,628	323,223	292,817	262,411
	100%	502,919	469,631	436,343	403,055	369,725	336,348	302,971
	102%	561,041	524,847	488,653	452,459	416,265	380,000	343,714
	104%	619,164	580,063	540,963	501,863	462,763	423,663	384,563
106%	677,286	635,280	593,274	551,267	509,261	467,255	425,201	
108%	735,409	690,496	645,584	600,672	555,759	510,847	465,935	
110%	793,531	745,713	697,894	650,076	602,257	554,439	506,620	
112%	851,654	800,929	750,204	699,480	648,755	598,031	547,306	
114%	909,776	856,145	802,515	748,884	695,253	641,623	587,992	
116%	967,899	911,362	854,825	798,288	741,751	685,215	628,678	
118%	1,026,021	966,578	907,135	847,692	788,249	728,806	669,363	
120%	1,084,144	1,021,795	959,446	897,096	834,747	772,398	710,049	

**TABLE 8**

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-	502,919	469,631	436,343	403,055	369,725	336,348	302,971
	10,000	502,919	476,636	450,353	424,071	397,777	371,413	345,049
	20,000	502,919	483,641	464,364	445,086	425,809	406,479	387,128
	30,000	502,919	490,646	478,374	466,102	453,829	441,544	429,207
	40,000	502,919	497,651	492,384	487,117	481,850	476,583	471,285
	50,000	502,919	504,657	506,395	508,133	509,871	511,609	513,347
	60,000	502,919	511,662	520,405	529,148	537,891	546,635	555,378
	70,000	502,919	518,667	534,415	550,164	565,912	581,660	597,409
	80,000	502,919	525,672	548,426	571,179	593,933	616,686	639,440
	90,000	502,919	532,677	562,436	592,195	621,953	651,712	681,471
	100,000	502,919	539,682	576,446	613,210	649,974	686,738	723,502

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Appraisal Ref: **San20** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **15**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				15 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	3.9	12.4%	0.5	29%	4.4		
3 bed House	40.0%	4.5	26.8%	1.0	37%	5.5		
4 bed House	25.0%	2.8	20.0%	0.8	24%	3.6		
5 bed House	0.0%	0.0	5.9%	0.2	1%	0.2		
1 bed Flat	0.0%	0.0	22.5%	0.8	6%	0.8		
2 bed Flat	0.0%	0.0	12.4%	0.5	3%	0.5		
Total number of units	100.0%	11.3	100.0%	3.8	100%	15.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>			
					(sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	311	3,348	37	395	348	3,744		
3 bed House	450	4,844	101	1,082	551	5,926		
4 bed House	360	3,875	96	1,033	456	4,908		
5 bed House	0	0	35	381	35	381		
1 bed Flat	0	0	50	534	50	534		
2 bed Flat	0	0	38	412	38	412		
	1,121	12,067	357	3,838	1,478	15,905		
AH % by floor area:		24.13% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV (£ no AH)</b>				
1 bed House	165,000	2,661	247	0				
2 bed House	210,000	2,658	247	924,525				
3 bed House	280,000	2,800	260	1,541,400				
4 bed House	325,000	2,539	236	1,157,813				
5 bed House	395,000	2,469	229	87,394				
1 bed Flat	150,000	3,000	279	126,563				
2 bed Flat	185,000	2,643	246	86,025				
				3,923,719				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%
				* capped @£250K				



## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	3.9	@	210,000	826,875
3 bed House	4.5	@	280,000	1,260,000
4 bed House	2.8	@	325,000	914,063
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	11.3			3,000,938
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.3	@	147,000	51,266
3 bed House	0.8	@	196,000	147,735
4 bed House	0.6	@	227,500	127,969
5 bed House	0.2	@	276,500	45,882
1 bed Flat	0.6	@	105,000	66,445
2 bed Flat	0.3	@	129,500	45,163
	2.8			484,460
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.1	@	147,000	17,089
3 bed House	0.3	@	196,000	49,245
4 bed House	0.2	@	227,500	42,656
5 bed House	0.1	@	250,000	13,828
1 bed Flat	0.2	@	105,000	22,148
2 bed Flat	0.1	@	129,500	15,054
	0.9			160,021
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	3.8		-
<b>Sub-total GDV Residential</b>	<b>15</b>			<b>3,645,419</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>278,300</b>
		<b>188 £ psm (total GIA sqm)</b>	<b>18,553 £ per unit (total units)</b>	
<b>Grant</b>	4	AH units @	0 per unit	-
<b>Total GDV</b>				<b>3,645,419</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(6,930)
Planning Application Professional Fees, Surveys and reports					(20,000)
CIL					(23,139)
		1,121 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.63% % of GDV	1,543 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		15 units @	9,633 per unit		(144,495)
<b>S106 analysis:</b>		385,320 £ per ha	3.96% % of GDV	9,633 £ per unit (total units)	(144,495)
<b>Comm. Sum analysis:</b>		1,478 sqm (total)	0.00% % of GDV	0 £ psm	-
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					
		0.38 ha @	123,000 £ per ha (if brownfield)		(46,125)
<b>Site Infrastructure costs -</b>					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		15 units @	0 per unit		-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	-
<b>1 bed House</b>					
		- sqm @	1,211 psm		-
<b>2 bed House</b>					
		348 sqm @	1,211 psm		(421,183)
<b>3 bed House</b>					
		551 sqm @	1,211 psm		(666,656)
<b>4 bed House</b>					
		456 sqm @	1,211 psm		(552,216)
<b>5 bed House</b>					
		35 sqm @	1,211 psm		(42,869)
<b>1 bed Flat</b>					
		50 sqm @	1,410 psm		(69,982)
<b>2 bed Flat</b>					
		1,478 sqm @	38 sqm @	1,410 psm	(53,995)
<b>Garages for 3 bed House (OMS only)</b>		5 units @	0% @	11,754 £ per garage	-
<b>Garages for 4 bed House (OMS only)</b>		3 units @	75% @	11,754 £ per garage	(24,794)
<b>Garages for 5 bed House (OMS only)</b>		- units @	120% @	11,754 £ per garage	-
<b>External works</b>					
		1,831,694 @	15.0%	18,317 £ per unit (total units)	(274,754)
<b>Ext. Works analysis:</b>					
<b>Policy Costs on design -</b>					
Net Biodiversity costs					
		15 units @		287 £ per unit	(4,305)
<b>M4(2) Category 2 Housing</b>					
Aff units	4 units @	100% @		521 £ per unit	(1,954)
OMS units	11 units @	100% @		521 £ per unit	(5,861)
<b>M4(3) Category 3 Housing</b>					
Aff units	4 units @	0% @		10,111 £ per unit	-
OMS units	11 units @	0% @		10,111 £ per unit	-
<b>Part L 2025/FHS</b>					
		15 units @		4,449 £ per unit	(66,735)
<b>Renewable Energy</b>					
		15 units @		0 £ per unit	-
<b>EV Charging Points - Houses</b>					
		14 units @		0 £ per unit	-
<b>EV Charging Points - Flats</b>					
		1 units @	4 flats per charger	0 £ per 4 units	-
<b>Water Efficiency</b>					
		15 units @		0 £ per unit	-
<b>Sub-total</b>					(78,855)
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)	
<b>Contingency (on construction)</b>					
		2,231,428 @	5.0%		(111,571)

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	2,231,428 @		<b>6.5%</b>		(145,043)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	3,000,938 OMS @		<b>3.00%</b>	6,002 £ per unit	(90,028)
Residential Sales Agent Costs	3,000,938 OMS @		<b>1.00%</b>	2,001 £ per unit	(30,009)
Residential Sales Legal Costs	3,000,938 OMS @		<b>0.25%</b>	500 £ per unit	(7,502)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,169 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(23,071)
<b>Developers Profit -</b>					
Profit on OMS	3,000,938		<b>18.00%</b>		(540,169)
Margin on AH	644,481		<b>6.00%</b> on AH values		(38,669)
<b>Profit analysis:</b>	<b>3,645,419</b>		<b>15.88% blended GDV</b>	<b>(578,838)</b>	
	<b>2,943,217</b>		<b>19.67% on costs</b>	<b>(578,838)</b>	
<b>TOTAL COSTS</b>					<b>(3,522,054)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					123,364
SDLT	123,364 @		HMRC formula		4,332
Acquisition Agent fees	123,364 @		<b>1.0%</b>		(1,234)
Acquisition Legal fees	123,364 @		<b>0.5%</b>		(617)
Interest on Land	123,364 @		7.00%		(8,636)
Residual Land Value					<b>117,210</b>
<b>RLV analysis:</b>	<b>7,814 £ per plot</b>	<b>312,561 £ per ha (net)</b>	<b>126,492 £ per acre (net)</b>		
		<b>312,561 £ per ha (gross)</b>	<b>126,492 £ per acre (gross)</b>		
			<b>3.22% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.38 ha (gross)		0.93 acres (gross)	
<b>Density analysis:</b>		<b>3,940 sqm/ha (net)</b>		<b>17,164 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>138,994</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(58,089) £ per ha (net)</b>	<b>(23,508) £ per acre (net)</b>		<b>(21,784)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: Higher Value Brownfield No Units: 15  
 Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Brownfield  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(23,508)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		145,175	115,962	86,750	57,432	28,111	(1,225)	(30,681)
	10.00		130,933	102,433	73,870	45,265	16,660	(12,021)	(40,757)
	20.00		116,692	88,876	60,987	33,098	5,199	(22,817)	(50,834)
	30.00		102,451	75,278	48,105	20,931	(6,317)	(33,614)	(60,910)
	40.00		88,138	61,680	35,222	8,744	(17,833)	(44,410)	(70,986)
	50.00		73,824	48,082	22,340	(3,492)	(29,349)	(55,206)	(81,063)
	60.00		59,510	34,484	9,410	(15,727)	(40,865)	(66,002)	(91,139)
	70.00		45,196	20,872	(3,545)	(27,963)	(52,380)	(76,798)	(101,215)
	80.00		30,882	7,197	(16,501)	(40,198)	(63,896)	(87,594)	(111,292)
	90.00		16,568	(6,478)	(29,456)	(52,434)	(75,412)	(98,390)	(121,368)
	100.00		2,105	(20,153)	(42,411)	(64,670)	(86,928)	(109,186)	(131,445)
	110.00		(12,289)	(33,828)	(55,367)	(76,905)	(98,444)	(119,982)	(153,297)
	120.00		(26,684)	(47,503)	(68,322)	(89,141)	(109,960)	(130,778)	(164,946)
	130.00		(41,079)	(61,178)	(81,277)	(101,376)	(121,475)	(153,359)	(176,595)
	140.00		(55,474)	(74,853)	(94,232)	(113,612)	(132,991)	(165,840)	(188,244)
	150.00		(69,869)	(88,528)	(107,188)	(125,847)	(156,750)	(178,321)	(199,893)
	160.00		(84,263)	(102,203)	(120,143)	(138,083)	(170,063)	(190,803)	(211,542)
	170.00		(98,658)	(115,878)	(133,098)	(163,468)	(183,376)	(203,284)	(223,191)
	180.00		(113,053)	(129,553)	(158,538)	(177,613)	(196,689)	(215,765)	(234,840)
	190.00		(127,448)	(155,271)	(173,515)	(191,759)	(210,002)	(228,246)	(246,489)
200.00		(153,869)	(171,081)	(188,492)	(205,904)	(223,315)	(240,727)	(258,138)	
210.00		(170,311)	(186,890)	(203,469)	(220,049)	(236,628)	(253,208)	(269,787)	
220.00		(186,952)	(202,699)	(218,447)	(234,194)	(249,941)	(265,689)	(281,436)	
230.00		(203,593)	(218,509)	(233,424)	(248,339)	(263,254)	(278,170)	(293,121)	
240.00		(220,235)	(234,318)	(248,401)	(262,484)	(276,568)	(290,676)	(304,835)	
250.00		(236,876)	(250,127)	(263,378)	(276,630)	(289,905)	(303,228)	(316,550)	

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(23,508)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		253,179	225,512	197,845	170,177	142,479	114,736	86,994
	1,000		238,953	211,285	183,618	155,930	128,187	100,445	72,703
	2,000		224,726	197,059	169,381	141,639	113,896	86,154	58,411
	3,000		210,499	182,832	155,090	127,347	99,605	71,862	44,067
	4,000		196,273	168,541	140,798	113,056	85,314	57,546	29,703
	5,000		181,992	154,250	126,507	98,765	71,022	43,182	15,339
	6,000		167,701	139,958	112,216	84,474	56,661	28,818	975
	7,000		153,410	125,667	97,925	70,140	42,297	14,454	(13,444)
	8,000		139,118	111,376	83,619	55,776	27,933	81	(27,889)
	9,000		124,827	97,085	69,255	41,412	13,569	(14,365)	(42,335)
	10,000		110,536	82,734	54,891	27,048	(840)	(28,810)	(56,780)
	11,000		96,214	68,370	40,527	12,684	(15,285)	(43,255)	(71,225)
	12,000		81,849	54,006	26,163	(1,760)	(29,730)	(57,701)	(85,671)
	13,000		67,485	39,642	11,765	(16,206)	(44,176)	(72,146)	(100,116)
	14,000		53,121	25,278	(2,681)	(30,651)	(58,621)	(86,591)	(114,561)

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(23,508)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		227,835	194,458	161,012	127,566	94,105	60,532	26,960
	17.5%		134,456	105,748	76,971	48,194	19,402	(9,502)	(38,406)
	20.0%		41,078	17,038	(7,070)	(31,178)	(55,301)	(79,536)	(103,771)
	22.5%		(52,301)	(71,672)	(91,111)	(110,550)	(130,004)	(162,602)	(185,222)
	25.0%		(158,105)	(175,101)	(192,177)	(209,252)	(226,345)	(243,567)	(260,789)
	27.5%		(266,058)	(277,656)	(289,334)	(301,012)	(312,706)	(324,531)	(336,355)

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(23,508)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		165,781	138,006	110,163	82,319	54,462	26,492	(1,479)
	150,000		115,781	88,006	60,163	32,319	4,462	(23,508)	(51,479)
	200,000		65,781	38,006	10,163	(17,681)	(45,538)	(73,508)	(101,479)
	250,000		15,781	(11,994)	(39,837)	(67,681)	(95,538)	(123,508)	(151,479)
	300,000		(34,219)	(61,994)	(89,837)	(117,681)	(145,538)	(173,508)	(201,479)
	350,000		(84,219)	(111,994)	(139,837)	(167,681)	(195,538)	(223,508)	(251,479)
	400,000		(134,219)	(161,994)	(189,837)	(217,681)	(245,538)	(273,508)	(301,479)
	450,000		(184,219)	(211,994)	(239,837)	(267,681)	(295,538)	(323,508)	(351,479)
	500,000		(234,219)	(261,994)	(289,837)	(317,681)	(345,538)	(373,508)	(401,479)
	550,000		(284,219)	(311,994)	(339,837)	(367,681)	(395,538)	(423,508)	(451,479)
	600,000		(334,219)	(361,994)	(389,837)	(417,681)	(445,538)	(473,508)	(501,479)
	650,000		(384,219)	(411,994)	(439,837)	(467,681)	(495,538)	(523,508)	(551,479)
	700,000		(434,219)	(461,994)	(489,837)	(517,681)	(545,538)	(573,508)	(601,479)
	750,000		(484,219)	(511,994)	(539,837)	(567,681)	(595,538)	(623,508)	(651,479)
	800,000		(534,219)	(561,994)	(589,837)	(617,681)	(645,538)	(673,508)	(701,479)
	850,000		(584,219)	(611,994)	(639,837)	(667,681)	(695,538)	(723,508)	(751,479)

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield**      No Units: **15**  
 Site Typology: Location / Value Zone: **Higher**      Greenfield/Brownfield: **Brownfield**  
 Notes:

		Affordable Housing - % on site 25%							
		(23,508)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(23,508)							
			776,466	748,634	720,803	692,972	665,140	637,309	609,477
			667,049	639,257	611,465	583,672	555,880	528,088	500,296
			557,306	529,554	501,803	474,051	446,299	418,547	390,795
			447,498	419,761	392,024	364,288	336,551	308,815	281,078
			337,301	309,604	281,907	254,209	226,481	198,734	170,987
			226,801	199,094	171,387	143,624	115,842	88,060	60,278
			115,781	88,006	60,163	32,319	4,462	(23,508)	(51,479)
			3,942	(23,987)	(51,917)	(79,847)	(107,777)	(135,707)	(178,865)
			(108,457)	(136,347)	(179,559)	(211,801)	(244,043)	(276,286)	(308,651)
			(245,016)	(277,212)	(309,549)	(341,924)	(374,298)	(406,672)	(439,047)
			(375,477)	(407,805)	(440,132)	(472,460)	(504,788)	(537,115)	(569,681)
			(506,154)	(538,435)	(570,716)	(603,192)	(635,733)	(668,274)	(700,814)

		Affordable Housing - % on site 25%							
		(23,508)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(23,508)							
			187,073	159,330	131,588	103,845	76,103	48,295	20,452
			1,000	171,048	143,306	115,564	87,821	60,031	32,188
			2,000	155,024	127,282	99,539	71,767	43,923	16,080
			3,000	139,000	111,257	83,503	55,659	27,816	(37)
			4,000	122,976	95,233	67,395	39,552	11,708	(16,235)
			5,000	106,951	79,131	51,288	23,444	(4,464)	(32,434)
			6,000	90,867	63,023	35,180	7,308	(20,662)	(48,632)
			7,000	74,759	46,916	19,073	(8,891)	(36,861)	(64,831)
			8,000	58,652	30,808	2,881	(25,089)	(53,059)	(81,030)
			9,000	42,544	14,653	(13,318)	(41,288)	(69,258)	(97,228)
			10,000	26,424	(1,546)	(29,516)	(57,486)	(85,457)	(113,427)
			11,000	10,226	(17,745)	(45,715)	(73,685)	(101,655)	(129,625)
			12,000	(5,973)	(33,943)	(61,913)	(89,884)	(117,854)	(158,272)
			13,000	(22,172)	(50,142)	(78,112)	(106,082)	(134,052)	(176,999)
			14,000	(38,370)	(66,340)	(94,311)	(122,281)	(163,390)	(195,725)
			15,000	(54,569)	(82,539)	(110,509)	(138,479)	(182,117)	(214,452)
		16,000	(70,767)	(98,737)	(126,708)	(168,508)	(200,843)	(233,179)	

		Affordable Housing - % on site 25%							
		(23,508)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(23,508)							
			(546,269)	(544,157)	(542,044)	(539,931)	(537,819)	(535,706)	(533,594)
			(476,793)	(478,107)	(479,420)	(480,734)	(482,048)	(483,373)	(484,749)
			(407,457)	(412,238)	(417,018)	(421,799)	(426,579)	(431,360)	(436,140)
			(338,121)	(346,369)	(354,616)	(362,863)	(371,110)	(379,358)	(387,605)
			(268,801)	(280,499)	(292,214)	(303,928)	(315,642)	(327,356)	(339,070)
			(199,865)	(214,967)	(230,069)	(245,170)	(260,272)	(275,374)	(290,535)
			(122,173)	(138,218)	(168,027)	(186,576)	(205,124)	(223,672)	(242,221)
			(62,544)	(81,570)	(100,596)	(119,622)	(138,648)	(157,674)	(176,700)
			(2,915)	(24,923)	(46,930)	(68,937)	(90,945)	(112,952)	(134,959)
			56,532	31,654	6,736	(18,253)	(43,241)	(68,230)	(93,219)
			115,781	88,006	60,163	32,319	4,462	(23,508)	(51,479)
			174,822	144,128	113,433	82,739	51,930	21,121	(9,738)
		233,736	200,188	166,571	132,925	99,278	65,609	31,834	
		292,537	256,049	219,562	183,074	146,511	109,913	73,314	
		351,287	311,910	272,483	233,055	193,627	154,194	114,643	
		409,882	367,615	325,348	283,036	240,668	198,300	155,933	
		468,477	423,280	378,084	332,887	287,690	242,401	197,093	
		527,072	478,945	430,819	382,693	334,566	286,440	238,254	
		585,574	534,610	483,554	432,498	381,442	330,386	279,330	
		643,998	590,112	536,227	482,304	428,318	374,332	320,346	
		702,421	645,615	588,809	532,002	475,194	418,278	361,363	

		Affordable Housing - % on site 25%							
		(23,508)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(23,508)							
			115,781	88,006	60,163	32,319	4,462	(23,508)	(51,479)
		10,000	115,781	95,190	74,534	53,877	33,219	12,562	(8,140)
		20,000	115,781	102,342	88,904	75,434	61,962	48,491	35,019
		30,000	115,781	109,494	103,207	96,921	90,634	84,347	78,061
		40,000	115,781	116,646	117,511	118,377	119,242	120,107	120,972
		50,000	115,781	123,798	131,815	139,832	147,850	155,836	163,776
		60,000	115,781	130,950	146,119	161,288	176,382	191,444	206,506
		70,000	115,781	138,102	160,423	182,685	204,868	227,051	249,173
		80,000	115,781	145,254	174,727	204,049	233,354	262,602	291,741
		90,000	115,781	152,406	188,987	225,414	261,840	298,075	334,309
		100,000	115,781	159,558	203,230	246,778	290,220	333,548	376,876

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Appraisal Ref: **San21** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **30**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				30 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64		£ psm		
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		
						<b>AH # units</b>		
						<b>Overall mix%</b>		
						<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	0.0	
2 bed House	35.0%	7.9	12.4%	0.9	29%	8.8	8.8	
3 bed House	40.0%	9.0	26.8%	2.0	37%	11.0	11.0	
4 bed House	25.0%	5.6	20.0%	1.5	24%	7.1	7.1	
5 bed House	0.0%	0.0	5.9%	0.4	1%	0.4	0.4	
1 bed Flat	0.0%	0.0	22.5%	1.7	6%	1.7	1.7	
2 bed Flat	0.0%	0.0	12.4%	0.9	3%	0.9	0.9	
Total number of units	100.0%	22.5	100.0%	7.5	100%	30.0	30.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	62.0	667			62.0	667		
2 bed House	79.0	850			79.0	850		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	128.0	1,378			128.0	1,378		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>		
		(sqm)		(sqft)		(sqm)		
						(sqft)		
1 bed House	0	0	0	0	0	0	0	
2 bed House	622	6,696	73	791	696	7,487		
3 bed House	900	9,688	201	2,164	1,101	11,851		
4 bed House	720	7,750	192	2,067	912	9,817		
5 bed House	0	0	71	762	71	762		
1 bed Flat	0	0	99	1,068	99	1,068		
2 bed Flat	0	0	77	824	77	824		
	2,242	24,134	713	7,676	2,955	31,810		
AH % by floor area:				24.13% AH % by floor area (difference due to mix)				
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>		
						<b>total MV £ (no AH)</b>		
1 bed House	165,000	2,661	247			0		
2 bed House	210,000	2,658	247			1,849,050		
3 bed House	280,000	2,800	260			3,082,800		
4 bed House	325,000	2,539	236			2,315,625		
5 bed House	395,000	2,469	229			174,788		
1 bed Flat	150,000	3,000	279			253,125		
2 bed Flat	185,000	2,643	246			172,050		
						7,847,438		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>		
						<b>% of MV</b>		
						<b>First Homes £*</b>		
						<b>% of MV</b>		
						<b>Other Int. £</b>		
						<b>% of MV</b>		
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%
* capped @£250K								

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	7.9	@	210,000	1,653,750
3 bed House	9.0	@	280,000	2,520,000
4 bed House	5.6	@	325,000	1,828,125
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	22.5			6,001,875
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.7	@	147,000	102,533
3 bed House	1.5	@	196,000	295,470
4 bed House	1.1	@	227,500	255,938
5 bed House	0.3	@	276,500	91,763
1 bed Flat	1.3	@	105,000	132,891
2 bed Flat	0.7	@	129,500	90,326
	5.6			968,920
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.2	@	147,000	34,178
3 bed House	0.5	@	196,000	98,490
4 bed House	0.4	@	227,500	85,313
5 bed House	0.1	@	250,000	27,656
1 bed Flat	0.4	@	105,000	44,297
2 bed Flat	0.2	@	129,500	30,109
	1.9			320,042
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	7.5		-
<b>Sub-total GDV Residential</b>	<b>30</b>			<b>7,290,837</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>556,600</b>
		<b>188 £ psm (total GIA sqm)</b>	<b>18,553 £ per unit (total units)</b>	
<b>Grant</b>	8	AH units @	0 per unit	-
<b>Total GDV</b>				<b>7,290,837</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(13,860)
Planning Application Professional Fees, Surveys and reports						(40,000)
CIL		2,242 sqm (Market only)		20.64 £ psm		(46,277)
	<b>CIL analysis:</b>	<b>0.63% % of GDV</b>		<b>1,543 £ per unit (total units)</b>		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	30 units @		9,633 per unit		(288,990)
	Sub-total					(288,990)
	<b>S106 analysis:</b>	<b>385,320 £ per ha</b>	<b>3.96% % of GDV</b>	<b>9,633 £ per unit (total units)</b>		
AH Commuted Sum		2,955 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		0.75 ha @		123,000 £ per ha (if brownfield)		(92,250)
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	30 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>		
1 bed House		- sqm @		1,211 psm		-
2 bed House		696 sqm @		1,211 psm		(842,366)
3 bed House		1,101 sqm @		1,211 psm		(1,333,311)
4 bed House		912 sqm @		1,211 psm		(1,104,432)
5 bed House		71 sqm @		1,211 psm		(85,739)
1 bed Flat		99 sqm @		1,410 psm		(139,963)
2 bed Flat		77 sqm @		1,410 psm		(107,989)
Garages for 3 bed House (OMS only)	9 units @		0% @	11,754 £ per garage		-
Garages for 4 bed House (OMS only)	6 units @		75% @	11,754 £ per garage		(49,587)
Garages for 5 bed House (OMS only)	- units @		120% @	11,754 £ per garage		-
External works		3,663,387 @		15.0%		(549,508)
	<b>Ext. Works analysis:</b>			<b>18,317 £ per unit (total units)</b>		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		30 units @		287 £ per unit		(8,610)
M4(2) Category 2 Housing Aff units	8 units @		100% @	521 £ per unit		(3,908)
M4(2) Category 2 Housing OMS units	23 units @		100% @	521 £ per unit		(11,723)
M4(3) Category 3 Housing Aff units	8 units @		0% @	10,111 £ per unit		-
M4(3) Category 3 Housing OMS units	23 units @		0% @	10,111 £ per unit		-
Part L 2025/FHS	30 units @			4,449 £ per unit		(133,470)
Renewable Energy	30 units @			0 £ per unit		-
EV Charging Points - Houses	27 units @			0 £ per unit		-
EV Charging Points - Flats	3 units @		4 flats per charger	0 £ per 4 units		-
Water Efficiency	30 units @			0 £ per unit		-
	Sub-total					(157,710)
	<b>Policy Costs analysis: (design costs only)</b>			<b>5,257 £ per unit (total units)</b>		
Contingency (on construction)		4,462,855 @		5.0%		(223,143)



# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	4,462,855 @		<b>6.5%</b>		(290,086)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	6,001,875 OMS @		<b>3.00%</b>	6,002 £ per unit	(180,056)
Residential Sales Agent Costs	6,001,875 OMS @		<b>1.00%</b>	2,001 £ per unit	(60,019)
Residential Sales Legal Costs	6,001,875 OMS @		<b>0.25%</b>	500 £ per unit	(15,005)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,836 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	<b>7.00%</b> APR			0.565% pcm	(21,456)
<b>Developers Profit -</b>					
Profit on OMS	6,001,875		<b>18.00%</b>		(1,080,338)
Margin on AH	1,288,962		<b>6.00%</b> on AH values		(77,338)
<b>Profit analysis:</b>	<b>7,290,837</b>		<b>15.88% blended GDV</b>	<b>(1,157,675)</b>	
	<b>5,751,747</b>		<b>20.13% on costs</b>	<b>(1,157,675)</b>	
<b>TOTAL COSTS</b>					<b>(6,909,422)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					381,415
SDLT	381,415 @		HMRC formula		(8,571)
Acquisition Agent fees	381,415 @		<b>1.0%</b>		(3,814)
Acquisition Legal fees	381,415 @		<b>0.5%</b>		(1,907)
Interest on Land	381,415 @		7.00%		(26,699)
Residual Land Value					<b>340,424</b>
<b>RLV analysis:</b>	<b>11,347 £ per plot</b>	<b>453,898 £ per ha (net)</b>	<b>183,690 £ per acre (net)</b>		
		<b>453,898 £ per ha (gross)</b>	<b>183,690 £ per acre (gross)</b>		
			<b>4.67% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.75 ha (gross)		1.85 acres (gross)	
<b>Density analysis:</b>		<b>3,940 sqm/ha (net)</b>	<b>17,164 sqft/ac (net)</b>		
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000 £ per acre (net)</b>		<b>277,988</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	<b>83,248 £ per ha (net)</b>	<b>33,690 £ per acre (net)</b>	<b>62,436</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
CIL £ psm 20.64	33,690	0.00	201,953	172,667	143,381	114,095	84,773	55,419	26,066
	10.00	187,940	159,354	130,769	102,184	73,543	44,892	16,240	
	20.00	173,927	146,042	118,158	90,263	62,314	34,364	6,414	
	30.00	159,914	132,730	105,546	78,332	51,084	23,836	(3,412)	
	40.00	145,901	119,417	92,934	66,400	39,854	13,308	(13,238)	
	50.00	131,888	106,105	80,313	54,469	28,625	2,781	(23,064)	
	60.00	117,874	92,793	67,679	42,537	17,395	(7,747)	(32,889)	
	70.00	103,861	79,480	55,046	30,606	6,165	(18,275)	(42,715)	
	80.00	89,848	66,151	42,413	18,674	(5,064)	(28,803)	(52,541)	
	90.00	75,835	52,816	29,779	6,743	(16,294)	(39,331)	(62,368)	
	100.00	61,816	39,481	17,146	(5,189)	(27,524)	(49,858)	(72,214)	
	110.00	47,779	26,146	4,513	(17,120)	(38,753)	(60,386)	(82,059)	
	120.00	33,742	12,811	(8,121)	(29,052)	(49,983)	(70,914)	(91,905)	
	130.00	19,705	(525)	(20,754)	(40,983)	(61,212)	(81,447)	(101,751)	
	140.00	5,668	(13,860)	(33,387)	(52,915)	(72,442)	(91,996)	(111,596)	
	150.00	(8,369)	(27,195)	(46,021)	(64,846)	(83,672)	(102,545)	(121,442)	
	160.00	(22,406)	(40,530)	(58,654)	(76,778)	(94,901)	(113,094)	(131,287)	
	170.00	(36,444)	(53,865)	(71,287)	(88,709)	(106,152)	(123,642)	(141,133)	
	180.00	(50,481)	(67,201)	(83,921)	(100,641)	(117,404)	(134,191)	(157,681)	
	190.00	(64,518)	(80,536)	(96,554)	(112,572)	(128,656)	(150,469)	(169,063)	
200.00	(78,555)	(93,871)	(109,187)	(124,528)	(139,908)	(162,664)	(180,446)		
210.00	(92,592)	(107,206)	(121,821)	(136,483)	(157,892)	(174,860)	(191,828)		
220.00	(106,629)	(120,541)	(134,464)	(154,745)	(170,900)	(187,055)	(203,210)		
230.00	(120,666)	(133,877)	(153,224)	(168,566)	(183,908)	(199,250)	(214,592)		
240.00	(134,703)	(153,329)	(167,858)	(182,387)	(196,916)	(211,445)	(225,992)		
250.00	(155,093)	(168,776)	(182,492)	(196,208)	(209,924)	(223,640)	(237,400)		

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Site Specific S106 9,633	33,690	-	308,492	280,652	252,812	224,972	197,133	169,293	141,453
	1,000	294,429	266,590	238,750	210,910	183,071	155,231	127,391	
	2,000	280,367	252,527	224,688	196,848	169,008	141,169	113,306	
	3,000	266,305	238,465	210,625	182,786	154,946	127,106	99,220	
	4,000	252,242	224,403	196,563	168,723	140,884	113,039	85,134	
	5,000	238,180	210,341	182,501	154,661	126,822	98,952	71,047	
	6,000	224,118	196,278	168,439	140,599	112,759	84,866	56,961	
	7,000	210,056	182,216	154,376	126,537	98,684	70,779	42,875	
	8,000	195,993	168,154	140,314	112,474	84,598	56,693	28,788	
	9,000	181,931	154,092	126,252	98,412	70,512	42,607	14,702	
	10,000	167,869	140,029	112,190	84,330	56,425	28,520	616	
	11,000	153,807	125,967	98,127	70,244	42,339	14,434	(13,471)	
	12,000	139,744	111,905	84,062	56,157	28,252	348	(27,557)	
	13,000	125,682	97,842	69,976	42,071	14,166	(13,739)	(41,643)	
	14,000	111,620	83,780	55,889	27,985	80	(27,825)	(55,730)	

**TABLE 3**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	285,084	251,642	218,199	184,746	151,238	117,731	84,223
	17.5%	191,706	162,932	134,159	105,374	76,535	47,697	18,858
	20.0%	98,327	74,222	50,118	26,002	1,832	(22,337)	(46,507)
	22.5%	4,948	(14,487)	(33,923)	(53,370)	(72,870)	(92,371)	(111,872)
	25.0%	(88,431)	(103,197)	(117,964)	(132,742)	(153,745)	(170,891)	(188,038)
	27.5%	(193,324)	(204,997)	(216,671)	(228,358)	(240,106)	(251,855)	(263,604)

**TABLE 4**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	33,690	223,030	195,190	167,350	139,500	111,595	83,690	55,785
	100,000	173,030	145,190	117,350	89,500	61,595	33,690	5,785
	150,000	123,030	95,190	67,350	39,500	11,595	(16,310)	(44,215)
	200,000	73,030	45,190	17,350	(10,500)	(38,405)	(66,310)	(94,215)
	250,000	23,030	(4,810)	(32,650)	(60,500)	(88,405)	(116,310)	(144,215)
	300,000	(26,970)	(54,810)	(82,650)	(110,500)	(138,405)	(166,310)	(194,215)
	350,000	(76,970)	(104,810)	(132,650)	(160,500)	(188,405)	(216,310)	(244,215)
	400,000	(126,970)	(154,810)	(182,650)	(210,500)	(238,405)	(266,310)	(294,215)
	450,000	(176,970)	(204,810)	(232,650)	(260,500)	(288,405)	(316,310)	(344,215)
	500,000	(226,970)	(254,810)	(282,650)	(310,500)	(338,405)	(366,310)	(394,215)
	550,000	(276,970)	(304,810)	(332,650)	(360,500)	(388,405)	(416,310)	(444,215)
	600,000	(326,970)	(354,810)	(382,650)	(410,500)	(438,405)	(466,310)	(494,215)
	650,000	(376,970)	(404,810)	(432,650)	(460,500)	(488,405)	(516,310)	(544,215)
	700,000	(426,970)	(454,810)	(482,650)	(510,500)	(538,405)	(566,310)	(594,215)
	750,000	(476,970)	(504,810)	(532,650)	(560,500)	(588,405)	(616,310)	(644,215)
800,000	(526,970)	(554,810)	(582,650)	(610,500)	(638,405)	(666,310)	(694,215)	

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
	33,690							
		826,650	798,634	770,618	742,601	714,585	686,569	658,552
		717,895	689,917	661,940	633,963	605,980	577,996	549,992
		609,032	581,076	553,121	525,166	497,211	469,256	441,301
		500,107	472,191	444,275	416,358	388,442	360,526	332,610
		391,182	363,305	335,428	307,523	279,605	251,687	223,769
		282,153	254,274	226,395	198,517	170,638	142,759	114,880
		173,030	145,190	117,350	89,500	61,595	33,690	5,785
		63,863	35,998	8,132	(19,733)	(47,599)	(75,495)	(103,450)
		(45,487)	(73,313)	(101,158)	(129,074)	(164,631)	(196,903)	(229,281)
		(162,253)	(194,481)	(226,708)	(258,974)	(291,333)	(323,692)	(356,188)
		(288,966)	(321,254)	(353,568)	(385,901)	(418,374)	(450,894)	(483,559)
		(415,984)	(448,316)	(480,744)	(513,238)	(545,854)	(578,688)	(611,791)

**TABLE 7**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
	33,690							
	0	242,996	215,157	187,317	159,477	131,638	103,798	75,898
	1,000	227,270	199,430	171,591	143,751	115,911	88,043	60,138
	2,000	211,544	183,704	155,864	128,025	100,185	72,284	44,379
	3,000	195,817	167,978	140,138	112,298	84,430	56,525	28,620
	4,000	180,091	152,251	124,412	96,572	68,671	40,766	12,861
	5,000	164,365	136,525	108,685	80,816	52,912	25,007	(2,898)
	6,000	148,638	120,799	92,959	65,057	37,153	9,248	(18,657)
	7,000	132,912	105,072	77,203	49,298	21,393	(6,511)	(34,416)
	8,000	117,186	89,346	61,444	33,539	5,634	(22,270)	(50,175)
	9,000	101,459	73,589	45,685	17,780	(10,125)	(38,029)	(65,967)
	10,000	85,733	57,830	29,926	2,021	(25,884)	(53,789)	(81,763)
	11,000	69,976	42,071	14,167	(13,738)	(41,643)	(69,565)	(97,559)
	12,000	54,217	26,312	(1,593)	(29,497)	(57,402)	(85,361)	(113,355)
	13,000	38,458	10,553	(17,352)	(45,256)	(73,162)	(101,157)	(129,151)
	14,000	22,699	(5,206)	(33,111)	(61,015)	(88,958)	(116,953)	(150,708)
	15,000	6,940	(20,965)	(48,870)	(76,774)	(104,754)	(132,749)	(168,970)
	16,000	(8,819)	(36,724)	(64,629)	(92,556)	(120,550)	(154,868)	(187,231)

**TABLE 8**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
	33,690							
	80%	(459,841)	(458,448)	(457,099)	(455,776)	(454,452)	(453,187)	(451,948)
	82%	(391,746)	(393,754)	(395,765)	(397,777)	(399,788)	(401,873)	(403,966)
	84%	(323,859)	(329,200)	(334,541)	(339,892)	(345,309)	(350,725)	(356,142)
	86%	(256,020)	(264,708)	(273,443)	(282,178)	(290,914)	(299,651)	(308,472)
	88%	(188,319)	(200,372)	(212,425)	(224,478)	(236,605)	(248,734)	(260,863)
	90%	(118,919)	(132,273)	(151,495)	(166,933)	(182,371)	(197,819)	(213,343)
	92%	(60,481)	(76,701)	(92,922)	(109,204)	(125,486)	(141,768)	(165,857)
	94%	(2,058)	(21,199)	(40,340)	(59,481)	(78,637)	(97,847)	(117,058)
	96%	56,366	34,304	12,241	(9,821)	(31,883)	(53,946)	(76,065)
	98%	114,720	89,796	64,823	39,839	14,856	(10,128)	(35,111)
	100%	173,030	145,190	117,350	89,500	61,595	33,690	5,785
	102%	231,339	200,584	169,829	139,074	108,319	77,508	46,682
	104%	289,649	255,978	222,308	188,637	154,966	121,296	87,579
	106%	347,959	311,372	274,786	238,200	201,614	165,028	128,442
	108%	406,205	366,763	327,265	287,763	248,262	208,760	169,259
	110%	464,424	422,070	379,716	337,326	294,909	252,492	210,075
	112%	522,642	477,377	432,113	386,848	341,557	296,224	250,892
	114%	580,860	532,685	484,509	436,334	388,159	339,957	291,709
	116%	639,079	587,992	536,906	485,820	434,733	383,647	332,525
	118%	697,297	643,300	589,302	535,305	481,308	427,311	373,313
	120%	755,515	698,607	641,699	584,791	527,883	470,974	414,066

**TABLE 8**

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
	33,690							
	-	173,030	145,190	117,350	89,500	61,595	33,690	5,785
	10,000	173,030	152,229	131,429	110,629	89,804	68,951	48,098
	20,000	173,030	159,269	145,508	131,747	117,986	104,212	90,411
	30,000	173,030	166,308	159,587	152,865	146,143	139,422	132,700
	40,000	173,030	173,348	173,665	173,983	174,301	174,619	174,936
	50,000	173,030	180,387	187,744	195,101	202,458	209,815	217,172
	60,000	173,030	187,426	201,823	216,219	230,616	245,012	259,409
	70,000	173,030	194,466	215,901	237,337	258,773	280,209	301,645
	80,000	173,030	201,505	229,980	258,455	286,931	315,406	343,881
	90,000	173,030	208,544	244,059	279,573	315,088	350,603	386,072
	100,000	173,030	215,584	258,138	300,692	343,245	385,757	428,242

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Appraisal Ref: **San22** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: Location / Value Zone: **Higher** No Units: **45** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				45 Units					
AH Policy requirement (% Target)				25%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%					
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				20.64 £ psm					
<b>Unit mix -</b>		<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed House	35.0%	11.8	12.4%	1.4	29%	13.2			
3 bed House	40.0%	13.5	26.8%	3.0	37%	16.5			
4 bed House	20.0%	6.8	20.0%	2.3	20%	9.0			
5 bed House	5.0%	1.7	5.9%	0.7	5%	2.4			
1 bed Flat	0.0%	0.0	22.5%	2.5	6%	2.5			
2 bed Flat	0.0%	0.0	12.4%	1.4	3%	1.4			
Total number of units	100.0%	33.8	100.0%	11.3	100%	45.0			
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	62.0	667			62.0	667			
2 bed House	79.0	850			79.0	850			
3 bed House	100.0	1,076			100.0	1,076			
4 bed House	128.0	1,378			128.0	1,378			
5 bed House	160.0	1,722			160.0	1,722			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	62.0	667			62.0	667			
2 bed House	79.0	850			79.0	850			
3 bed House	100.0	1,076			100.0	1,076			
4 bed House	128.0	1,378			128.0	1,378			
5 bed House	160.0	1,722			160.0	1,722			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0			
2 bed House	933	10,045	110	1,186	1,043	11,231			
3 bed House	1,350	14,531	302	3,245	1,652	17,777			
4 bed House	864	9,300	288	3,100	1,152	12,400			
5 bed House	270	2,906	106	1,143	376	4,049			
1 bed Flat	0	0	149	1,603	149	1,603			
2 bed Flat	0	0	115	1,237	115	1,237			
	3,417	36,782	1,070	11,514	4,487	48,296			
<b>AH % by floor area:</b>		<b>23.84% AH % by floor area (difference due to mix)</b>							
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	165,000	2,661	247		0				
2 bed House	210,000	2,658	247		2,773,575				
3 bed House	280,000	2,800	260		4,624,200				
4 bed House	325,000	2,539	236		2,925,000				
5 bed House	395,000	2,469	229		928,744				
1 bed Flat	150,000	3,000	279		379,688				
2 bed Flat	185,000	2,643	246		258,075				
					11,889,281				
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%	
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%	
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%	
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%	
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%	
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%	
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%	
					* capped @£250K				

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology:

Higher Value Brownfield

No Units: 45

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Brownfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	11.8	@	210,000	2,480,625
3 bed House	13.5	@	280,000	3,780,000
4 bed House	6.8	@	325,000	2,193,750
5 bed House	1.7	@	395,000	666,563
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	33.8			9,120,938
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.0	@	147,000	153,799
3 bed House	2.3	@	196,000	443,205
4 bed House	1.7	@	227,500	383,906
5 bed House	0.5	@	276,500	137,645
1 bed Flat	1.9	@	105,000	199,336
2 bed Flat	1.0	@	129,500	135,489
	8.4			1,453,380
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.3	@	147,000	51,266
3 bed House	0.8	@	196,000	147,735
4 bed House	0.6	@	227,500	127,969
5 bed House	0.2	@	250,000	41,484
1 bed Flat	0.6	@	105,000	66,445
2 bed Flat	0.3	@	129,500	45,163
	2.8			480,063
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	11.3		-
<b>Sub-total GDV Residential</b>	<b>45</b>			<b>11,054,381</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>834,900</b>
		<b>186 £ psm (total GIA sqm)</b>	<b>18,553 £ per unit (total units)</b>	
<b>Grant</b>	11	AH units @	0 per unit	-
<b>Total GDV</b>				<b>11,054,381</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(20,790)
Planning Application Professional Fees, Surveys and reports					(60,000)
CIL					(70,531)
CIL analysis:		3,417 sqm (Market only)	20.64 £ psm		
		0.64% % of GDV	1,567 £ per unit (total units)		
Site Specific S106 Contributions					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	45 units @	9,633 per unit		(433,485)
Sub-total				(433,485)	
S106 analysis:		385,320 £ per ha	3.92% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum					
Comm. Sum analysis:		4,487 sqm (total)	0 £ psm		
0.00% % of GDV					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(138,375)
		1.13 ha @	123,000 £ per ha (if brownfield)		
Site Infrastructure costs -					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	45 units @	0 per unit		-
Sub-total					-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House					
		- sqm @	1,211 psm		-
2 bed House					
		1,043 sqm @	1,211 psm		(1,263,548)
3 bed House					
		1,652 sqm @	1,211 psm		(1,999,967)
4 bed House					
		1,152 sqm @	1,211 psm		(1,395,072)
5 bed House					
		376 sqm @	1,211 psm		(455,578)
1 bed Flat					
		149 sqm @	1,410 psm		(209,945)
2 bed Flat					
		115 sqm @	1,410 psm		(161,984)
4,487					
Garages for 3 bed House (OMS only)					-
		14 units @	0% @	11,754 £ per garage	
Garages for 4 bed House (OMS only)					(59,505)
		7 units @	75% @	11,754 £ per garage	
Garages for 5 bed House (OMS only)					(23,802)
		2 units @	120% @	11,754 £ per garage	
External works					(835,410)
		5,569,400 @	15.0%	18,565 £ per unit (total units)	
Ext. Works analysis:					
Policy Costs on design -					
Net Biodiversity costs					(12,915)
		45 units @	287 £ per unit		
M4(2) Category 2 Housing					
Aff units		11 units @	100% @	521 £ per unit	(5,861)
M4(2) Category 2 Housing					
OMS units		34 units @	100% @	521 £ per unit	(17,584)
M4(3) Category 3 Housing					
Aff units		11 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing					
OMS units		34 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS					
		45 units @	4,449 £ per unit		(200,205)
Renewable Energy					
		45 units @	0 £ per unit		-
EV Charging Points - Houses					
		41 units @	0 £ per unit		-
EV Charging Points - Flats					
		4 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency					
		45 units @	0 £ per unit		-
Sub-total				(236,565)	
Policy Costs analysis: (design costs only)			5,257 £ per unit (total units)		
Contingency (on construction)					(338,988)
		6,779,751 @	5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	6,779,751 @		<b>6.5%</b>		(440,684)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	9,120,938 OMS @		<b>3.00%</b>	6,081 £ per unit	(273,628)
Residential Sales Agent Costs	9,120,938 OMS @		<b>1.00%</b>	2,027 £ per unit	(91,209)
Residential Sales Legal Costs	9,120,938 OMS @		<b>0.25%</b>	507 £ per unit	(22,802)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,836 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(45,198)
<b>Developers Profit -</b>					
Profit on OMS	9,120,938		<b>18.00%</b>		(1,641,769)
Margin on AH	1,933,443		<b>6.00%</b> on AH values		(116,007)
<b>Profit analysis:</b>	<b>11,054,381</b>		<b>15.90% blended GDV</b>	<b>(1,757,775)</b>	
	<b>8,687,066</b>		<b>20.23% on costs</b>	<b>(1,757,775)</b>	
<b>TOTAL COSTS</b>					<b>(10,444,841)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					609,540
SDLT	609,540 @		HMRC formula		(19,977)
Acquisition Agent fees	609,540 @		<b>1.0%</b>		(6,095)
Acquisition Legal fees	609,540 @		<b>0.5%</b>		(3,048)
Interest on Land	609,540 @		7.00%		(42,668)
Residual Land Value					<b>537,752</b>
<b>RLV analysis:</b>	<b>11,950 £ per plot</b>	<b>478,002 £ per ha (net)</b>	<b>193,445 £ per acre (net)</b>		
		<b>478,002 £ per ha (gross)</b>	<b>193,445 £ per acre (gross)</b>		
			<b>4.86% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		1.13 ha (net)		2.78 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		1.13 ha (gross)		2.78 acres (gross)	
<b>Density analysis:</b>		<b>3,988 sqm/ha (net)</b>	<b>17,374 sqft/ac (net)</b>		
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000 £ per acre (net)</b>		<b>416,981</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	<b>107,352 £ per ha (net)</b>	<b>43,445 £ per acre (net)</b>	<b>120,771</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		43,445	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		211,940	182,747	153,499	124,251	95,003	65,738	36,418
	10.00		197,617	169,104	140,574	112,045	83,515	54,937	26,336
	20.00		183,273	155,462	127,650	99,838	72,016	44,136	16,255
	30.00		168,913	141,819	114,725	87,632	60,495	33,335	6,174
	40.00		154,552	128,176	101,801	75,414	48,974	22,533	(3,918)
	50.00		140,192	114,534	88,876	63,173	37,452	11,732	(14,031)
	60.00		125,831	100,891	75,932	50,931	25,931	931	(24,144)
	70.00		111,470	87,249	62,970	38,690	14,410	(9,904)	(34,257)
	80.00		97,110	73,569	50,009	26,449	2,888	(20,740)	(44,370)
	90.00		82,727	59,887	37,047	14,207	(8,668)	(31,575)	(54,483)
	100.00		68,325	46,206	24,086	1,960	(20,225)	(42,410)	(64,619)
	110.00		53,924	32,524	11,124	(10,320)	(31,783)	(53,246)	(74,767)
	120.00		39,522	18,842	(1,860)	(22,600)	(43,340)	(64,101)	(84,914)
	130.00		25,120	5,156	(14,862)	(34,880)	(54,898)	(74,973)	(95,062)
	140.00		10,719	(8,568)	(27,864)	(47,160)	(66,482)	(85,846)	(105,221)
	150.00		(3,720)	(22,293)	(40,867)	(59,440)	(78,079)	(96,718)	(115,407)
	160.00		(18,167)	(36,018)	(53,869)	(71,763)	(89,677)	(107,603)	(125,592)
	170.00		(32,614)	(49,743)	(66,895)	(84,085)	(101,274)	(118,516)	(135,777)
	180.00		(47,061)	(63,478)	(79,942)	(96,407)	(112,895)	(129,429)	(145,986)
	190.00		(61,510)	(77,250)	(92,989)	(108,730)	(124,536)	(140,342)	(161,548)
200.00		(76,007)	(91,022)	(106,036)	(121,098)	(136,176)	(155,852)	(173,370)	
210.00		(90,503)	(104,793)	(119,114)	(133,466)	(151,845)	(168,518)	(185,208)	
220.00		(105,000)	(118,586)	(132,210)	(145,833)	(165,356)	(181,185)	(197,081)	
230.00		(119,513)	(132,409)	(145,305)	(163,882)	(178,867)	(193,881)	(208,954)	
240.00		(134,064)	(150,011)	(164,096)	(178,237)	(192,378)	(206,602)	(220,853)	
250.00		(152,765)	(166,000)	(179,296)	(192,593)	(205,946)	(219,323)	(232,780)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		43,445	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		318,647	290,941	263,230	235,519	207,808	180,096	152,385
	1,000		304,506	276,795	249,083	221,372	193,661	165,950	138,204
	2,000		290,359	262,648	234,936	207,225	179,514	151,786	124,021
	3,000		276,212	248,501	220,790	193,078	165,367	137,603	109,837
	4,000		262,065	234,354	206,643	178,932	151,186	123,420	95,654
	5,000		247,918	220,207	192,496	164,768	137,002	109,237	81,471
	6,000		233,772	206,060	178,349	150,585	122,819	95,053	67,285
	7,000		219,625	191,914	164,167	136,402	108,636	80,870	53,062
	8,000		205,478	177,750	149,984	122,218	94,453	66,672	38,838
	9,000		191,331	163,566	135,801	108,035	80,269	52,448	24,614
	10,000		177,149	149,383	121,617	93,852	66,059	38,224	10,390
	11,000		162,966	135,200	107,434	79,668	51,835	24,001	(3,845)
	12,000		148,782	121,017	93,251	65,446	37,611	9,777	(18,113)
	13,000		134,599	106,833	79,056	51,222	23,387	(4,464)	(32,382)
	14,000		120,416	92,650	64,832	36,998	9,163	(18,733)	(46,651)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		43,445	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		295,879	262,437	228,995	195,553	162,099	128,588	95,077
	17.5%		201,275	172,563	143,851	115,140	86,416	57,635	28,855
	20.0%		106,671	82,689	58,708	34,726	10,733	(13,318)	(37,368)
	22.5%		12,067	(7,184)	(26,436)	(45,687)	(64,950)	(84,271)	(103,591)
	25.0%		(82,537)	(97,058)	(111,579)	(126,100)	(140,634)	(160,405)	(177,273)
	27.5%		(185,743)	(197,062)	(208,381)	(219,700)	(231,033)	(242,432)	(253,831)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		43,445	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		232,354	204,588	176,823	149,057	121,279	93,445	65,610
	150,000		182,354	154,588	126,823	99,057	71,279	43,445	15,610
	200,000		132,354	104,588	76,823	49,057	21,279	(6,555)	(34,390)
	250,000		82,354	54,588	26,823	(943)	(28,721)	(56,555)	(84,390)
	300,000		32,354	4,588	(23,177)	(50,943)	(78,721)	(106,555)	(134,390)
	350,000		(17,646)	(45,412)	(73,177)	(100,943)	(128,721)	(156,555)	(184,390)
	400,000		(67,646)	(95,412)	(123,177)	(150,943)	(178,721)	(206,555)	(234,390)
	450,000		(117,646)	(145,412)	(173,177)	(200,943)	(228,721)	(256,555)	(284,390)
	500,000		(167,646)	(195,412)	(223,177)	(250,943)	(278,721)	(306,555)	(334,390)
	550,000		(217,646)	(245,412)	(273,177)	(300,943)	(328,721)	(356,555)	(384,390)
	600,000		(267,646)	(295,412)	(323,177)	(350,943)	(378,721)	(406,555)	(434,390)
	650,000		(317,646)	(345,412)	(373,177)	(400,943)	(428,721)	(456,555)	(484,390)
	700,000		(367,646)	(395,412)	(423,177)	(450,943)	(478,721)	(506,555)	(534,390)
	750,000		(417,646)	(445,412)	(473,177)	(500,943)	(528,721)	(556,555)	(584,390)
	800,000		(467,646)	(495,412)	(523,177)	(550,943)	(578,721)	(606,555)	(634,390)
850,000		(517,646)	(545,412)	(573,177)	(600,943)	(628,721)	(656,555)	(684,390)	



# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		43,445	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		849,327	820,933	792,539	764,146	735,752	707,358	678,965
	75%		738,513	710,247	681,981	653,714	625,448	597,182	568,915
	80%		627,638	599,498	571,359	543,219	515,079	486,930	458,777
	85%		516,588	488,562	460,536	432,510	404,484	376,457	348,433
	90%		405,415	377,489	349,564	321,638	293,713	265,787	237,862
	95%		294,033	266,194	238,355	210,516	182,678	154,839	126,969
	100%		182,354	154,588	126,823	99,057	71,279	43,445	15,610
	105%		70,290	42,584	14,878	(12,907)	(40,696)	(68,544)	(96,430)
	110%		(42,248)	(69,989)	(97,746)	(125,607)	(153,468)	(181,329)	(209,190)
	115%		(160,831)	(193,044)	(225,257)	(257,470)	(289,683)	(321,896)	(354,109)
	120%		(293,333)	(326,006)	(358,669)	(391,332)	(423,995)	(456,658)	(489,321)
	125%		(428,249)	(461,377)	(494,506)	(527,634)	(560,763)	(593,892)	(627,021)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		43,445	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		252,836	225,125	197,413	169,702	141,991	114,280	86,569
	1,000		236,999	209,287	181,576	153,865	126,154	98,443	70,732
	2,000		221,161	193,450	165,719	137,953	110,242	82,526	54,620
	3,000		205,324	177,602	149,837	122,071	94,305	66,530	38,696
	4,000		189,485	161,720	133,954	106,188	78,423	50,598	22,764
	5,000		173,603	145,837	118,071	90,306	62,500	34,666	6,831
	6,000		157,720	129,955	102,189	74,403	46,568	18,734	(9,134)
	7,000		141,838	114,072	86,305	58,470	30,636	2,798	(25,120)
	8,000		125,955	98,189	70,373	42,538	14,704	(13,189)	(41,106)
	9,000		110,072	82,275	54,440	26,606	(1,257)	(29,175)	(57,106)
	10,000		94,177	66,343	38,508	10,674	(17,243)	(45,161)	(73,150)
	11,000		78,245	50,410	22,576	(5,312)	(33,230)	(61,179)	(89,195)
	12,000		62,313	34,478	6,620	(21,298)	(49,216)	(77,224)	(105,273)
	13,000		46,380	18,546	(9,367)	(37,284)	(65,253)	(93,268)	(121,381)
	14,000		30,448	2,565	(25,353)	(53,282)	(81,298)	(109,360)	(137,501)
	15,000		14,496	(13,421)	(41,339)	(69,327)	(97,342)	(125,467)	(153,615)
	16,000		(1,490)	(29,408)	(57,356)	(85,371)	(103,447)	(121,592)	(139,729)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		43,445	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(471,639)	(469,408)	(467,182)	(464,953)	(462,724)	(460,495)	(458,266)
	82%		(399,367)	(400,750)	(402,133)	(403,516)	(404,899)	(406,282)	(407,665)
	84%		(327,200)	(332,119)	(337,039)	(341,958)	(346,877)	(351,796)	(356,715)
	86%		(255,994)	(264,284)	(272,574)	(280,864)	(289,154)	(297,444)	(305,734)
	88%		(185,577)	(197,254)	(208,931)	(220,608)	(232,285)	(243,962)	(255,639)
	90%		(116,546)	(129,590)	(142,635)	(155,680)	(168,725)	(181,770)	(194,815)
	92%		(56,401)	(72,396)	(88,391)	(104,386)	(120,381)	(136,376)	(152,371)
	94%		3,496	(15,438)	(31,383)	(47,328)	(63,273)	(79,218)	(95,163)
	96%		63,220	41,355	19,491	(2,400)	(24,328)	(46,257)	(68,186)
	98%		122,827	98,038	73,219	48,370	23,520	(1,339)	(26,229)
	100%		182,354	154,588	126,823	99,057	71,279	43,445	15,610
	102%		241,750	211,070	180,391	149,712	119,033	88,354	57,675
104%		301,125	267,476	233,827	200,178	166,529	132,880	99,231	
106%		360,405	323,848	287,264	250,647	214,029	177,412	140,766	
108%		419,646	380,127	340,608	301,089	261,570	221,943	182,357	
110%		478,888	436,406	393,925	351,444	308,962	266,473	223,919	
112%		538,033	492,650	447,242	401,799	356,355	310,912	265,469	
114%		597,160	548,821	500,482	452,142	403,748	355,343	306,937	
116%		656,288	604,992	553,696	502,400	451,104	399,774	348,406	
118%		715,415	661,163	606,911	552,659	498,406	444,154	389,875	
120%		774,464	717,314	660,125	602,917	545,708	488,500	431,291	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		43,445	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		182,354	154,588	126,823	99,057	71,279	43,445	15,610
	10,000		182,354	161,690	141,026	120,363	99,699	79,035	58,344
	20,000		182,354	168,792	155,230	141,668	128,106	114,544	100,982
	30,000		182,354	175,894	169,434	162,974	156,514	150,054	143,594
	40,000		182,354	182,996	183,621	184,243	184,866	185,488	186,111
	50,000		182,354	190,082	197,788	205,494	213,200	220,905	228,611
	60,000		182,354	197,165	211,955	226,744	241,533	256,322	271,062
	70,000		182,354	204,249	226,122	247,994	269,867	291,667	313,464
	80,000		182,354	211,332	240,288	269,244	298,137	327,001	355,865
	90,000		182,354	218,416	254,455	290,474	326,404	362,335	398,217
	100,000		182,354	225,499	268,622	311,674	354,672	397,653	440,530

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

**Appraisal Ref:** San23 (see Typologies Matrix)  
**Scheme Typology:** Higher Value Brownfield  
**Site Typology:** Location / Value Zone: Higher Greenfield/Brownfield: Brownfield  
**Notes:** No Units: 80

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	80 Units
AH Policy requirement (% Target)	25%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 75%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented
	6.3% % of total (>10% First Homes PPG 023)
	100.0% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	12.0	12.4%	2.5	18%	14.5
3 bed House	40.0%	24.0	26.8%	5.4	37%	29.4
4 bed House	20.0%	12.0	20.0%	4.0	20%	16.0
5 bed House	5.0%	3.0	5.9%	1.2	5%	4.2
1 bed Flat	10.0%	6.0	22.5%	4.5	13%	10.5
2 bed Flat	5.0%	3.0	12.4%	2.5	7%	5.5
<b>Total number of units</b>	<b>100.0%</b>	<b>60.0</b>	<b>100.0%</b>	<b>20.0</b>	<b>100%</b>	<b>80.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	948	10,204	196	2,109	1,144	12,313
3 bed House	2,400	25,833	536	5,769	2,936	31,603
4 bed House	1,536	16,533	512	5,511	2,048	22,044
5 bed House	480	5,167	189	2,032	669	7,199
1 bed Flat	353	3,799	265	2,849	618	6,648
2 bed Flat	247	2,659	204	2,198	451	4,858
	<b>5,964</b>	<b>64,196</b>	<b>1,902</b>	<b>20,469</b>	<b>7,866</b>	<b>84,665</b>

AH % by floor area: 24.18% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV (£ (no AH))
1 bed House	165,000	2,661	247	0
2 bed House	210,000	2,658	247	3,040,800
3 bed House	280,000	2,800	260	8,220,800
4 bed House	325,000	2,539	236	5,200,000
5 bed House	395,000	2,469	229	1,651,100
1 bed Flat	150,000	3,000	279	1,575,000
2 bed Flat	185,000	2,643	246	1,013,800
				<b>20,701,500</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	12.0	@	210,000	2,520,000
3 bed House	24.0	@	280,000	6,720,000
4 bed House	12.0	@	325,000	3,900,000
5 bed House	3.0	@	395,000	1,185,000
1 bed Flat	6.0	@	150,000	900,000
2 bed Flat	3.0	@	185,000	555,000
	60.0			15,780,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.9	@	147,000	273,420
3 bed House	4.0	@	196,000	787,920
4 bed House	3.0	@	227,500	682,500
5 bed House	0.9	@	276,500	244,703
1 bed Flat	3.4	@	105,000	354,375
2 bed Flat	1.9	@	129,500	240,870
	15.0			2,583,788
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.6	@	147,000	91,140
3 bed House	1.3	@	196,000	262,640
4 bed House	1.0	@	227,500	227,500
5 bed House	0.3	@	250,000	73,750
1 bed Flat	1.1	@	105,000	118,125
2 bed Flat	0.6	@	129,500	80,290
	5.0			853,445
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	20.0		-
<b>Sub-total GDV Residential</b>	<b>80</b>			<b>19,217,233</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,484,268</b>
		<b>189 £ psm (total GIA sqm)</b>	<b>18,553 £ per unit (total units)</b>	
<b>Grant</b>	20	AH units @	0 per unit	-
<b>Total GDV</b>				<b>19,217,233</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(26,999)
Planning Application Professional Fees, Surveys and reports					(80,000)
CIL					(123,097)
		5,964 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.64% % of GDV	1,539 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	9,633 per unit		(770,640)
	Sub-total				(770,640)
<b>S106 analysis:</b>		385,320 £ per ha	4.01% % of GDV	9,633 £ per unit (total units)	
<b>Comm. Sum analysis:</b>			7,866 sqm (total)	0 £ psm	
			0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(246,000)
		2.00 ha @	123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	0 per unit		-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm		-
2 bed House		1,144 sqm @	1,211 psm		(1,385,287)
3 bed House		2,936 sqm @	1,211 psm		(3,555,496)
4 bed House		2,048 sqm @	1,211 psm		(2,480,128)
5 bed House		669 sqm @	1,211 psm		(809,917)
1 bed Flat		618 sqm @	1,410 psm		(870,882)
2 bed Flat		451 sqm @	1,410 psm		(636,325)
Garages for 3 bed House	(OMS only)	24 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	12 units @	75% @	11,754 £ per garage	(105,786)
Garages for 5 bed House	(OMS only)	3 units @	120% @	11,754 £ per garage	(42,314)
External works					(1,482,920)
		9,886,135 @	15.0%	18,537 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					(22,960)
		80 units @	287 £ per unit		
M4(2) Category 2 Housing	Aff units	20 units @	100% @	521 £ per unit	(10,420)
M4(2) Category 2 Housing	OMS units	60 units @	100% @	521 £ per unit	(31,260)
M4(3) Category 3 Housing	Aff units	20 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	60 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		80 units @		4,449 £ per unit	(355,920)
Renewable Energy		80 units @		0 £ per unit	-
EV Charging Points - Houses		64 units @		0 £ per unit	-
EV Charging Points - Flats		16 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		80 units @		0 £ per unit	-
	Sub-total				(420,560)
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)	
Contingency (on construction)					(601,781)
		12,035,616 @	5.0%		

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	12,035,616 @		<b>6.5%</b>		(782,315)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	15,780,000 OMS @		<b>3.00%</b>	5,918 £ per unit	(473,400)
Residential Sales Agent Costs	15,780,000 OMS @		<b>1.00%</b>	1,973 £ per unit	(157,800)
Residential Sales Legal Costs	15,780,000 OMS @		<b>0.25%</b>	493 £ per unit	(39,450)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,508 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(80,045)
<b>Developers Profit -</b>					
Profit on OMS	15,780,000		<b>18.00%</b>		(2,840,400)
Margin on AH	3,437,233		<b>6.00%</b> on AH values		(206,234)
<b>Profit analysis:</b>				<b>15.85% blended GDV</b>	<b>(3,046,634)</b>
	<b>19,217,233</b>			<b>19.94% on costs</b>	<b>(3,046,634)</b>
	<b>15,281,142</b>				
<b>TOTAL COSTS</b>					<b>(18,327,776)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					889,457
SDLT	889,457 @		HMRC formula		(33,973)
Acquisition Agent fees	889,457 @		<b>1.0%</b>		(8,895)
Acquisition Legal fees	889,457 @		<b>0.5%</b>		(4,447)
Interest on Land	889,457 @		7.00%		(62,262)
Residual Land Value					<b>779,880</b>
<b>RLV analysis:</b>	<b>9,748 £ per plot</b>	<b>389,940 £ per ha (net)</b>		<b>157,807 £ per acre (net)</b>	
		<b>389,940 £ per ha (gross)</b>		<b>157,807 £ per acre (gross)</b>	
				<b>4.06% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		2.00 ha (net)		4.94 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		2.00 ha (gross)		4.94 acres (gross)	
<b>Density analysis:</b>		<b>3,933 sqm/ha (net)</b>		<b>17,132 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>741,300</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>		<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>19,290 £ per ha (net)</b>		<b>7,807 £ per acre (net)</b>	<b>38,580</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		7,807	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		157,244	131,760	106,276	80,786	55,239	29,693	4,143
	10.00		143,146	118,367	93,588	68,768	43,928	19,089	(5,786)
	20.00		129,048	104,974	80,882	56,750	32,618	8,485	(15,714)
	30.00		114,950	91,581	68,158	44,732	21,307	(2,147)	(25,642)
	40.00		100,852	78,152	55,433	32,715	9,996	(12,784)	(35,570)
	50.00		86,732	64,720	42,708	20,697	(1,345)	(23,422)	(45,498)
	60.00		72,593	51,288	29,984	8,675	(12,692)	(34,059)	(55,445)
	70.00		58,455	37,857	17,259	(3,380)	(24,038)	(44,696)	(65,407)
	80.00		44,316	24,425	4,513	(15,436)	(35,385)	(55,350)	(75,369)
	90.00		30,178	10,988	(8,252)	(27,492)	(46,731)	(66,024)	(85,331)
	100.00		16,039	(2,486)	(21,017)	(39,547)	(58,102)	(76,698)	(95,296)
	110.00		1,861	(15,960)	(33,781)	(51,604)	(69,488)	(87,372)	(105,295)
	120.00		(12,322)	(29,434)	(46,546)	(63,701)	(80,873)	(98,050)	(115,294)
	130.00		(26,505)	(42,908)	(59,337)	(75,798)	(92,259)	(108,764)	(125,293)
	140.00		(40,688)	(56,396)	(72,145)	(87,895)	(103,662)	(119,477)	(135,301)
	150.00		(54,879)	(69,916)	(84,954)	(99,992)	(115,090)	(130,191)	(145,340)
	160.00		(69,110)	(83,436)	(97,763)	(112,130)	(126,517)	(140,921)	(158,675)
	170.00		(83,342)	(96,957)	(110,600)	(124,272)	(137,945)	(154,396)	(170,281)
	180.00		(97,574)	(110,497)	(123,456)	(136,414)	(151,774)	(166,831)	(181,931)
	190.00		(111,823)	(124,068)	(136,312)	(150,810)	(165,038)	(179,275)	(193,587)
200.00		(126,108)	(137,638)	(151,505)	(164,904)	(178,302)	(191,763)	(205,242)	
210.00		(140,393)	(153,857)	(166,427)	(178,997)	(191,605)	(204,252)	(216,949)	
220.00		(157,868)	(169,609)	(181,349)	(193,112)	(204,926)	(216,760)	(228,658)	
230.00		(174,448)	(185,360)	(196,284)	(207,266)	(218,247)	(229,305)	(240,388)	
240.00		(191,028)	(201,122)	(211,270)	(221,419)	(231,626)	(241,851)	(252,154)	
250.00		(207,624)	(216,940)	(226,257)	(235,618)	(245,007)	(254,448)	(263,925)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		7,807	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		264,586	240,602	216,618	192,634	168,650	144,628	120,599
	1,000		250,439	226,455	202,471	178,487	154,473	130,444	106,415
	2,000		236,293	212,308	188,324	164,319	140,290	116,261	92,232
	3,000		222,146	198,162	174,165	150,136	126,107	102,078	78,049
	4,000		207,999	184,011	159,982	135,953	111,924	87,895	63,843
	5,000		193,852	169,828	145,799	121,770	97,740	73,706	49,619
	6,000		179,674	155,645	131,615	107,586	83,557	59,482	35,395
	7,000		165,490	141,461	117,432	93,403	69,345	45,258	21,171
	8,000		151,307	127,278	103,249	79,209	55,121	31,034	6,947
	9,000		137,124	113,095	89,066	64,985	40,897	16,810	(7,317)
	10,000		122,941	98,911	74,848	50,761	26,674	2,573	(21,586)
	11,000		108,757	84,711	60,624	36,537	12,450	(11,696)	(35,854)
	12,000		94,574	70,487	46,400	22,313	(1,806)	(25,965)	(50,123)
	13,000		80,351	56,263	32,176	8,083	(16,075)	(40,233)	(64,441)
14,000		66,127	42,040	17,952	(6,185)	(30,344)	(54,516)	(78,759)	

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		7,807	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		238,625	209,072	179,499	149,888	120,277	90,666	60,986
	17.5%		146,559	121,609	96,640	71,632	46,624	21,616	(3,460)
	20.0%		54,493	34,147	13,781	(6,624)	(27,028)	(47,433)	(67,906)
	22.5%		(37,573)	(53,316)	(69,079)	(84,880)	(100,681)	(116,483)	(132,352)
	25.0%		(129,639)	(140,779)	(154,697)	(167,642)	(180,588)	(193,534)	(206,558)
	27.5%		(235,352)	(242,909)	(250,488)	(258,112)	(265,736)	(273,360)	(281,063)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		7,807	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		178,146	154,117	130,068	105,981	81,894	57,807	33,651
	150,000		128,146	104,117	80,068	55,981	31,894	7,807	(16,349)
	200,000		78,146	54,117	30,068	5,981	(18,106)	(42,193)	(66,349)
	250,000		28,146	4,117	(19,932)	(44,019)	(68,106)	(92,193)	(116,349)
	300,000		(21,854)	(45,883)	(69,932)	(94,019)	(118,106)	(142,193)	(166,349)
	350,000		(71,854)	(95,883)	(119,932)	(144,019)	(168,106)	(192,193)	(216,349)
	400,000		(121,854)	(145,883)	(169,932)	(194,019)	(218,106)	(242,193)	(266,349)
	450,000		(171,854)	(195,883)	(219,932)	(244,019)	(268,106)	(292,193)	(316,349)
	500,000		(221,854)	(245,883)	(269,932)	(294,019)	(318,106)	(342,193)	(366,349)
	550,000		(271,854)	(295,883)	(319,932)	(344,019)	(368,106)	(392,193)	(416,349)
	600,000		(321,854)	(345,883)	(369,932)	(394,019)	(418,106)	(442,193)	(466,349)
	650,000		(371,854)	(395,883)	(419,932)	(444,019)	(468,106)	(492,193)	(516,349)
	700,000		(421,854)	(445,883)	(469,932)	(494,019)	(518,106)	(542,193)	(566,349)
	750,000		(471,854)	(495,883)	(519,932)	(544,019)	(568,106)	(592,193)	(616,349)
	800,000		(521,854)	(545,883)	(569,932)	(594,019)	(618,106)	(642,193)	(666,349)
	850,000		(571,854)	(595,883)	(619,932)	(644,019)	(668,106)	(692,193)	(716,349)

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Scheme Typology: **Higher Value Brownfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		7.807	0%	5.0%	10%	15.0%	20%	25.0%	30%
			794,230	769,606	744,981	720,357	695,732	671,107	646,483
			683,595	659,091	634,588	610,084	585,580	561,076	536,572
	Build Cost		572,931	548,535	524,140	499,744	475,348	450,953	426,557
	100%		462,052	437,772	413,492	389,212	364,932	340,651	316,351
	(105% = 5% increase)		351,011	326,827	302,643	278,459	254,275	230,085	205,868
			239,739	215,638	191,538	167,437	143,311	119,166	95,020
			128,146	104,117	80,068	55,981	31,894	7,807	(16,349)
			16,124	(7,917)	(31,958)	(56,039)	(80,164)	(104,338)	(128,560)
			(96,554)	(120,658)	(144,790)	(174,426)	(202,539)	(230,787)	(259,214)
			(222,135)	(250,227)	(278,471)	(306,914)	(335,635)	(364,579)	(393,523)
			(355,532)	(384,248)	(413,051)	(441,854)	(470,656)	(499,524)	(528,565)
			(491,033)	(519,694)	(548,472)	(577,370)	(606,269)	(635,167)	(664,065)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		7.807	0%	5.0%	10%	15.0%	20%	25.0%	30%
		0	198,769	174,778	150,749	126,720	102,691	78,662	54,602
		1,000	182,925	158,896	134,867	110,837	86,808	62,757	38,670
		2,000	167,042	143,013	118,984	94,955	70,912	46,825	22,737
		3,000	151,160	127,131	103,101	79,067	54,980	30,892	6,805
		4,000	135,277	111,248	87,219	63,135	39,047	14,960	(9,171)
	Part L 2025/FHS	5,000	119,394	95,365	71,289	47,202	23,115	(999)	(25,157)
	4,449	6,000	103,512	79,444	55,357	31,270	7,173	(16,985)	(41,144)
		7,000	87,599	63,512	39,425	15,338	(8,813)	(32,972)	(57,163)
		8,000	71,667	47,580	23,493	(641)	(24,799)	(48,965)	(73,207)
		9,000	55,735	31,648	7,531	(16,627)	(40,786)	(65,009)	(89,252)
		10,000	39,802	15,703	(8,455)	(32,613)	(56,811)	(81,054)	(105,352)
		11,000	23,870	(283)	(24,441)	(48,612)	(72,855)	(97,119)	(121,459)
		12,000	7,889	(16,269)	(40,428)	(64,657)	(88,900)	(113,226)	(137,603)
		13,000	(8,097)	(32,255)	(56,459)	(80,701)	(104,992)	(129,333)	(156,823)
		14,000	(24,083)	(48,260)	(72,503)	(96,759)	(121,099)	(145,499)	(175,560)
		15,000	(40,069)	(64,305)	(88,548)	(112,866)	(137,222)	(165,952)	(194,341)
		16,000	(56,107)	(80,349)	(104,633)	(128,973)	(156,382)	(184,710)	(213,178)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		7.807	0%	5.0%	10%	15.0%	20%	25.0%	30%
		80%	(516,661)	(510,882)	(505,104)	(499,325)	(493,547)	(487,768)	(481,990)
		82%	(446,089)	(443,808)	(441,527)	(439,245)	(436,964)	(434,687)	(432,447)
		84%	(375,757)	(376,992)	(378,227)	(379,463)	(380,698)	(381,933)	(383,168)
		86%	(305,675)	(310,298)	(314,974)	(319,680)	(324,432)	(329,184)	(333,935)
		88%	(236,554)	(244,487)	(252,448)	(260,451)	(268,491)	(276,574)	(284,737)
		90%	(168,125)	(179,353)	(190,628)	(201,924)	(213,255)	(224,628)	(236,063)
		92%	(104,754)	(117,352)	(129,950)	(142,575)	(158,508)	(173,166)	(187,885)
		94%	(46,249)	(61,713)	(77,183)	(92,652)	(108,174)	(123,707)	(139,284)
		96%	12,034	(6,296)	(24,626)	(42,956)	(61,330)	(79,724)	(98,141)
		98%	70,145	48,963	27,781	6,585	(14,659)	(35,903)	(57,176)
		100%	128,146	104,117	80,068	55,981	31,894	7,807	(16,349)
		102%	186,076	159,150	132,224	105,299	78,371	51,379	24,387
		104%	243,873	214,110	184,348	154,539	124,717	94,895	65,055
		106%	301,654	269,003	236,351	203,700	171,049	138,342	105,624
		108%	359,340	323,858	288,355	252,814	217,274	181,733	146,174
		110%	416,992	378,627	340,262	301,897	263,499	225,069	186,640
		112%	474,644	433,397	392,149	350,901	309,653	268,405	227,087
		114%	532,202	488,129	444,035	399,905	355,775	311,644	267,514
		116%	589,743	542,793	495,844	448,894	401,896	354,883	307,870
		118%	647,284	597,457	547,631	497,804	447,977	398,122	348,227
		120%	704,825	652,121	599,418	546,714	494,010	441,306	388,583

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		7.807	0%	5.0%	10%	15.0%	20%	25.0%	30%
		-	128,146	104,117	80,068	55,981	31,894	7,807	(16,349)
		10,000	128,146	111,219	94,291	77,348	60,383	43,418	26,453
	Grant (£ per unit)	20,000	128,146	118,320	108,495	98,670	88,844	79,019	69,186
	-	30,000	128,146	125,422	122,699	119,975	117,252	114,528	111,805
		40,000	128,146	132,524	136,903	141,281	145,659	150,038	154,407
		50,000	128,146	139,626	151,106	162,587	174,042	185,474	196,907
		60,000	128,146	146,728	165,310	183,859	202,375	220,892	239,408
		70,000	128,146	153,830	179,509	205,109	230,709	256,309	281,828
		80,000	128,146	160,932	193,676	226,359	259,043	291,646	324,229
		90,000	128,146	168,034	207,843	247,610	287,331	326,980	366,630
		100,000	128,146	175,135	222,010	268,860	315,598	362,315	408,945

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **San24** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **150**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme		150 Units						
AH Policy requirement (% Target)		25%						
Open Market Sale (OMS) housing		Open Market Sale (OMS) 75%						
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	22.5	12.4%	4.7	18%	27.2		
3 bed House	40.0%	45.0	26.8%	10.1	37%	55.1		
4 bed House	20.0%	22.5	20.0%	7.5	20%	30.0		
5 bed House	5.0%	5.6	5.9%	2.2	5%	7.8		
1 bed Flat	10.0%	11.3	22.5%	8.4	13%	19.7		
2 bed Flat	5.0%	5.6	12.4%	4.7	7%	10.3		
Total number of units	100.0%	112.5	100.0%	37.5	100%	150.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>			
1 bed House	0	0	0	0	0	0	0	
2 bed House	1,778	19,133	367	3,954	2,145	23,087		
3 bed House	4,500	48,438	1,005	10,818	5,505	59,255		
4 bed House	2,880	31,000	960	10,333	3,840	41,333		
5 bed House	900	9,688	354	3,810	1,254	13,498		
1 bed Flat	662	7,123	496	5,342	1,158	12,466		
2 bed Flat	463	4,986	383	4,122	846	9,108		
	11,183	120,367	3,566	38,380	14,748	158,747		
<b>AH % by floor area:</b>		<b>24.18% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	165,000	2,661	247	0				
2 bed House	210,000	2,658	247	5,701,500				
3 bed House	280,000	2,800	260	15,414,000				
4 bed House	325,000	2,539	236	9,750,000				
5 bed House	395,000	2,469	229	3,095,813				
1 bed Flat	150,000	3,000	279	2,953,125				
2 bed Flat	185,000	2,643	246	1,900,875				
				38,815,313				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%
					* capped @£250K			



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Scheme Typology:

Higher Value Brownfield

No Units: 150

Site Typology:

Location / Value Zone: Higher

Greenfield/Brownfield: Brownfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	22.5	@	210,000	4,725,000
3 bed House	45.0	@	280,000	12,600,000
4 bed House	22.5	@	325,000	7,312,500
5 bed House	5.6	@	395,000	2,221,875
1 bed Flat	11.3	@	150,000	1,687,500
2 bed Flat	5.6	@	185,000	1,040,625
	112.5			29,587,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	3.5	@	147,000	512,663
3 bed House	7.5	@	196,000	1,477,350
4 bed House	5.6	@	227,500	1,279,688
5 bed House	1.7	@	276,500	458,817
1 bed Flat	6.3	@	105,000	664,453
2 bed Flat	3.5	@	129,500	451,631
	28.1			4,844,602
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.2	@	147,000	170,888
3 bed House	2.5	@	196,000	492,450
4 bed House	1.9	@	227,500	426,563
5 bed House	0.6	@	250,000	138,281
1 bed Flat	2.1	@	105,000	221,484
2 bed Flat	1.2	@	129,500	150,544
	9.4			1,600,209
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	37.5		-
<b>Sub-total GDV Residential</b>				
	150			36,032,311
<b>AH on-site cost analysis:</b>			£MV (no AH) less £GDV (inc. AH)	2,783,002
		189 £ psm (total GIA sqm)	18,553 £ per unit (total units)	
<b>Grant</b>				
	38	AH units @	0 per unit	-
<b>Total GDV</b>				
				36,032,311

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(36,659)
Planning Application Professional Fees, Surveys and reports						(110,000)
CIL						(230,807)
<b>CIL analysis:</b>		11,183 sqm (Market only)	20.64 £ psm			
		0.64% % of GDV	1,539 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	150 units @		9,633 per unit		(1,444,950)
	Sub-total				(1,444,950)	
<b>S106 analysis:</b>		385,320 £ per ha	4.01% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						
<b>Comm. Sum analysis:</b>		14,748 sqm (total)	0.00% % of GDV	0 £ psm		
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						
		3.75 ha @		123,000 £ per ha (if brownfield)		(461,250)
Site Infrastructure costs -						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	150 units @		0 per unit		-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						
		- sqm @		1,211 psm		-
2 bed House						
		2,145 sqm @		1,211 psm		(2,597,413)
3 bed House						
		5,505 sqm @		1,211 psm		(6,666,555)
4 bed House						
		3,840 sqm @		1,211 psm		(4,650,240)
5 bed House						
		1,254 sqm @		1,211 psm		(1,518,594)
1 bed Flat						
		1,158 sqm @		1,410 psm		(1,632,904)
2 bed Flat						
		14,748 846 sqm @		1,410 psm		(1,193,109)
Garages for 3 bed House (OMS only)						
		45 units @	0% @	11,754 £ per garage		-
Garages for 4 bed House (OMS only)						
		23 units @	75% @	11,754 £ per garage		(198,349)
Garages for 5 bed House (OMS only)						
		6 units @	120% @	11,754 £ per garage		(79,340)
External works						
		18,536,504 @		15.0%		(2,780,476)
<b>Ext. Works analysis:</b>				18,537 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs						
		150 units @		287 £ per unit		(43,050)
M4(2) Category 2 Housing						
	Aff units	38 units @	100% @	521 £ per unit		(19,538)
M4(2) Category 2 Housing						
	OMS units	113 units @	100% @	521 £ per unit		(58,613)
M4(3) Category 3 Housing						
	Aff units	38 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing						
	OMS units	113 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS						
		150 units @		4,449 £ per unit		(667,350)
Renewable Energy						
		150 units @		0 £ per unit		-
EV Charging Points - Houses						
		120 units @		0 £ per unit		-
EV Charging Points - Flats						
		30 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency						
		150 units @		0 £ per unit		-
	Sub-total				(788,550)	
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)		
Contingency (on construction)						
		22,566,779 @		5.0%		(1,128,339)

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	22,566,779 @		<b>6.5%</b>		(1,466,841)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	29,587,500 OMS @		<b>3.00%</b>	5,918 £ per unit	(887,625)
Residential Sales Agent Costs	29,587,500 OMS @		<b>1.00%</b>	1,973 £ per unit	(295,875)
Residential Sales Legal Costs	29,587,500 OMS @		<b>0.25%</b>	493 £ per unit	(73,969)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,450 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(114,135)
<b>Developers Profit -</b>					
Profit on OMS	29,587,500		<b>18.00%</b>		(5,325,750)
Margin on AH	6,444,811		<b>6.00%</b> on AH values		(386,689)
<b>Profit analysis:</b>				<b>15.85% blended GDV</b>	<b>(5,712,439)</b>
	<b>28,465,979</b>		<b>20.07% on costs</b>		<b>(5,712,439)</b>
<b>TOTAL COSTS</b>					<b>(34,178,417)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,853,894
SDLT	1,853,894 @		HMRC formula		(82,195)
Acquisition Agent fees	1,853,894 @		<b>1.0%</b>		(18,539)
Acquisition Legal fees	1,853,894 @		<b>0.5%</b>		(9,269)
Interest on Land	1,853,894 @		7.00%		(129,773)
Residual Land Value					<b>1,614,118</b>
<b>RLV analysis:</b>	<b>10,761 £ per plot</b>	<b>430,431 £ per ha (net)</b>		<b>174,193 £ per acre (net)</b>	
		<b>430,431 £ per ha (gross)</b>		<b>174,193 £ per acre (gross)</b>	
				<b>4.48% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		3.75 ha (net)		9.27 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		3.75 ha (gross)		9.27 acres (gross)	
<b>Density analysis:</b>		<b>3,933 sqm/ha (net)</b>		<b>17,132 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>1,389,938</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>		<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>59,781 £ per ha (net)</b>	<b>24,193 £ per acre (net)</b>	<b>224,180</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

### SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		24,193	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		173,745	148,232	122,684	97,136	71,588	46,003	20,405
	10.00		159,710	134,874	110,029	85,185	60,330	35,436	10,542
	20.00		145,659	121,517	97,375	73,233	49,059	24,770	676
	30.00		131,598	108,160	84,721	61,273	37,788	14,303	(9,209)
	40.00		117,538	94,802	72,066	49,297	26,516	3,736	(19,093)
	50.00		103,478	81,445	59,397	37,321	15,245	(6,849)	(28,977)
	60.00		89,417	68,087	46,717	25,345	3,974	(17,440)	(38,862)
	70.00		75,357	54,704	34,037	13,370	(7,314)	(28,030)	(48,746)
	80.00		61,282	41,320	21,357	1,394	(18,611)	(38,621)	(58,654)
	90.00		47,193	27,935	8,676	(10,604)	(29,907)	(49,211)	(68,562)
	100.00		33,104	14,550	(4,008)	(22,606)	(41,204)	(59,821)	(78,471)
	110.00		19,015	1,165	(16,717)	(34,609)	(52,500)	(70,437)	(88,379)
	120.00		4,926	(12,240)	(29,425)	(46,611)	(63,819)	(81,053)	(98,301)
	130.00		(9,174)	(25,654)	(42,134)	(58,617)	(75,143)	(91,669)	(108,235)
	140.00		(23,295)	(39,069)	(54,842)	(70,648)	(86,467)	(102,298)	(118,169)
	150.00		(37,416)	(52,483)	(67,569)	(82,680)	(97,791)	(112,942)	(128,103)
	160.00		(51,536)	(65,905)	(80,308)	(94,711)	(109,134)	(123,586)	(138,055)
	170.00		(65,657)	(79,352)	(93,047)	(106,745)	(120,487)	(134,229)	(148,017)
	180.00		(79,811)	(92,799)	(105,787)	(118,808)	(131,841)	(144,895)	(160,534)
	190.00		(93,966)	(106,246)	(118,548)	(130,871)	(143,196)	(157,747)	(172,060)
200.00		(108,121)	(119,707)	(131,320)	(142,934)	(156,606)	(170,086)	(183,611)	
210.00		(122,285)	(133,189)	(144,093)	(157,109)	(169,767)	(182,443)	(195,162)	
220.00		(136,477)	(146,671)	(159,258)	(171,094)	(182,929)	(194,819)	(206,723)	
230.00		(152,083)	(163,052)	(174,065)	(185,078)	(196,127)	(207,195)	(218,310)	
240.00		(168,491)	(178,682)	(188,872)	(199,084)	(209,328)	(219,594)	(229,898)	
250.00		(184,944)	(194,311)	(203,692)	(213,111)	(222,534)	(232,010)	(241,509)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		24,193	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		280,754	256,726	232,671	208,613	184,555	160,497	136,438
	1,000		266,658	242,610	218,552	194,494	170,436	146,377	122,294
	2,000		252,549	228,491	204,433	180,375	156,316	132,246	108,149
	3,000		238,430	214,372	190,314	166,255	142,197	118,100	94,003
	4,000		224,311	200,253	176,194	152,136	128,052	103,955	79,858
	5,000		210,192	186,133	162,075	138,004	113,907	89,810	65,713
	6,000		196,072	172,014	147,955	123,858	99,761	75,664	51,544
	7,000		181,953	157,895	133,810	109,713	85,616	61,514	37,369
	8,000		167,834	143,761	119,665	95,568	71,471	47,340	23,195
	9,000		153,713	129,616	105,519	81,422	57,310	33,165	9,021
	10,000		139,568	115,471	91,374	67,277	43,136	18,991	(5,170)
	11,000		125,422	101,325	77,229	53,106	28,962	4,817	(19,376)
	12,000		111,277	87,180	63,076	38,932	14,787	(9,381)	(33,582)
	13,000		97,132	73,035	48,902	24,758	613	(23,587)	(47,788)
	14,000		82,986	58,872	34,728	10,583	(13,592)	(37,793)	(62,025)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		24,193	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		255,238	225,617	195,996	166,376	136,721	107,053	77,379
	17.5%		163,172	138,155	113,137	88,120	63,068	38,003	12,932
	20.0%		71,106	50,692	30,278	9,863	(10,585)	(31,046)	(51,514)
	22.5%		(20,960)	(36,771)	(52,582)	(68,393)	(84,237)	(100,096)	(115,960)
	25.0%		(113,026)	(124,233)	(135,441)	(146,649)	(160,431)	(173,443)	(186,462)
	27.5%		(215,000)	(222,635)	(230,270)	(237,905)	(245,579)	(253,269)	(260,966)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		24,193	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		194,759	170,662	146,565	122,468	98,338	74,193	50,043
	150,000		144,759	120,662	96,565	72,468	48,338	24,193	43
	200,000		94,759	70,662	46,565	22,468	(1,662)	(25,807)	(49,957)
	250,000		44,759	20,662	(3,435)	(27,532)	(51,662)	(75,807)	(99,957)
	300,000		(5,241)	(29,338)	(53,435)	(77,532)	(101,662)	(125,807)	(149,957)
	350,000		(55,241)	(79,338)	(103,435)	(127,532)	(151,662)	(175,807)	(199,957)
	400,000		(105,241)	(129,338)	(153,435)	(177,532)	(201,662)	(225,807)	(249,957)
	450,000		(155,241)	(179,338)	(203,435)	(227,532)	(251,662)	(275,807)	(299,957)
	500,000		(205,241)	(229,338)	(253,435)	(277,532)	(301,662)	(325,807)	(349,957)
	550,000		(255,241)	(279,338)	(303,435)	(327,532)	(351,662)	(375,807)	(399,957)
	600,000		(305,241)	(329,338)	(353,435)	(377,532)	(401,662)	(425,807)	(449,957)
	650,000		(355,241)	(379,338)	(403,435)	(427,532)	(451,662)	(475,807)	(499,957)
	700,000		(405,241)	(429,338)	(453,435)	(477,532)	(501,662)	(525,807)	(549,957)
	750,000		(455,241)	(479,338)	(503,435)	(527,532)	(551,662)	(575,807)	(599,957)
	800,000		(505,241)	(529,338)	(553,435)	(577,532)	(601,662)	(625,807)	(649,957)
	850,000		(555,241)	(579,338)	(603,435)	(627,532)	(651,662)	(675,807)	(699,957)

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		24,193	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		808,880	784,200	759,519	734,839	710,159	685,478	660,798
	75%		698,498	673,932	649,367	624,802	600,237	575,672	551,106
	80%		588,020	563,565	539,110	514,655	490,200	465,745	441,290
	85%		477,465	453,112	428,759	404,406	380,053	355,700	331,347
	90%		366,756	342,516	318,257	293,997	269,738	245,479	221,219
	95%		255,873	231,719	207,545	183,371	159,197	135,023	110,829
	100%		144,759	120,662	96,565	72,468	48,338	24,193	43
	105%		33,314	9,286	(14,795)	(38,879)	(63,007)	(87,156)	(111,374)
	110%		(78,579)	(102,625)	(126,730)	(152,334)	(180,331)	(208,430)	(236,662)
	115%		(198,891)	(226,824)	(254,872)	(283,066)	(311,442)	(340,073)	(369,064)
	120%		(330,347)	(358,679)	(387,254)	(416,197)	(445,637)	(475,856)	(506,507)
	125%		(464,188)	(493,532)	(523,583)	(554,087)	(584,592)	(615,295)	(646,078)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		24,193	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		215,039	190,981	166,923	142,865	118,780	94,683	70,586
	1,000		199,247	175,188	151,130	127,051	102,954	78,858	54,756
	2,000		183,454	159,396	135,322	111,226	87,129	63,032	38,894
	3,000		167,661	143,594	119,497	95,400	71,303	47,177	23,032
	4,000		151,865	127,768	103,671	79,574	55,460	31,315	7,171
	5,000		136,039	111,942	87,845	63,742	39,598	15,453	(8,718)
	6,000		120,213	96,116	72,019	47,881	23,736	(418)	(24,619)
	7,000		104,388	80,291	56,163	32,019	7,874	(16,318)	(40,519)
	8,000		88,562	64,466	40,302	16,157	(8,018)	(32,219)	(56,450)
	9,000		72,729	48,584	24,440	282	(23,919)	(48,126)	(72,392)
	10,000		56,867	32,723	8,578	(15,618)	(39,819)	(64,068)	(88,339)
	11,000		41,005	16,861	(7,318)	(31,519)	(55,744)	(80,010)	(104,326)
	12,000		25,144	982	(23,219)	(47,421)	(71,687)	(95,973)	(120,313)
	13,000		9,282	(14,918)	(39,119)	(63,363)	(87,629)	(111,960)	(136,338)
	14,000		(6,618)	(30,819)	(55,039)	(79,305)	(103,606)	(127,950)	(154,053)
	15,000		(22,519)	(46,720)	(70,981)	(95,253)	(119,593)	(143,984)	(172,635)
	16,000		(38,419)	(62,658)	(86,924)	(111,240)	(135,595)	(162,892)	(191,231)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		24,193	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(493,516)	(488,211)	(482,906)	(477,600)	(472,295)	(466,990)	(461,684)
	82%		(421,352)	(419,428)	(417,539)	(415,702)	(413,914)	(412,185)	(410,529)
	84%		(351,203)	(352,583)	(353,991)	(355,427)	(356,913)	(358,449)	(360,045)
	86%		(282,221)	(286,910)	(291,609)	(296,348)	(301,119)	(305,928)	(310,789)
	88%		(213,957)	(221,948)	(229,958)	(237,989)	(246,052)	(254,156)	(262,297)
	90%		(145,534)	(157,455)	(168,763)	(180,107)	(191,467)	(202,867)	(214,290)
	92%		(87,166)	(99,790)	(112,452)	(125,114)	(137,803)	(151,902)	(166,635)
	94%		(28,995)	(44,484)	(59,998)	(75,529)	(91,061)	(106,641)	(122,223)
	96%		29,027	10,677	(7,699)	(26,092)	(44,485)	(62,919)	(81,362)
	98%		86,939	65,724	44,477	23,230	1,980	(19,317)	(40,614)
	100%		144,759	120,662	96,565	72,468	48,338	24,193	43
	102%		202,486	175,542	148,599	121,615	94,627	67,639	40,610
	104%		260,189	230,365	200,536	170,707	140,878	111,004	81,125
106%		317,799	285,129	252,460	219,759	187,045	154,331	121,599	
108%		375,408	339,858	304,308	268,758	233,208	197,612	162,012	
110%		432,952	394,564	356,157	317,726	279,296	240,865	202,408	
112%		490,475	449,211	407,948	366,684	325,383	284,072	242,762	
114%		547,998	503,858	459,718	415,579	371,439	327,279	283,088	
116%		605,468	558,495	511,489	464,473	417,457	370,441	323,415	
118%		662,917	613,072	563,226	513,368	463,476	413,584	363,692	
120%		720,367	667,648	614,930	562,211	509,493	456,726	403,958	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		24,193	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		144,759	120,662	96,565	72,468	48,338	24,193	43
	10,000		144,759	127,744	110,729	93,714	76,699	59,677	42,629
	20,000		144,759	134,826	114,893	94,960	76,945	59,993	42,945
	30,000		144,759	141,908	119,057	100,205	80,191	60,309	43,261
	40,000		144,759	149,000	123,221	105,450	83,437	61,625	43,577
	50,000		144,759	156,061	127,385	110,695	86,683	62,941	43,893
	60,000		144,759	163,130	131,549	115,940	90,000	64,257	44,209
	70,000		144,759	170,198	135,713	121,185	93,246	65,573	44,525
	80,000		144,759	177,266	139,877	126,430	96,491	66,889	44,841
	90,000		144,759	184,335	144,041	131,675	100,000	68,205	45,157
	100,000		144,759	191,403	148,205	136,920	103,500	69,521	45,473

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Appraisal Ref: **San25** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **225**

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme				225 Units									
AH Policy requirement (% Target)				25%									
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%									
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented							
		Social Rent:		0.0%									
		First Homes:		25.0%									
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)							
				100%		100.0%							
CIL Rate (£ psm)				20.64		£ psm							
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		<b>AH # units</b>		<b>Overall mix%</b>		<b>Total # units</b>	
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed House		20.0%		33.8		12.4%		7.0		18%		40.7	
3 bed House		40.0%		67.5		26.8%		15.1		37%		82.6	
4 bed House		20.0%		33.8		20.0%		11.3		20%		45.0	
5 bed House		5.0%		8.4		5.9%		3.3		5%		11.8	
1 bed Flat		10.0%		16.9		22.5%		12.7		13%		29.5	
2 bed Flat		5.0%		8.4		12.4%		7.0		7%		15.4	
Total number of units		100.0%		168.8		100.0%		56.3		100%		225.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>			
1 bed House		62.0		667				62.0		667			
2 bed House		79.0		850				79.0		850			
3 bed House		100.0		1,076				100.0		1,076			
4 bed House		128.0		1,378				128.0		1,378			
5 bed House		160.0		1,722				160.0		1,722			
1 bed Flat		50.0		538		85.0%		58.8		633			
2 bed Flat		70.0		753		85.0%		82.4		886			
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>			
1 bed House		62.0		667				62.0		667			
2 bed House		79.0		850				79.0		850			
3 bed House		100.0		1,076				100.0		1,076			
4 bed House		128.0		1,378				128.0		1,378			
5 bed House		160.0		1,722				160.0		1,722			
1 bed Flat		50.0		538		85.0%		58.8		633			
2 bed Flat		70.0		753		85.0%		82.4		886			
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>		<b>(sqft)</b>		<b>AH units GIA (sqm)</b>		<b>(sqft)</b>		<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House		0		0		0		0		0		0	
2 bed House		2,666		28,699		551		5,931		3,217		34,630	
3 bed House		6,750		72,656		1,508		16,227		8,258		88,883	
4 bed House		4,320		46,500		1,440		15,500		5,760		62,000	
5 bed House		1,350		14,531		531		5,716		1,881		20,247	
1 bed Flat		993		10,685		744		8,014		1,737		18,698	
2 bed Flat		695		7,479		574		6,183		1,269		13,662	
		16,774		180,551		5,348		57,570		22,122		238,121	
<b>AH % by floor area:</b>												24.18% AH % by floor area (difference due to mix)	
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>				<b>total MV £ (no AH)</b>			
1 bed House		165,000		2,661		247				0			
2 bed House		210,000		2,658		247				8,552,250			
3 bed House		280,000		2,800		260				23,121,000			
4 bed House		325,000		2,539		236				14,625,000			
5 bed House		395,000		2,469		229				4,643,719			
1 bed Flat		150,000		3,000		279				4,429,688			
2 bed Flat		185,000		2,643		246				2,851,313			
										58,222,969			
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>		<b>% of MV</b>		<b>First Homes £*</b>		<b>% of MV</b>	
1 bed House		115,500		70%		99,000		60%		115,500		70%	
2 bed House		147,000		70%		126,000		60%		147,000		70%	
3 bed House		196,000		70%		168,000		60%		196,000		70%	
4 bed House		227,500		70%		195,000		60%		227,500		70%	
5 bed House		276,500		70%		237,000		60%		250,000		70%	
1 bed Flat		105,000		70%		90,000		60%		105,000		70%	
2 bed Flat		129,500		70%		111,000		60%		129,500		70%	
												* capped @£250K	

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	33.8	@	210,000	7,087,500
3 bed House	67.5	@	280,000	18,900,000
4 bed House	33.8	@	325,000	10,968,750
5 bed House	8.4	@	395,000	3,332,813
1 bed Flat	16.9	@	150,000	2,531,250
2 bed Flat	8.4	@	185,000	1,560,938
	<b>168.8</b>			<b>44,381,250</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	5.2	@	147,000	768,994
3 bed House	11.3	@	196,000	2,216,025
4 bed House	8.4	@	227,500	1,919,531
5 bed House	2.5	@	276,500	688,226
1 bed Flat	9.5	@	105,000	996,680
2 bed Flat	5.2	@	129,500	677,447
	<b>42.2</b>			<b>7,266,902</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	<b>0.0</b>			<b>-</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.7	@	147,000	256,331
3 bed House	3.8	@	196,000	738,675
4 bed House	2.8	@	227,500	639,844
5 bed House	0.8	@	250,000	207,422
1 bed Flat	3.2	@	105,000	332,227
2 bed Flat	1.7	@	129,500	225,816
	<b>14.1</b>			<b>2,400,314</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	<b>0.0</b>	<b>56.3</b>		<b>-</b>
<b>Sub-total GDV Residential</b>				
	<b>225</b>			<b>54,048,466</b>
<i>AH on-site cost analysis:</i>				
			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>4,174,502</b>
		<b>189 £ psm (total GIA sqm)</b>	<b>18,553 £ per unit (total units)</b>	
<b>Grant</b>	<b>56</b>	AH units @	<b>0</b> per unit	<b>-</b>
<b>Total GDV</b>				
				<b>54,048,466</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(47,009)
Planning Application Professional Fees, Surveys and reports					(140,000)
CIL		16,774 sqm (Market only)		20.64 £ psm	(346,210)
	<b>CIL analysis:</b>	0.64% % of GDV		1,539 £ per unit (total units)	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	225 units @		9,633 per unit	(2,167,425)
	Sub-total				(2,167,425)
	<b>S106 analysis:</b>	385,320 £ per ha	4.01% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum		22,122 sqm (total)		0 £ psm	-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		5.63 ha @		123,000 £ per ha (if brownfield)	(691,875)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	Years 1-15	225 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @		1,211 psm	-
2 bed House		3,217 sqm @		1,211 psm	(3,896,120)
3 bed House		8,258 sqm @		1,211 psm	(9,999,833)
4 bed House		5,760 sqm @		1,211 psm	(6,975,360)
5 bed House		1,881 sqm @		1,211 psm	(2,277,891)
1 bed Flat		1,737 sqm @		1,410 psm	(2,449,357)
2 bed Flat		1,269 sqm @		1,410 psm	(1,789,663)
Garages for 3 bed House (OMS only)	68 units @	0% @		11,754 £ per garage	-
Garages for 4 bed House (OMS only)	34 units @	75% @		11,754 £ per garage	(297,523)
Garages for 5 bed House (OMS only)	8 units @	120% @		11,754 £ per garage	(119,009)
External works		27,804,756 @		15.0%	(4,170,713)
	<b>Ext. Works analysis:</b>			18,537 £ per unit (total units)	
Policy Costs on design -		225 units @		287 £ per unit	(64,575)
Net Biodiversity costs					
M4(2) Category 2 Housing	Aff units	56 units @	100% @	521 £ per unit	(29,306)
M4(2) Category 2 Housing	OMS units	169 units @	100% @	521 £ per unit	(87,919)
M4(3) Category 3 Housing	Aff units	56 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	169 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		225 units @		4,449 £ per unit	(1,001,025)
Renewable Energy		225 units @		0 £ per unit	-
EV Charging Points - Houses		180 units @		0 £ per unit	-
EV Charging Points - Flats		45 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		225 units @		0 £ per unit	-
	Sub-total				(1,182,825)
	<b>Policy Costs analysis: (design costs only)</b>			5,257 £ per unit (total units)	
Contingency (on construction)		33,850,169 @		5.0%	(1,692,508)



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Scheme Typology: **Higher Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	33,850,169 @		<b>6.5%</b>		(2,200,261)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	44,381,250 OMS @		<b>3.00%</b>	5,918 £ per unit	(1,331,438)
Residential Sales Agent Costs	44,381,250 OMS @		<b>1.00%</b>	1,973 £ per unit	(443,813)
Residential Sales Legal Costs	44,381,250 OMS @		<b>0.25%</b>	493 £ per unit	(110,953)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,428 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(166,475)
<b>Developers Profit -</b>					
Profit on OMS	44,381,250		<b>18.00%</b>		(7,988,625)
Margin on AH	9,667,216		<b>6.00%</b> on AH values		(580,033)
<b>Profit analysis:</b>		<b>54,048,466</b>		<b>15.85% blended GDV</b>	<b>(8,568,658)</b>
		<b>42,606,261</b>		<b>20.11% on costs</b>	<b>(8,568,658)</b>
<b>TOTAL COSTS</b>					<b>(51,174,919)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					2,873,547
SDLT	2,873,547 @		HMRC formula		(133,177)
Acquisition Agent fees	2,873,547 @		<b>1.0%</b>		(28,735)
Acquisition Legal fees	2,873,547 @		<b>0.5%</b>		(14,368)
Interest on Land	2,873,547 @		7.00%		(201,148)
Residual Land Value					<b>2,496,118</b>
<b>RLV analysis:</b>	<b>11,094 £ per plot</b>	<b>443,754 £ per ha (net)</b>		<b>179,585 £ per acre (net)</b>	
		<b>443,754 £ per ha (gross)</b>		<b>179,585 £ per acre (gross)</b>	
				<b>4.62% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		5.63 ha (gross)		13.90 acres (gross)	
<b>Density analysis:</b>		<b>3,933 sqm/ha (net)</b>		<b>17,132 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>2,084,906</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>		<b>150,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>73,104 £ per ha (net)</b>		<b>29,585 £ per acre (net)</b>	<b>411,212</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	29,585	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0.00	179,107	153,600	128,061	102,513	76,965	51,395	25,796
	10.00	165,072	140,251	115,406	90,561	65,716	40,828	15,934
CL £ psm	20.00	151,036	126,894	102,752	78,610	54,451	30,261	6,072
20.64	30.00	136,975	113,536	90,097	66,659	43,179	19,694	(3,802)
	40.00	122,915	100,179	77,443	54,689	31,908	9,127	(13,686)
	50.00	108,854	86,822	64,789	42,713	20,637	(1,443)	(23,571)
	60.00	94,794	73,464	52,109	30,737	9,365	(12,033)	(33,455)
	70.00	80,734	60,096	39,429	18,761	(1,908)	(22,624)	(43,340)
	80.00	66,673	46,711	26,748	6,786	(13,204)	(33,214)	(53,232)
	90.00	52,585	33,327	14,068	(5,197)	(24,501)	(43,804)	(63,141)
	100.00	38,496	19,942	1,388	(17,199)	(35,797)	(54,399)	(73,049)
	110.00	24,407	6,557	(11,310)	(29,202)	(47,094)	(65,015)	(82,957)
	120.00	10,317	(6,833)	(24,019)	(41,204)	(58,397)	(76,631)	(92,866)
	130.00	(3,772)	(20,247)	(36,727)	(53,207)	(69,721)	(86,247)	(102,798)
	140.00	(17,888)	(33,662)	(49,436)	(65,226)	(81,045)	(96,864)	(112,732)
	150.00	(32,009)	(47,076)	(62,147)	(77,258)	(92,369)	(107,505)	(122,666)
	160.00	(46,129)	(60,491)	(74,886)	(89,289)	(103,697)	(118,149)	(132,603)
	170.00	(60,250)	(73,930)	(87,626)	(101,321)	(115,050)	(128,792)	(142,565)
	180.00	(74,369)	(87,377)	(100,365)	(113,371)	(126,403)	(139,442)	(153,794)
	190.00	(88,544)	(100,824)	(113,111)	(125,434)	(137,757)	(151,007)	(165,311)
	200.00	(102,699)	(114,271)	(125,883)	(137,497)	(149,128)	(163,347)	(176,853)
	210.00	(116,854)	(127,752)	(138,656)	(150,369)	(163,027)	(175,686)	(188,404)
	220.00	(131,040)	(141,234)	(152,525)	(164,354)	(176,189)	(188,061)	(199,955)
	230.00	(145,232)	(156,326)	(167,325)	(178,338)	(189,369)	(200,437)	(211,534)
	240.00	(161,767)	(171,942)	(182,132)	(192,327)	(202,570)	(212,819)	(223,122)
	250.00	(178,204)	(187,571)	(196,939)	(206,353)	(215,771)	(225,234)	(234,716)

**TABLE 2**

Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	29,585	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-	286,101	262,073	238,033	213,975	189,917	165,858	141,800
	1,000	272,005	247,972	223,914	199,856	175,797	151,739	127,671
Site Specific S106	2,000	257,910	233,853	209,795	185,736	161,678	137,620	113,526
9,633	3,000	243,792	219,734	195,675	171,617	147,559	123,477	99,380
	4,000	229,673	205,614	181,556	157,498	133,429	109,332	85,235
	5,000	215,553	191,495	167,437	143,379	119,283	95,186	71,090
	6,000	201,434	177,376	153,318	129,235	105,138	81,041	56,935
	7,000	187,315	163,257	139,187	115,090	90,993	66,896	42,761
	8,000	173,196	149,138	125,041	100,944	76,847	52,731	28,587
	9,000	159,077	134,993	110,896	86,799	62,702	38,557	14,413
	10,000	144,944	120,848	96,751	72,654	48,527	24,383	236
	11,000	130,799	106,702	82,605	58,498	34,353	10,209	(13,969)
	12,000	116,654	92,557	68,460	44,324	20,179	(3,974)	(28,175)
	13,000	102,509	78,412	54,294	30,149	6,005	(18,180)	(42,381)
	14,000	88,363	64,264	40,120	15,975	(8,185)	(32,386)	(56,603)

**TABLE 3**

Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	29,585	0%	5.0%	10%	15.0%	20%	25.0%	30%
	15.0%	260,615	230,994	201,373	171,752	142,113	112,444	82,776
	17.5%	168,549	143,531	118,514	93,496	68,460	43,395	18,330
Profit	20.0%	76,483	56,069	35,655	15,240	(5,193)	(25,655)	(46,116)
18.0%	22.5%	(15,583)	(31,394)	(47,205)	(63,016)	(78,846)	(94,704)	(110,563)
	25.0%	(107,649)	(118,857)	(130,064)	(141,272)	(153,762)	(166,773)	(179,785)
	27.5%	(208,347)	(215,982)	(223,617)	(231,252)	(238,909)	(246,599)	(254,290)

**TABLE 4**

Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	29,585	0%	5.0%	10%	15.0%	20%	25.0%	30%
	100,000	200,136	176,039	151,942	127,845	103,729	79,585	55,440
	150,000	150,136	126,039	101,942	77,845	53,729	29,585	5,440
BLV (£ per acre)	200,000	100,136	76,039	51,942	27,845	3,729	(20,415)	(44,560)
150,000	250,000	50,136	26,039	1,942	(22,155)	(46,271)	(70,415)	(94,560)
	300,000	136	(23,961)	(48,058)	(72,155)	(96,271)	(120,415)	(144,560)
	350,000	(49,864)	(73,961)	(98,058)	(122,155)	(146,271)	(170,415)	(194,560)
	400,000	(99,864)	(123,961)	(148,058)	(172,155)	(196,271)	(220,415)	(244,560)
	450,000	(149,864)	(173,961)	(198,058)	(222,155)	(246,271)	(270,415)	(294,560)
	500,000	(199,864)	(223,961)	(248,058)	(272,155)	(296,271)	(320,415)	(344,560)
	550,000	(249,864)	(273,961)	(298,058)	(322,155)	(346,271)	(370,415)	(394,560)
	600,000	(299,864)	(323,961)	(348,058)	(372,155)	(396,271)	(420,415)	(444,560)
	650,000	(349,864)	(373,961)	(398,058)	(422,155)	(446,271)	(470,415)	(494,560)
	700,000	(399,864)	(423,961)	(448,058)	(472,155)	(496,271)	(520,415)	(544,560)
	750,000	(449,864)	(473,961)	(498,058)	(522,155)	(546,271)	(570,415)	(594,560)
	800,000	(499,864)	(523,961)	(548,058)	(572,155)	(596,271)	(620,415)	(644,560)
	850,000	(549,864)	(573,961)	(598,058)	(622,155)	(646,271)	(670,415)	(694,560)

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield**      No Units: **225**  
 Site Typology: Location / Value Zone: **Higher**      Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		29,585	0%	5.0%	10%	15.0%	20%	25.0%	30%
			814,183	789,503	764,823	740,142	715,462	690,782	666,102
			703,801	679,236	654,671	630,105	605,540	580,975	556,410
			593,337	568,882	544,428	519,973	495,518	471,063	446,608
	Build Cost		482,797	458,444	434,091	409,738	385,385	361,032	336,679
	100%		372,088	347,850	323,604	299,345	275,085	250,825	226,567
	(105% = 5% increase)		261,220	237,077	212,907	188,733	164,559	140,385	116,206
			150,136	126,039	101,942	77,845	53,729	29,585	5,440
			38,706	14,678	(9,388)	(33,472)	(57,585)	(81,734)	(105,937)
			(73,157)	(97,189)	(121,293)	(145,433)	(173,573)	(201,654)	(229,869)
			(192,133)	(220,066)	(248,096)	(276,253)	(304,609)	(333,194)	(362,134)
			(323,534)	(351,823)	(380,372)	(409,249)	(438,618)	(468,705)	(499,355)
			(457,230)	(486,505)	(516,433)	(546,936)	(577,441)	(608,106)	(638,890)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		29,585	0%	5.0%	10%	15.0%	20%	25.0%	30%
		0	220,401	196,343	172,285	148,227	124,157	100,060	75,963
		1,000	204,608	180,550	156,492	132,428	108,331	84,234	60,137
		2,000	188,816	164,758	140,699	116,602	92,505	68,409	44,286
		3,000	173,023	148,965	124,874	100,777	76,680	52,569	28,424
		4,000	157,231	133,145	109,048	84,951	60,851	36,707	12,562
	Part L 2025/FHS	5,000	141,416	117,319	93,222	69,125	44,990	20,845	(3,311)
	4,449	6,000	125,590	101,493	77,396	53,272	29,128	4,983	(19,212)
		7,000	109,764	85,667	61,555	37,411	13,266	(10,912)	(35,112)
		8,000	93,939	69,838	45,693	21,549	(2,611)	(26,812)	(51,028)
		9,000	78,113	53,976	29,832	5,687	(18,512)	(42,713)	(66,970)
		10,000	62,259	38,114	13,970	(10,212)	(34,412)	(58,646)	(82,912)
		11,000	46,397	22,253	(1,911)	(26,112)	(50,322)	(74,589)	(98,889)
		12,000	30,535	6,389	(17,812)	(42,013)	(66,265)	(90,536)	(114,876)
		13,000	14,674	(9,512)	(33,712)	(57,941)	(82,207)	(106,523)	(130,886)
		14,000	(1,211)	(25,412)	(49,617)	(73,883)	(98,169)	(122,510)	(146,921)
		15,000	(17,112)	(41,313)	(65,560)	(89,826)	(114,156)	(138,532)	(165,877)
		16,000	(33,013)	(57,236)	(81,502)	(105,803)	(130,143)	(156,152)	(184,473)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		29,585	0%	5.0%	10%	15.0%	20%	25.0%	30%
		80%	(486,365)	(481,060)	(475,754)	(470,449)	(465,144)	(459,838)	(454,533)
		82%	(414,366)	(412,428)	(410,523)	(408,654)	(406,833)	(405,070)	(403,378)
		84%	(344,332)	(345,704)	(347,088)	(348,518)	(349,983)	(351,492)	(353,059)
	Market Values	86%	(275,418)	(280,097)	(284,785)	(289,514)	(294,264)	(299,060)	(303,906)
	100%	88%	(207,200)	(215,173)	(223,183)	(231,195)	(239,259)	(247,343)	(255,465)
	(105% = 5% increase)	90%	(140,086)	(150,715)	(162,023)	(173,349)	(184,709)	(196,091)	(207,509)
		92%	(81,744)	(94,364)	(107,015)	(119,676)	(132,351)	(145,060)	(159,878)
		94%	(23,588)	(39,077)	(54,576)	(70,107)	(85,639)	(101,204)	(116,785)
		96%	34,419	16,069	(2,293)	(20,685)	(39,078)	(57,497)	(75,940)
		98%	92,316	71,110	49,869	28,621	7,374	(13,910)	(35,207)
		100%	150,136	126,039	101,942	77,845	53,729	29,585	5,440
		102%	207,848	180,904	153,961	126,992	100,004	73,016	46,001
		104%	265,536	235,727	205,898	176,069	146,240	116,381	86,502
		106%	323,146	290,476	257,807	225,121	192,407	159,693	126,976
		108%	380,755	345,205	309,655	274,105	238,555	202,974	167,374
		110%	438,284	399,897	361,504	323,073	284,643	246,213	207,770
		112%	495,807	454,544	413,280	372,017	330,730	289,420	248,109
		114%	553,330	509,190	465,051	420,911	376,771	332,627	288,435
		116%	610,786	563,813	516,821	469,806	422,790	375,774	328,758
		118%	668,235	618,389	568,543	518,697	468,808	418,916	369,024
		120%	725,684	672,966	620,248	567,529	514,811	462,058	409,290

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		29,585	0%	5.0%	10%	15.0%	20%	25.0%	30%
		-	150,136	126,039	101,942	77,845	53,729	29,585	5,440
		10,000	150,136	133,121	116,106	99,091	82,076	65,061	48,021
	Grant (£ per unit)	20,000	150,136	140,203	120,270	100,336	80,403	60,470	40,537
	-	30,000	150,136	147,285	144,433	141,580	138,727	135,874	133,021
		40,000	150,136	154,355	158,570	162,785	167,000	171,216	175,431
		50,000	150,136	161,423	172,707	183,990	195,274	206,557	217,830
		60,000	150,136	168,491	186,843	205,195	223,547	241,858	260,166
		70,000	150,136	175,560	200,980	226,400	251,774	277,138	302,502
		80,000	150,136	182,628	215,117	247,578	279,998	312,418	344,788
		90,000	150,136	189,696	229,253	268,746	308,222	347,660	387,058
		100,000	150,136	196,765	243,382	289,914	336,442	382,885	429,328

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Appraisal Ref: **San26** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: Location / Value Zone: **Higher** No Units: **350**  
 Notes: Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme		350 Units						
AH Policy requirement (% Target)		25%						
Open Market Sale (OMS) housing		Open Market Sale (OMS) 75%						
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	52.5	12.4%	10.9	18%	63.4		
3 bed House	40.0%	105.0	26.8%	23.5	37%	128.5		
4 bed House	20.0%	52.5	20.0%	17.5	20%	70.0		
5 bed House	5.0%	13.1	5.9%	5.2	5%	18.3		
1 bed Flat	10.0%	26.3	22.5%	19.7	13%	45.9		
2 bed Flat	5.0%	13.1	12.4%	10.9	7%	24.0		
Total number of units	100.0%	262.5	100.0%	87.5	100%	350.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>			
1 bed House	0	0	0	0	0	0		
2 bed House	4,148	44,643	857	9,226	5,005	53,870		
3 bed House	10,500	113,021	2,345	25,241	12,845	138,262		
4 bed House	6,720	72,333	2,240	24,111	8,960	96,445		
5 bed House	2,100	22,604	826	8,891	2,926	31,495		
1 bed Flat	1,544	16,621	1,158	12,466	2,702	29,086		
2 bed Flat	1,081	11,635	894	9,618	1,974	21,252		
	26,093	280,857	8,320	89,553	34,412	370,411		
AH % by floor area:		24.18% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV (£ (no AH))</b>				
1 bed House	165,000	2,661	247	0				
2 bed House	210,000	2,658	247	13,303,500				
3 bed House	280,000	2,800	260	35,966,000				
4 bed House	325,000	2,539	236	22,750,000				
5 bed House	395,000	2,469	229	7,223,563				
1 bed Flat	150,000	3,000	279	6,890,625				
2 bed Flat	185,000	2,643	246	4,435,375				
				90,569,063				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%
					* capped @£250K			

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	52.5	@	210,000	11,025,000
3 bed House	105.0	@	280,000	29,400,000
4 bed House	52.5	@	325,000	17,062,500
5 bed House	13.1	@	395,000	5,184,375
1 bed Flat	26.3	@	150,000	3,937,500
2 bed Flat	13.1	@	185,000	2,428,125
	262.5			69,037,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	8.1	@	147,000	1,196,213
3 bed House	17.6	@	196,000	3,447,150
4 bed House	13.1	@	227,500	2,985,938
5 bed House	3.9	@	276,500	1,070,573
1 bed Flat	14.8	@	105,000	1,550,391
2 bed Flat	8.1	@	129,500	1,053,806
	65.6			11,304,070
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	2.7	@	147,000	398,738
3 bed House	5.9	@	196,000	1,149,050
4 bed House	4.4	@	227,500	995,313
5 bed House	1.3	@	250,000	322,656
1 bed Flat	4.9	@	105,000	516,797
2 bed Flat	2.7	@	129,500	351,269
	21.9			3,733,822
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	87.5		-
<b>Sub-total GDV Residential</b>				
	<b>350</b>			<b>84,075,392</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>6,493,670</b>
		<b>189 £ psm (total GIA sqm)</b>	<b>18,553 £ per unit (total units)</b>	
<b>Grant</b>	88	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>84,075,392</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(64,259)
Planning Application Professional Fees, Surveys and reports					(190,000)
CIL					(538,549)
<b>CIL analysis:</b>		26,093 sqm (Market only)	20.64 £ psm		
		0.64% % of GDV	1,539 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		350 units @	9,633 per unit		(3,371,550)
<b>S106 analysis:</b>		385,320 £ per ha	4.01% % of GDV	9,633 £ per unit (total units)	(3,371,550)
<b>Comm. Sum analysis:</b>			34,412 sqm (total)	0 £ psm	-
			0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(1,076,250)
		8.75 ha @	123,000 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
Years 1-15		350 units @	0 per unit		-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	-
<b>1 bed House</b>					
		- sqm @	1,211 psm		-
<b>2 bed House</b>					
		5,005 sqm @	1,211 psm		(6,060,631)
<b>3 bed House</b>					
		12,845 sqm @	1,211 psm		(15,555,295)
<b>4 bed House</b>					
		8,960 sqm @	1,211 psm		(10,850,560)
<b>5 bed House</b>					
		2,926 sqm @	1,211 psm		(3,543,386)
<b>1 bed Flat</b>					
		2,702 sqm @	1,410 psm		(3,810,110)
<b>2 bed Flat</b>					
		34,412 sqm @	1,410 psm		(2,783,921)
<b>Garages for 3 bed House (OMS only)</b>		105 units @	0% @	11,754 £ per garage	-
<b>Garages for 4 bed House (OMS only)</b>		53 units @	75% @	11,754 £ per garage	(462,814)
<b>Garages for 5 bed House (OMS only)</b>		13 units @	120% @	11,754 £ per garage	(185,126)
<b>External works</b>					(6,487,776)
<b>Ext. Works analysis:</b>		43,251,842 @	15.0%	18,537 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					(100,450)
		350 units @		287 £ per unit	
<b>M4(2) Category 2 Housing Aff units</b>		88 units @	100% @	521 £ per unit	(45,588)
<b>M4(2) Category 2 Housing OMS units</b>		263 units @	100% @	521 £ per unit	(136,763)
<b>M4(3) Category 3 Housing Aff units</b>		88 units @	0% @	10,111 £ per unit	-
<b>M4(3) Category 3 Housing OMS units</b>		263 units @	0% @	10,111 £ per unit	-
<b>Part L 2025/FHS</b>		350 units @		4,449 £ per unit	(1,557,150)
<b>Renewable Energy</b>		350 units @		0 £ per unit	-
<b>EV Charging Points - Houses</b>		280 units @		0 £ per unit	-
<b>EV Charging Points - Flats</b>		70 units @	4 flats per charger	0 £ per 4 units	-
<b>Water Efficiency</b>		350 units @		0 £ per unit	-
<b>Sub-total</b>					(1,839,950)
<b>Policy Costs analysis: (design costs only)</b>				5,257 £ per unit (total units)	
<b>Contingency (on construction)</b>					(2,632,791)
		52,655,819 @	5.0%		

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Scheme Typology: **Higher Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	52,655,819 @		<b>6.5%</b>		(3,422,628)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	69,037,500 OMS @		<b>3.00%</b>	5,918 £ per unit	(2,071,125)
Residential Sales Agent Costs	69,037,500 OMS @		<b>1.00%</b>	1,973 £ per unit	(690,375)
Residential Sales Legal Costs	69,037,500 OMS @		<b>0.25%</b>	493 £ per unit	(172,594)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,412 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(253,709)
<b>Developers Profit -</b>					
Profit on OMS	69,037,500		<b>18.00%</b>		(12,426,750)
Margin on AH	15,037,892		<b>6.00%</b> on AH values		(902,274)
<b>Profit analysis:</b>				<b>15.85% blended GDV</b>	<b>(13,329,024)</b>
	<b>84,075,392</b>			<b>20.14% on costs</b>	<b>(13,329,024)</b>
	<b>66,173,398</b>				
<b>TOTAL COSTS</b>					<b>(79,502,422)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					4,572,970
SDLT	4,572,970 @		HMRC formula		(218,149)
Acquisition Agent fees	4,572,970 @		<b>1.0%</b>		(45,730)
Acquisition Legal fees	4,572,970 @		<b>0.5%</b>		(22,865)
Interest on Land	4,572,970 @		7.00%		(320,108)
Residual Land Value					<b>3,966,119</b>
<b>RLV analysis:</b>	<b>11,332 £ per plot</b>	<b>453,271 £ per ha (net)</b>	<b>183,436 £ per acre (net)</b>		
		<b>453,271 £ per ha (gross)</b>	<b>183,436 £ per acre (gross)</b>		
			<b>4.72% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		8.75 ha (net)		21.62 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		8.75 ha (gross)		21.62 acres (gross)	
<b>Density analysis:</b>		<b>3,933 sqm/ha (net)</b>		<b>17,132 sqft/ac (net)</b>	
		<b>40 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>3,243,188</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	<b>82,621</b> £ per ha (net)	<b>33,436</b> £ per acre (net)	<b>722,932</b>

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Scheme Typology: **Higher Value Brownfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
CIL £ psm 20.64	33,436	0.00	182,937	157,430	131,901	106,353	80,805	55,246	29,648
	10.00	168,902	144,092	119,247	94,402	69,557	44,679	19,785	
	20.00	154,868	130,734	106,592	82,451	58,302	34,112	9,923	
	30.00	140,816	117,377	93,938	70,499	47,031	23,546	60	
	40.00	126,755	104,020	81,284	58,540	35,759	12,979	(9,824)	
	50.00	112,695	90,662	68,629	46,564	24,488	2,412	(19,709)	
	60.00	98,634	77,305	55,960	34,588	13,217	(8,171)	(29,593)	
	70.00	84,574	63,947	43,280	22,613	1,945	(18,762)	(39,478)	
	80.00	70,514	50,562	30,600	10,637	(9,342)	(29,352)	(49,362)	
	90.00	56,436	37,178	17,919	(1,339)	(20,639)	(39,943)	(59,268)	
	100.00	42,347	23,793	5,239	(13,337)	(31,935)	(50,533)	(69,176)	
	110.00	28,258	10,408	(7,448)	(25,340)	(43,232)	(61,143)	(79,084)	
	120.00	14,169	(2,976)	(20,157)	(37,342)	(54,528)	(71,759)	(88,993)	
	130.00	79	(16,385)	(32,865)	(49,345)	(65,848)	(82,375)	(98,914)	
	140.00	(14,026)	(29,800)	(45,574)	(61,354)	(77,172)	(92,991)	(108,848)	
	150.00	(28,147)	(43,214)	(58,282)	(73,385)	(88,496)	(103,621)	(118,782)	
	160.00	(42,267)	(56,629)	(71,013)	(85,417)	(99,820)	(114,265)	(128,717)	
	170.00	(56,388)	(70,057)	(83,753)	(97,448)	(111,167)	(124,909)	(138,670)	
	180.00	(70,517)	(83,504)	(96,492)	(109,487)	(122,520)	(135,552)	(148,632)	
	190.00	(84,671)	(96,951)	(109,231)	(121,550)	(133,873)	(146,221)	(160,497)	
200.00	(98,826)	(110,398)	(122,000)	(133,613)	(145,234)	(158,532)	(172,026)		
210.00	(112,981)	(123,868)	(134,772)	(145,676)	(158,213)	(170,872)	(183,577)		
220.00	(127,156)	(137,351)	(147,545)	(159,539)	(171,375)	(183,234)	(195,128)		
230.00	(141,348)	(151,524)	(162,511)	(173,524)	(184,542)	(195,610)	(206,695)		
240.00	(156,966)	(167,127)	(177,318)	(187,508)	(197,743)	(207,986)	(218,282)		
250.00	(173,389)	(182,757)	(192,125)	(201,526)	(210,944)	(220,394)	(229,870)		

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Site Specific S106 9.633	33,436	-	289,920	265,892	241,863	217,805	193,747	169,688	145,630
	1,000	275,825	251,796	227,744	203,686	179,627	155,569	131,511	
	2,000	261,729	237,683	213,625	189,566	165,508	141,450	117,366	
	3,000	247,622	223,564	199,505	175,447	151,389	127,318	103,221	
	4,000	233,503	209,444	185,386	161,328	137,269	113,172	89,075	
	5,000	219,383	195,325	171,267	147,209	123,124	99,027	74,930	
	6,000	205,264	181,206	157,148	133,076	108,979	84,882	60,785	
	7,000	191,145	167,087	143,027	118,930	94,833	70,736	46,612	
	8,000	177,026	152,968	128,882	104,785	80,688	56,583	32,438	
	9,000	162,907	138,833	114,737	90,640	66,543	42,408	18,264	
	10,000	148,785	124,688	100,591	76,494	52,379	28,234	4,090	
	11,000	134,640	110,543	86,446	62,349	38,205	14,060	(10,107)	
	12,000	120,494	96,398	72,301	48,175	24,030	(114)	(24,313)	
	13,000	106,349	82,252	58,145	34,001	9,856	(14,318)	(38,519)	
	14,000	92,204	68,107	43,971	19,826	(4,323)	(28,524)	(52,731)	

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Profit 18.0%	33,436	15.0%	264,449	234,835	205,214	175,593	145,964	116,296	86,627
	17.5%	172,383	147,372	122,354	97,337	72,311	47,246	22,181	
	20.0%	80,317	59,909	39,495	19,081	(1,342)	(21,803)	(42,265)	
	22.5%	(11,749)	(27,553)	(43,364)	(59,175)	(74,994)	(90,853)	(106,711)	
	25.0%	(103,815)	(115,016)	(126,224)	(137,431)	(148,647)	(162,009)	(175,021)	
	27.5%	(203,603)	(211,230)	(218,866)	(226,501)	(234,145)	(241,835)	(249,525)	

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
BLV (£ per acre) 150,000	33,436	100,000	203,970	179,879	155,783	131,686	107,581	83,436	59,292
	150,000	153,970	129,879	105,783	81,686	57,581	33,436	9,292	
	200,000	103,970	79,879	55,783	31,686	7,581	(16,564)	(40,708)	
	250,000	53,970	29,879	5,783	(18,314)	(42,419)	(66,564)	(90,708)	
	300,000	3,970	(20,121)	(44,217)	(68,314)	(92,419)	(116,564)	(140,708)	
	350,000	(46,030)	(70,121)	(94,217)	(118,314)	(142,419)	(166,564)	(190,708)	
	400,000	(96,030)	(120,121)	(144,217)	(168,314)	(192,419)	(216,564)	(240,708)	
	450,000	(146,030)	(170,121)	(194,217)	(218,314)	(242,419)	(266,564)	(290,708)	
	500,000	(196,030)	(220,121)	(244,217)	(268,314)	(292,419)	(316,564)	(340,708)	
	550,000	(246,030)	(270,121)	(294,217)	(318,314)	(342,419)	(366,564)	(390,708)	
	600,000	(296,030)	(320,121)	(344,217)	(368,314)	(392,419)	(416,564)	(440,708)	
	650,000	(346,030)	(370,121)	(394,217)	(418,314)	(442,419)	(466,564)	(490,708)	
	700,000	(396,030)	(420,121)	(444,217)	(468,314)	(492,419)	(516,564)	(540,708)	
	750,000	(446,030)	(470,121)	(494,217)	(518,314)	(542,419)	(566,564)	(590,708)	
	800,000	(496,030)	(520,121)	(544,217)	(568,314)	(592,419)	(616,564)	(640,708)	
850,000	(546,030)	(570,121)	(594,217)	(618,314)	(642,419)	(666,564)	(690,708)		



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Scheme Typology: Higher Value Brownfield No Units: 350  
 Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Brownfield  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	33,436							
			817,971	793,291	768,611	743,931	719,250	694,570	669,890
			707,589	683,024	658,459	633,893	609,328	584,763	560,198
			597,136	572,681	548,226	523,771	499,316	474,861	450,406
			486,600	462,253	437,900	413,547	389,194	364,841	340,488
			375,897	351,659	327,422	303,164	278,905	254,645	230,386
			265,040	240,896	216,737	192,563	168,389	144,215	120,041
			153,970	129,879	105,783	81,686	57,581	33,436	9,292
			42,557	18,529	(5,526)	(29,610)	(53,712)	(77,861)	(102,054)
			(69,284)	(93,316)	(117,410)	(141,539)	(168,746)	(196,815)	(225,016)
			(187,315)	(215,239)	(243,257)	(271,399)	(299,727)	(328,281)	(357,184)
			(318,668)	(346,936)	(375,459)	(404,299)	(433,606)	(463,608)	(494,247)
			(452,261)	(481,494)	(511,351)	(541,828)	(572,332)	(602,971)	(633,755)

**TABLE 7**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	33,436							
		0	224,231	200,173	176,115	152,057	127,998	103,901	79,804
		1,000	208,438	184,380	160,322	136,264	112,172	88,075	63,978
		2,000	192,646	168,588	144,530	120,443	96,346	72,249	48,137
		3,000	176,853	152,795	128,714	104,617	80,520	56,420	32,275
		4,000	161,060	136,985	112,888	88,791	64,695	40,558	16,414
		5,000	145,266	121,159	97,063	72,966	48,841	24,696	551
		6,000	129,431	105,334	81,237	57,124	32,979	8,835	(15,350)
		7,000	113,605	89,508	65,406	41,262	17,117	(7,050)	(31,250)
		8,000	97,779	73,682	49,545	25,400	1,251	(22,950)	(47,155)
		9,000	81,953	57,827	33,683	9,538	(14,650)	(38,851)	(63,097)
		10,000	66,110	41,966	17,821	(6,350)	(30,551)	(54,774)	(79,040)
		11,000	50,248	26,104	1,951	(22,250)	(46,451)	(70,716)	(95,005)
		12,000	34,387	10,242	(13,950)	(38,151)	(62,392)	(86,658)	(110,992)
		13,000	18,525	(5,650)	(29,851)	(54,068)	(78,334)	(102,639)	(126,992)
		14,000	2,651	(21,550)	(45,751)	(70,011)	(94,286)	(118,626)	(143,026)
		15,000	(13,250)	(37,451)	(61,687)	(85,953)	(110,273)	(134,637)	(161,050)
	16,000	(29,151)	(53,363)	(77,629)	(101,919)	(126,260)	(151,338)	(179,646)	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	33,436							
		80%	(481,257)	(475,951)	(470,646)	(465,341)	(460,036)	(454,730)	(449,425)
		82%	(409,388)	(407,438)	(405,511)	(403,622)	(401,784)	(399,997)	(398,271)
		84%	(339,436)	(340,790)	(342,169)	(343,586)	(345,033)	(346,523)	(348,069)
		86%	(270,565)	(275,230)	(279,919)	(284,633)	(289,373)	(294,163)	(298,993)
		88%	(202,373)	(210,336)	(218,343)	(226,353)	(234,406)	(242,477)	(250,599)
		90%	(136,202)	(145,969)	(157,209)	(168,522)	(179,882)	(191,251)	(202,670)
		92%	(77,871)	(90,491)	(103,131)	(115,793)	(128,456)	(141,166)	(155,051)
		94%	(19,726)	(35,215)	(50,704)	(66,235)	(81,766)	(97,321)	(112,902)
		96%	38,270	19,920	1,569	(16,823)	(35,216)	(53,624)	(72,067)
		98%	96,157	74,951	53,720	32,473	11,225	(10,048)	(31,345)
		100%	153,970	129,879	105,783	81,686	57,581	33,436	9,292
		102%	211,678	184,734	157,791	130,832	103,845	76,857	49,853
	104%	269,356	239,557	209,728	179,899	150,070	120,222	90,343	
	106%	326,965	294,296	261,626	228,951	196,237	163,523	130,808	
	108%	384,570	349,025	313,475	277,925	242,375	206,804	171,204	
	110%	442,093	403,706	365,318	326,893	288,462	250,032	211,600	
	112%	499,616	458,353	417,089	375,825	334,550	293,239	251,928	
	114%	557,136	512,999	468,860	424,720	380,580	336,441	292,255	
	116%	614,585	567,611	520,630	473,614	426,599	379,583	332,567	
	118%	672,034	622,188	572,342	522,496	472,617	422,725	372,833	
	120%	729,483	676,764	624,046	571,328	518,609	465,867	413,099	

**TABLE 8**

		Affordable Housing - % on site 25%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	33,436							
		-	153,970	129,879	105,783	81,686	57,581	33,436	9,292
		10,000	153,970	136,961	119,946	102,931	85,916	68,901	51,872
		20,000	153,970	144,043	134,110	124,177	114,244	104,311	94,378
		30,000	153,970	151,116	148,263	145,410	142,557	139,704	136,851
		40,000	153,970	158,185	162,400	166,615	170,830	175,046	179,261
		50,000	153,970	165,253	176,537	187,820	199,104	210,387	221,650
		60,000	153,970	172,321	190,673	209,025	227,370	245,678	263,986
		70,000	153,970	179,390	204,810	230,230	255,594	280,958	306,322
		80,000	153,970	186,458	218,947	251,398	283,818	316,238	348,597
		90,000	153,970	193,526	233,083	272,566	312,042	351,469	390,867
	100,000	153,970	200,595	247,202	293,734	340,251	386,694	433,137	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Appraisal Ref: **San27** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Brownfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Brownfield**  
 Notes: **No Units: 45**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				45 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0	12.4%	1.4	3%	1.4		
3 bed House	0.0%	0.0	26.8%	3.0	7%	3.0		
4 bed House	0.0%	0.0	20.0%	2.3	5%	2.3		
5 bed House	0.0%	0.0	5.9%	0.7	1%	0.7		
1 bed Flat	55.0%	18.6	22.5%	2.5	47%	21.1		
2 bed Flat	45.0%	15.2	12.4%	1.4	37%	16.6		
Total number of units	100.0%	33.8	100.0%	11.3	100%	45.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>			
					(sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	0	0	110	1,186	110	1,186		
3 bed House	0	0	302	3,245	302	3,245		
4 bed House	0	0	288	3,100	288	3,100		
5 bed House	0	0	106	1,143	106	1,143		
1 bed Flat	1,092	11,753	149	1,603	1,241	13,356		
2 bed Flat	1,251	13,463	115	1,237	1,366	14,699		
	2,343	25,216	1,070	11,514	3,412	36,730		
AH % by floor area:		31.35% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	165,000	2,661	247	0				
2 bed House	210,000	2,658	247	292,950				
3 bed House	280,000	2,800	260	844,200				
4 bed House	325,000	2,539	236	731,250				
5 bed House	395,000	2,469	229	262,181				
1 bed Flat	150,000	3,000	279	3,164,063				
2 bed Flat	185,000	2,643	246	3,067,763				
				8,362,406				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	115,500	70%	99,000	60%	115,500	70%	123,750	75%
2 bed House	147,000	70%	126,000	60%	147,000	70%	157,500	75%
3 bed House	196,000	70%	168,000	60%	196,000	70%	210,000	75%
4 bed House	227,500	70%	195,000	60%	227,500	70%	243,750	75%
5 bed House	276,500	70%	237,000	60%	250,000	70%	296,250	75%
1 bed Flat	105,000	70%	90,000	60%	105,000	70%	112,500	75%
2 bed Flat	129,500	70%	111,000	60%	129,500	70%	138,750	75%
					* capped @£250K			

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	0.0	@	210,000	-
3 bed House	0.0	@	280,000	-
4 bed House	0.0	@	325,000	-
5 bed House	0.0	@	395,000	-
1 bed Flat	18.6	@	150,000	2,784,375
2 bed Flat	15.2	@	185,000	2,809,688
	33.8			5,594,063
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.0	@	147,000	153,799
3 bed House	2.3	@	196,000	443,205
4 bed House	1.7	@	227,500	383,906
5 bed House	0.5	@	276,500	137,645
1 bed Flat	1.9	@	105,000	199,336
2 bed Flat	1.0	@	129,500	135,489
	8.4			1,453,380
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.3	@	147,000	51,266
3 bed House	0.8	@	196,000	147,735
4 bed House	0.6	@	227,500	127,969
5 bed House	0.2	@	250,000	41,484
1 bed Flat	0.6	@	105,000	66,445
2 bed Flat	0.3	@	129,500	45,163
	2.8			480,063
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	11.3		-
<b>Sub-total GDV Residential</b>	<b>45</b>			<b>7,527,506</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>834,900</b>
		<b>245 £ psm (total GIA sqm)</b>	<b>18,553 £ per unit (total units)</b>	
<b>Grant</b>	11	AH units @	0 per unit	-
<b>Total GDV</b>				<b>7,527,506</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(20,790)
Planning Application Professional Fees, Surveys and reports					(60,000)
CIL		2,343 sqm (Market only)		20.64 £ psm	(48,352)
	<b>CIL analysis:</b>	0.64% % of GDV		1,074 £ per unit (total units)	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	45 units @		9,633 per unit	(433,485)
	Sub-total				(433,485)
	<b>S106 analysis:</b>	866,970 £ per ha	5.76% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum			3,412 sqm (total)	0 £ psm	-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		0.50 ha @		123,000 £ per ha (if brownfield)	(61,500)
Site Infrastructure costs -	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	45 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @		1,211 psm	-
2 bed House		110 sqm @		1,211 psm	(133,458)
3 bed House		302 sqm @		1,211 psm	(365,117)
4 bed House		288 sqm @		1,211 psm	(348,768)
5 bed House		106 sqm @		1,211 psm	(128,608)
1 bed Flat		1,241 sqm @		1,410 psm	(1,749,540)
2 bed Flat		1,366 sqm @		1,410 psm	(1,925,521)
Garages for 3 bed House (OMS only)		- units @	0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)		- units @	75% @	11,754 £ per garage	-
Garages for 5 bed House (OMS only)		- units @	120% @	11,754 £ per garage	-
External works		4,651,012 @		15.0%	(697,652)
	<b>Ext. Works analysis:</b>			15,503 £ per unit (total units)	
Policy Costs on design -					
Net Biodiversity costs		45 units @		287 £ per unit	(12,915)
M4(2) Category 2 Housing Aff units		11 units @	100% @	521 £ per unit	(5,861)
M4(2) Category 2 Housing OMS units		34 units @	100% @	521 £ per unit	(17,584)
M4(3) Category 3 Housing Aff units		11 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units		34 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		45 units @		4,449 £ per unit	(200,205)
Renewable Energy		45 units @		0 £ per unit	-
EV Charging Points - Houses		7 units @		0 £ per unit	-
EV Charging Points - Flats		38 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		45 units @		0 £ per unit	-
	Sub-total				(236,565)
	<b>Policy Costs analysis: (design costs only)</b>			5,257 £ per unit (total units)	
Contingency (on construction)		5,646,729 @		5.0%	(282,336)

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	5,646,729 @		<b>6.5%</b>		(367,037)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	5,594,063 OMS @		<b>3.00%</b>	3,729 £ per unit	(167,822)
Residential Sales Agent Costs	5,594,063 OMS @		<b>1.00%</b>	1,243 £ per unit	(55,941)
Residential Sales Legal Costs	5,594,063 OMS @		<b>0.25%</b>	311 £ per unit	(13,985)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>5,506 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(91,512)
<b>Developers Profit -</b>					
Profit on OMS	5,594,063		<b>18.00%</b>		(1,006,931)
Margin on AH	1,933,443		<b>6.00%</b> on AH values		(116,007)
<b>Profit analysis:</b>		<b>7,527,506</b>		<b>14.92% blended GDV</b>	<b>(1,122,938)</b>
		<b>7,297,990</b>		<b>15.39% on costs</b>	<b>(1,122,938)</b>
<b>TOTAL COSTS</b>					<b>(8,420,928)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(893,422)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(893,422)</b>
<b>RLV analysis:</b>	<b>(19,854) £ per plot</b>	<b>(1,786,844) £ per ha (net)</b>	<b>(723,126) £ per acre (net)</b>		
		<b>(1,786,844) £ per ha (gross)</b>	<b>(723,126) £ per acre (gross)</b>		
			<b>-11.87% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>90.0</b> dph (net)			
Site Area (net)		0.50 ha (net)		1.24 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.50 ha (gross)		1.24 acres (gross)	
<b>Density analysis:</b>		<b>6,825 sqm/ha (net)</b>		<b>29,729 sqft/ac (net)</b>	
		<b>90 dph (gross)</b>			
Benchmark Land Value (net)	4,118 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>185,325</b>
<b>BLV analysis:</b>		<b>370,650 £ per ha (gross)</b>	<b>150,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(2,157,494) £ per ha (net)</b>	<b>(873,126) £ per acre (net)</b>		<b>(1,078,747)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC

Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(873,126)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(876,360)	(867,358)	(858,355)	(849,352)	(840,349)	(831,347)	(822,344)	
	10.00	(903,350)	(892,997)	(882,645)	(872,293)	(861,941)	(851,588)	(841,236)	
	20.00	(930,339)	(918,637)	(906,936)	(895,234)	(883,532)	(871,830)	(860,177)	
	30.00	(957,328)	(944,277)	(931,226)	(918,175)	(905,169)	(892,173)	(879,176)	
	40.00	(984,318)	(969,943)	(955,569)	(941,236)	(926,883)	(912,529)	(898,176)	
	50.00	(1,011,438)	(995,727)	(980,017)	(964,307)	(948,596)	(932,886)	(917,175)	
	60.00	(1,038,580)	(1,021,512)	(1,004,445)	(987,377)	(970,310)	(953,242)	(936,175)	
	70.00	(1,065,722)	(1,047,297)	(1,028,872)	(1,010,448)	(992,023)	(973,598)	(955,174)	
	80.00	(1,092,864)	(1,073,082)	(1,053,300)	(1,033,518)	(1,013,737)	(993,955)	(974,173)	
	90.00	(1,120,006)	(1,098,867)	(1,077,728)	(1,056,589)	(1,035,450)	(1,014,311)	(993,173)	
	100.00	(1,147,147)	(1,124,652)	(1,102,156)	(1,079,660)	(1,057,164)	(1,034,668)	(1,012,172)	
	110.00	(1,174,289)	(1,150,436)	(1,126,583)	(1,102,730)	(1,078,877)	(1,055,024)	(1,031,264)	
	120.00	(1,201,431)	(1,176,221)	(1,151,011)	(1,125,801)	(1,100,649)	(1,075,618)	(1,050,587)	
	130.00	(1,228,573)	(1,202,011)	(1,175,554)	(1,149,143)	(1,122,733)	(1,096,322)	(1,069,911)	
	140.00	(1,255,981)	(1,228,190)	(1,200,399)	(1,172,608)	(1,144,816)	(1,117,025)	(1,089,234)	
	150.00	(1,283,586)	(1,254,415)	(1,225,243)	(1,196,072)	(1,166,900)	(1,137,729)	(1,108,557)	
	160.00	(1,311,191)	(1,280,639)	(1,250,088)	(1,219,536)	(1,188,984)	(1,158,433)	(1,127,881)	
	170.00	(1,338,796)	(1,306,864)	(1,274,932)	(1,243,000)	(1,211,068)	(1,179,136)	(1,147,204)	
	180.00	(1,366,401)	(1,333,089)	(1,299,777)	(1,266,464)	(1,233,152)	(1,199,840)	(1,166,528)	
	190.00	(1,394,006)	(1,359,313)	(1,324,621)	(1,289,929)	(1,255,236)	(1,220,544)	(1,185,851)	
200.00	(1,421,611)	(1,385,538)	(1,349,465)	(1,313,393)	(1,277,320)	(1,241,247)	(1,205,175)		
210.00	(1,449,216)	(1,411,763)	(1,374,310)	(1,336,857)	(1,299,404)	(1,261,951)	(1,224,498)		
220.00	(1,476,821)	(1,437,987)	(1,399,154)	(1,360,321)	(1,321,488)	(1,282,655)	(1,243,822)		
230.00	(1,504,426)	(1,464,212)	(1,423,999)	(1,383,785)	(1,343,572)	(1,303,358)	(1,263,145)		
240.00	(1,532,030)	(1,490,437)	(1,448,843)	(1,407,249)	(1,365,656)	(1,324,062)	(1,282,468)		
250.00	(1,559,635)	(1,516,661)	(1,473,688)	(1,430,714)	(1,387,740)	(1,344,766)	(1,301,792)		

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(873,126)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(558,492)	(546,697)	(534,901)	(523,105)	(511,310)	(499,514)	(487,718)	
	1,000	(597,157)	(585,361)	(573,565)	(561,770)	(549,974)	(538,178)	(526,382)	
	2,000	(635,821)	(624,025)	(612,230)	(600,434)	(588,638)	(576,842)	(565,047)	
	3,000	(674,485)	(662,690)	(650,894)	(639,098)	(627,302)	(615,507)	(603,711)	
	4,000	(713,150)	(701,354)	(689,558)	(677,762)	(665,967)	(654,171)	(642,375)	
	5,000	(751,922)	(740,134)	(728,346)	(716,558)	(704,770)	(692,982)	(681,195)	
	6,000	(790,805)	(779,017)	(767,229)	(755,440)	(743,652)	(731,864)	(720,076)	
	7,000	(829,688)	(817,900)	(806,111)	(794,323)	(782,535)	(770,747)	(758,959)	
	8,000	(868,570)	(856,782)	(844,994)	(833,206)	(821,418)	(809,630)	(797,842)	
	9,000	(907,453)	(895,665)	(883,877)	(872,089)	(860,301)	(848,513)	(836,725)	
	10,000	(946,336)	(934,548)	(922,760)	(910,972)	(899,184)	(887,396)	(875,608)	
	11,000	(985,219)	(973,431)	(961,643)	(949,855)	(938,067)	(926,279)	(914,491)	
	12,000	(1,024,305)	(1,012,517)	(1,000,729)	(988,941)	(977,153)	(965,365)	(953,577)	
	13,000	(1,063,408)	(1,051,620)	(1,039,832)	(1,028,044)	(1,016,256)	(1,004,468)	(992,680)	
	14,000	(1,102,511)	(1,090,723)	(1,078,935)	(1,067,147)	(1,055,359)	(1,043,571)	(1,031,783)	

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(873,126)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(750,955)	(748,223)	(745,490)	(742,758)	(740,025)	(737,293)	(734,615)	
	17.5%	(901,881)	(891,602)	(881,324)	(871,045)	(860,766)	(850,487)	(840,263)	
	20.0%	(1,052,807)	(1,034,982)	(1,017,157)	(999,332)	(981,506)	(963,681)	(945,912)	
	22.5%	(1,203,733)	(1,178,361)	(1,152,990)	(1,127,618)	(1,102,247)	(1,076,876)	(1,051,560)	
	25.0%	(1,354,658)	(1,321,741)	(1,288,823)	(1,255,905)	(1,222,988)	(1,190,070)	(1,157,208)	
	27.5%	(1,505,584)	(1,465,120)	(1,424,656)	(1,384,192)	(1,343,728)	(1,303,264)	(1,262,856)	

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(873,126)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(882,066)	(870,278)	(858,490)	(846,702)	(834,914)	(823,126)	(811,393)	
	150,000	(932,066)	(920,278)	(908,490)	(896,702)	(884,914)	(873,126)	(861,393)	
	200,000	(982,066)	(970,278)	(958,490)	(946,702)	(934,914)	(923,126)	(911,393)	
	250,000	(1,032,066)	(1,020,278)	(1,008,490)	(996,702)	(984,914)	(973,126)	(961,393)	
	300,000	(1,082,066)	(1,070,278)	(1,058,490)	(1,046,702)	(1,034,914)	(1,023,126)	(1,011,393)	
	350,000	(1,132,066)	(1,120,278)	(1,108,490)	(1,096,702)	(1,084,914)	(1,073,126)	(1,061,393)	
	400,000	(1,182,066)	(1,170,278)	(1,158,490)	(1,146,702)	(1,134,914)	(1,123,126)	(1,111,393)	
	450,000	(1,232,066)	(1,220,278)	(1,208,490)	(1,196,702)	(1,184,914)	(1,173,126)	(1,161,393)	
	500,000	(1,282,066)	(1,270,278)	(1,258,490)	(1,246,702)	(1,234,914)	(1,223,126)	(1,211,393)	
	550,000	(1,332,066)	(1,320,278)	(1,308,490)	(1,296,702)	(1,284,914)	(1,273,126)	(1,261,393)	
	600,000	(1,382,066)	(1,370,278)	(1,358,490)	(1,346,702)	(1,334,914)	(1,323,126)	(1,311,393)	
	650,000	(1,432,066)	(1,420,278)	(1,408,490)	(1,396,702)	(1,384,914)	(1,373,126)	(1,361,393)	
	700,000	(1,482,066)	(1,470,278)	(1,458,490)	(1,446,702)	(1,434,914)	(1,423,126)	(1,411,393)	
	750,000	(1,532,066)	(1,520,278)	(1,508,490)	(1,496,702)	(1,484,914)	(1,473,126)	(1,461,393)	
	800,000	(1,582,066)	(1,570,278)	(1,558,490)	(1,546,702)	(1,534,914)	(1,523,126)	(1,511,393)	
850,000	(1,632,066)	(1,620,278)	(1,608,490)	(1,596,702)	(1,584,914)	(1,573,126)	(1,561,393)		

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Scheme Typology: **Higher Value Brownfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(873,126)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		417,562	441,021	464,414	487,806	511,198	534,591	557,945
	75%		216,815	238,125	259,435	280,725	301,956	323,188	344,419
	80%		15,091	34,283	53,475	72,615	91,740	110,866	129,991
Build Cost 100% (105% = 5% increase)	85%		(204,113)	(184,367)	(164,628)	(137,123)	(120,092)	(103,061)	(86,029)
	90%		(443,126)	(425,877)	(408,648)	(391,421)	(374,194)	(356,967)	(339,740)
	95%		(686,939)	(672,408)	(657,877)	(643,346)	(628,815)	(614,285)	(599,754)
	100%		(932,066)	(920,278)	(908,490)	(896,702)	(884,914)	(873,126)	(861,393)
	105%		(1,178,523)	(1,169,563)	(1,160,603)	(1,151,663)	(1,143,459)	(1,134,956)	(1,126,453)
	110%		(1,428,456)	(1,422,766)	(1,417,076)	(1,411,386)	(1,405,696)	(1,400,006)	(1,394,316)
	115%		(1,679,440)	(1,676,563)	(1,673,686)	(1,670,810)	(1,667,933)	(1,665,056)	(1,662,180)
	120%		(1,930,423)	(1,930,360)	(1,930,296)	(1,930,233)	(1,930,170)	(1,930,106)	(1,930,043)
	125%		(2,181,407)	(2,184,157)	(2,186,907)	(2,189,657)	(2,192,407)	(2,195,156)	(2,197,906)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(873,126)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(738,070)	(726,282)	(714,494)	(702,706)	(690,918)	(679,130)	(667,342)
	1,000		(781,675)	(769,887)	(758,098)	(746,310)	(734,522)	(722,734)	(710,946)
	2,000		(825,279)	(813,491)	(801,703)	(789,915)	(778,127)	(766,339)	(754,551)
	3,000		(868,883)	(857,095)	(845,307)	(833,519)	(821,731)	(809,943)	(798,155)
Part L 2025/FHS 4,449	4,000		(912,488)	(900,700)	(888,912)	(877,124)	(865,336)	(853,548)	(841,760)
	5,000		(956,092)	(944,304)	(932,516)	(920,733)	(909,007)	(897,281)	(885,555)
	6,000		(999,696)	(988,036)	(976,310)	(964,584)	(952,858)	(941,132)	(929,406)
	7,000		(1,043,300)	(1,031,887)	(1,020,161)	(1,008,435)	(996,709)	(984,983)	(973,257)
	8,000		(1,087,464)	(1,075,738)	(1,064,012)	(1,052,286)	(1,040,560)	(1,028,834)	(1,017,108)
	9,000		(1,131,315)	(1,119,589)	(1,107,863)	(1,096,137)	(1,084,411)	(1,072,686)	(1,061,559)
	10,000		(1,175,166)	(1,163,440)	(1,151,714)	(1,140,108)	(1,128,792)	(1,117,476)	(1,106,158)
	11,000		(1,219,017)	(1,207,342)	(1,196,024)	(1,184,707)	(1,173,391)	(1,162,074)	(1,150,757)
	12,000		(1,263,256)	(1,251,940)	(1,240,623)	(1,229,306)	(1,217,990)	(1,206,673)	(1,195,356)
	13,000		(1,307,495)	(1,296,539)	(1,285,222)	(1,273,905)	(1,262,589)	(1,251,272)	(1,239,955)
	14,000		(1,352,454)	(1,341,138)	(1,329,821)	(1,318,504)	(1,307,188)	(1,295,871)	(1,284,554)
	15,000		(1,397,053)	(1,385,737)	(1,374,420)	(1,363,103)	(1,351,787)	(1,340,470)	(1,329,153)
	16,000		(1,441,652)	(1,430,336)	(1,419,019)	(1,407,702)	(1,396,386)	(1,385,069)	(1,373,752)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(873,126)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,957,661)	(1,894,786)	(1,831,910)	(1,769,035)	(1,706,160)	(1,643,285)	(1,580,410)
	82%		(1,854,544)	(1,796,824)	(1,739,105)	(1,681,386)	(1,623,666)	(1,565,947)	(1,508,228)
	84%		(1,751,426)	(1,698,863)	(1,646,300)	(1,593,736)	(1,541,173)	(1,488,609)	(1,436,046)
Market Values 100% (105% = 5% increase)	86%		(1,648,309)	(1,600,902)	(1,553,494)	(1,506,086)	(1,458,679)	(1,411,271)	(1,363,864)
	88%		(1,545,192)	(1,502,940)	(1,460,689)	(1,418,437)	(1,376,185)	(1,333,933)	(1,291,682)
	90%		(1,442,075)	(1,404,979)	(1,367,883)	(1,330,787)	(1,293,691)	(1,256,595)	(1,219,500)
	92%		(1,338,958)	(1,307,018)	(1,275,078)	(1,243,138)	(1,211,198)	(1,179,258)	(1,147,318)
	94%		(1,235,841)	(1,209,056)	(1,182,272)	(1,155,488)	(1,128,704)	(1,101,920)	(1,075,135)
	96%		(1,133,793)	(1,111,965)	(1,090,137)	(1,068,309)	(1,046,480)	(1,024,652)	(1,002,953)
	98%		(1,032,771)	(1,015,994)	(999,217)	(982,440)	(965,663)	(948,886)	(932,108)
	100%		(932,066)	(920,278)	(908,490)	(896,702)	(884,914)	(873,126)	(861,393)
	102%		(831,706)	(824,936)	(818,166)	(811,396)	(804,626)	(797,856)	(791,086)
	104%		(731,481)	(729,658)	(727,841)	(726,089)	(724,337)	(722,585)	(720,833)
	106%		(631,748)	(634,912)	(638,077)	(641,241)	(644,405)	(647,569)	(650,733)
	108%		(532,016)	(540,167)	(548,317)	(556,468)	(564,619)	(572,770)	(580,920)
	110%		(432,885)	(445,712)	(458,539)	(471,366)	(484,193)	(497,020)	(511,108)
	112%		(334,949)	(352,401)	(369,853)	(387,305)	(404,757)	(422,209)	(441,295)
114%		(237,830)	(259,946)	(282,124)	(304,387)	(326,716)	(349,212)	(371,841)	
116%		(134,005)	(168,074)	(194,931)	(221,807)	(248,812)	(275,884)	(303,090)	
118%		(50,911)	(78,086)	(105,333)	(132,626)	(171,362)	(203,071)	(234,917)	
	120%		31,888	681	(30,617)	(61,938)	(93,313)	(124,769)	(167,124)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(873,126)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(932,066)	(920,278)	(908,490)	(896,702)	(884,914)	(873,126)	(861,393)
Grant (£ per unit)	10,000		(932,066)	(900,835)	(869,603)	(838,371)	(807,140)	(775,908)	(744,676)
	20,000		(932,066)	(881,391)	(830,716)	(780,040)	(729,365)	(678,690)	(628,160)
	30,000		(932,066)	(861,947)	(791,828)	(721,710)	(651,751)	(581,952)	(512,154)
	40,000		(932,066)	(842,504)	(752,941)	(663,547)	(574,414)	(485,281)	(396,148)
	50,000		(932,066)	(823,060)	(714,054)	(605,544)	(497,077)	(388,609)	(280,999)
	60,000		(932,066)	(803,617)	(675,343)	(547,541)	(419,740)	(292,817)	(167,366)
	70,000		(932,066)	(784,173)	(636,674)	(489,538)	(342,813)	(198,034)	(59,112)
	80,000		(932,066)	(764,729)	(598,005)	(431,535)	(266,608)	(101,669)	37,725
	90,000		(932,066)	(745,286)	(559,337)	(373,761)	(190,970)	(20,788)	134,134
	100,000		(932,066)	(725,842)	(520,668)	(316,454)	(111,862)	59,759	230,274

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



240920 Sandwell Local Plan Viability AH Appraisals (19-27) HVBF v0.3 PRAGMATIC - Summary Table

Appraisal Ref:	San19	San20	San21	San22	San23	San24	San25	San26	San27
Scheme Typology:	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield	Higher Value Brownfield
No Units:	8	15	30	45	80	150	225	350	45
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:									
Total GDV (£)	2,134,000	3,645,419	7,290,837	11,054,381	19,217,233	36,032,311	54,048,466	84,075,392	7,527,506
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	25%	25%	25%	25%	25%	25%	25%	25%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,543	1,543	1,567	1,539	1,539	1,539	1,539	1,074
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,176	11,176	11,200	11,172	11,172	11,172	11,172	10,707
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,176	11,176	11,200	11,172	11,172	11,172	11,172	10,707
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	15.88%	15.88%	15.90%	15.85%	15.85%	15.85%	15.85%	14.92%
Developers Profit (% on costs)	27.65%	19.67%	20.13%	20.23%	19.94%	20.07%	20.11%	20.14%	15.39%
Developers Profit Total (£)	384,120	578,838	1,157,675	1,757,775	3,046,634	5,712,439	8,568,658	13,329,024	1,122,938
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-	-
RLV (£/acre (net))	652,919	126,492	183,690	193,445	157,807	174,193	179,585	183,436	(723,126)
RLV (£/ha (net))	1,613,362	312,561	453,898	478,002	389,940	430,431	443,754	453,271	(1,786,844)
RLV (% of GDV)	15.12%	3.22%	4.67%	4.86%	4.06%	4.48%	4.62%	4.72%	-11.87%
RLV Total (£)	322,672	117,210	340,424	537,752	779,880	1,614,118	2,496,118	3,966,119	(893,422)
BLV (£/acre (net))	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	3,243,188	185,325
Surplus/Deficit (£/acre) [RLV-BLV]	502,919	(23,508)	33,690	43,445	7,807	24,193	29,585	33,436	(873,126)
Surplus/Deficit (£/ha)	1,242,712	(58,089)	83,248	107,352	19,290	59,781	73,104	82,621	(2,157,494)
Surplus/Deficit Total (£)	248,542	(21,784)	62,436	120,771	38,580	224,180	411,212	722,932	(1,078,747)
Plan Viability comments	Viable	Marginal	Viable	Viable	Viable	Viable	Viable	Viable	Not Viable



# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San28** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **8**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		8 Units						
AH Policy requirement (% Target)		0%						
Open Market Sale (OMS) housing		100%						
AH tenure split %		75.0% % Rented						
Open Market Sale (OMS)		100%						
Affordable Rent:		75.0%						
Social Rent:		0.0%						
First Homes:		25.0%						
Other Intermediate (LCHO/Sub-Market etc.):		0.0%						
		100% 100.0%						
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8		
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2		
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0		
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0		
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0		
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0		
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	53.0	570			53.0	570		
2 bed House	72.0	775			72.0	775		
3 bed House	85.0	915			85.0	915		
4 bed House	105.0	1,130			105.0	1,130		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	53.0	570			53.0	570		
2 bed House	72.0	775			72.0	775		
3 bed House	85.0	915			85.0	915		
4 bed House	105.0	1,130			105.0	1,130		
5 bed House	160.0	1,722			160.0	1,722		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	202	2,170	0	0	202	2,170		
3 bed House	272	2,928	0	0	272	2,928		
4 bed House	210	2,260	0	0	210	2,260		
5 bed House	0	0	0	0	0	0		
1 bed Flat	0	0	0	0	0	0		
2 bed Flat	0	0	0	0	0	0		
	684	7,358	0	0	684	7,358		
AH % by floor area:		0.00% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	145,000	2,736	254	0				
2 bed House	170,000	2,361	219	476,000				
3 bed House	205,000	2,412	224	656,000				
4 bed House	265,000	2,524	234	530,000				
5 bed House	340,000	2,125	197	0				
1 bed Flat	115,000	2,300	214	0				
2 bed Flat	135,000	1,929	179	0				
				1,662,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
					* capped @£250K			

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Scheme Typology: **Low Value Greenfield** No Units: **8**  
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 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	2.8	@	170,000	476,000
3 bed House	3.2	@	205,000	656,000
4 bed House	2.0	@	265,000	530,000
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	8.0			1,662,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.0	@	102,000	-
3 bed House	0.0	@	123,000	-
4 bed House	0.0	@	159,000	-
5 bed House	0.0	@	204,000	-
1 bed Flat	0.0	@	69,000	-
2 bed Flat	0.0	@	81,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.0	@	119,000	-
3 bed House	0.0	@	143,500	-
4 bed House	0.0	@	185,500	-
5 bed House	0.0	@	238,000	-
1 bed Flat	0.0	@	80,500	-
2 bed Flat	0.0	@	94,500	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>1,662,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>
<b>Grant</b>	0	AH units @	0 per unit	-
<b>Total GDV</b>				<b>1,662,000</b>

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Scheme Typology: **Low Value Greenfield** No Units: **8**  
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 Notes:

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(3,696)
Planning Application Professional Fees, Surveys and reports				(10,000)
CIL		684 sqm (Market only)	20.64 £ psm	(14,110)
	<b>CIL analysis:</b>	0.85% % of GDV	1,764 £ per unit (total units)	
Site Specific S106 Contributions				
	Year 1		0	-
	Year 2		0	-
	Year 3		0	-
	Year 4		0	-
	Year 5		0	-
	Year 6		0	-
	Year 7		0	-
	Year 8		0	-
	Year 9		0	-
	Year 10		0	-
	Year 11		0	-
	Year 12		0	-
	Year 13		0	-
	Year 14		0	-
	Year 15		0	-
	Years 1-15	8 units @	0 per unit	-
	Sub-total			-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)
AH Commuted Sum		684 sqm (total)	0 £ psm	-
	<b>Comm. Sum analysis:</b>	0.00% % of GDV		
<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation		0.20 ha @	0 £ per ha (if brownfield)	-
Site Infrastructure costs -				
	Year 1		0	-
	Year 2		0	-
	Year 3		0	-
	Year 4		0	-
	Year 5		0	-
	Year 6		0	-
	Year 7		0	-
	Year 8		0	-
	Year 9		0	-
	Year 10		0	-
	Year 11		0	-
	Year 12		0	-
	Year 13		0	-
	Year 14		0	-
	Year 15		0	-
	Years 1-15	8 units @	0 per unit	-
	Sub-total			-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)
1 bed House		- sqm @	1,211 psm	-
2 bed House		202 sqm @	1,211 psm	(244,138)
3 bed House		272 sqm @	1,211 psm	(329,392)
4 bed House		210 sqm @	1,211 psm	(254,310)
5 bed House		- sqm @	1,211 psm	-
1 bed Flat		- sqm @	1,410 psm	-
2 bed Flat		684 sqm @	1,410 psm	-
Garages for 3 bed House	(OMS only)	3 units @	0% @	11,754 £ per garage
Garages for 4 bed House	(OMS only)	2 units @	75% @	11,754 £ per garage
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage
				-
External works		845,471 @	15.0%	(126,821)
	<b>Ext. Works analysis:</b>		15,853 £ per unit (total units)	
Policy Costs on design -				
Net Biodiversity costs		8 units @	1,003 £ per unit	(8,024)
M4(2) Category 2 Housing	Aff units	- units @	100% @	521 £ per unit
M4(2) Category 2 Housing	OMS units	8 units @	100% @	521 £ per unit
M4(3) Category 3 Housing	Aff units	- units @	0% @	10,111 £ per unit
M4(3) Category 3 Housing	OMS units	8 units @	0% @	10,111 £ per unit
Part L 2025/FHS		8 units @		4,449 £ per unit
Renewable Energy		8 units @		0 £ per unit
EV Charging Points - Houses		8 units @		0 £ per unit
EV Charging Points - Flats		- units @	4 flats per charger	0 £ per 4 units
Water Efficiency		8 units @		0 £ per unit
	Sub-total			(47,784)
	<b>Policy Costs analysis: (design costs only)</b>		5,973 £ per unit (total units)	
Contingency (on construction)		1,020,075 @	5.0%	(51,004)

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<b>Professional Fees</b>	1,020,075 @	6.5%		(66,305)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	1,662,000 OMS @	3.00%	6,233 £ per unit	(49,860)
Residential Sales Agent Costs	1,662,000 OMS @	1.00%	2,078 £ per unit	(16,620)
Residential Sales Legal Costs	1,662,000 OMS @	0.25%	519 £ per unit	(4,155)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>10,079 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(1,968)
<b>Developers Profit -</b>				
Profit on OMS	1,662,000	18.00%		(299,160)
Margin on AH	0	6.00% on AH values		-
<b>Profit analysis:</b>	1,662,000	18.00% blended GDV	(299,160)	
	1,347,792	22.20% on costs	(299,160)	
<b>TOTAL COSTS</b>				<b>(1,646,952)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				15,048
SDLT	15,048 @	HMRC formula		9,748
Acquisition Agent fees	15,048 @	1.0%		(150)
Acquisition Legal fees	15,048 @	0.5%		(75)
Interest on Land	15,048 @	7.00%		(1,053)
Residual Land Value				<b>23,517</b>
<b>RLV analysis:</b>	2,940 £ per plot	117,583 £ per ha (net)	47,585 £ per acre (net)	
		94,066 £ per ha (gross)	38,068 £ per acre (gross)	
			1.41% % RLV / GDV	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	0.20 ha (net)		0.49 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	0.25 ha (gross)		0.62 acres (gross)	
<b>Density analysis:</b>	3,418 sqm/ha (net)	14,889 sqft/ac (net)		
	32 dph (gross)			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	<b>74,130</b>
<b>BLV analysis:</b>		296,520 £ per ha (gross)	120,000 £ per acre (gross)	

<b>BALANCE</b>				
Surplus/(Deficit)	(253,067) £ per ha (net)	(102,415) £ per acre (net)		<b>(50,613)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield**      No Units: **8**  
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 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(102,415)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(77,702)	(114,448)	(176,068)	(218,675)	(261,323)	(304,102)	(347,340)
	10.00		(89,675)	(125,839)	(188,544)	(230,457)	(272,436)	(314,549)	(357,228)
	20.00		(101,649)	(159,799)	(201,019)	(242,240)	(283,549)	(324,997)	(367,161)
	30.00		(113,622)	(172,968)	(213,495)	(254,022)	(294,662)	(335,453)	(377,093)
	40.00		(125,596)	(186,137)	(225,971)	(265,805)	(305,775)	(345,938)	(387,025)
	50.00		(160,192)	(199,305)	(238,446)	(277,587)	(316,888)	(356,441)	(396,958)
	60.00		(174,034)	(212,474)	(250,922)	(289,391)	(328,002)	(366,976)	(406,890)
	70.00		(187,888)	(225,643)	(263,398)	(301,198)	(339,124)	(377,565)	(416,822)
	80.00		(201,750)	(238,812)	(275,873)	(313,006)	(350,268)	(388,207)	(426,755)
	90.00		(215,612)	(251,980)	(288,349)	(324,813)	(361,417)	(398,849)	(436,687)
	100.00		(229,473)	(265,149)	(300,825)	(336,621)	(372,601)	(409,491)	(446,619)
	110.00		(243,335)	(278,318)	(313,300)	(348,429)	(383,815)	(420,133)	(456,552)
	120.00		(257,197)	(291,487)	(325,793)	(360,236)	(395,078)	(430,774)	(466,484)
	130.00		(271,059)	(304,655)	(338,295)	(372,058)	(406,416)	(441,416)	(476,416)
	140.00		(284,921)	(317,824)	(350,797)	(383,899)	(417,767)	(452,058)	(486,349)
	150.00		(298,783)	(330,993)	(363,299)	(395,768)	(429,119)	(462,700)	(496,281)
	160.00		(312,645)	(344,162)	(375,802)	(407,678)	(440,470)	(473,342)	(506,214)
	170.00		(326,506)	(357,333)	(388,304)	(419,659)	(451,821)	(483,983)	(516,146)
	180.00		(340,368)	(370,503)	(400,812)	(431,719)	(463,172)	(494,625)	(526,078)
	190.00		(354,230)	(383,672)	(413,350)	(443,780)	(474,524)	(505,267)	(536,011)
200.00		(368,092)	(396,842)	(425,926)	(455,841)	(485,875)	(515,909)	(545,943)	
210.00		(381,954)	(410,120)	(438,584)	(467,902)	(497,226)	(526,551)	(555,875)	
220.00		(395,819)	(423,317)	(451,347)	(479,962)	(508,577)	(537,193)	(565,808)	
230.00		(409,710)	(436,532)	(464,117)	(492,023)	(519,929)	(547,834)	(575,740)	
240.00		(423,602)	(449,792)	(476,887)	(504,084)	(531,280)	(558,476)	(585,672)	
250.00		(437,493)	(463,171)	(489,658)	(516,144)	(542,631)	(569,118)	(595,605)	

**TABLE 2**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(102,415)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106	-		(102,415)	(160,642)	(201,818)	(242,994)	(284,261)	(325,665)	(367,796)
	1,000		(116,427)	(176,864)	(218,040)	(259,216)	(300,517)	(342,000)	(384,401)
	2,000		(151,949)	(193,086)	(234,262)	(275,438)	(316,774)	(358,387)	(401,006)
	3,000		(168,148)	(209,308)	(250,484)	(291,686)	(333,031)	(374,861)	(417,612)
	4,000		(184,355)	(225,531)	(266,706)	(307,942)	(349,325)	(391,458)	(434,217)
	5,000		(200,577)	(241,753)	(282,929)	(324,199)	(365,647)	(408,063)	(450,822)
	6,000		(216,799)	(257,975)	(299,151)	(340,456)	(382,029)	(424,668)	(467,427)
	7,000		(233,021)	(274,197)	(315,373)	(356,712)	(398,514)	(441,273)	(484,032)
	8,000		(249,243)	(290,419)	(331,624)	(372,985)	(415,120)	(457,878)	(500,637)
	9,000		(265,465)	(306,641)	(347,881)	(389,294)	(431,725)	(474,484)	(517,242)
	10,000		(281,688)	(322,864)	(364,138)	(405,672)	(448,330)	(491,089)	(533,848)
	11,000		(297,910)	(339,086)	(380,394)	(422,176)	(464,935)	(507,694)	(550,453)
	12,000		(314,132)	(355,308)	(396,651)	(438,781)	(481,540)	(524,299)	(567,058)
	13,000		(330,354)	(371,563)	(412,948)	(455,386)	(498,145)	(540,904)	(583,663)
	14,000		(346,576)	(387,820)	(429,315)	(471,992)	(514,750)	(557,509)	(600,280)

**TABLE 3**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(102,415)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(15,145)	(55,052)	(95,033)	(157,237)	(203,548)	(249,998)	(297,173)
	17.5%		(87,870)	(124,141)	(186,684)	(228,701)	(270,808)	(313,054)	(356,026)
	20.0%		(186,811)	(224,539)	(262,352)	(300,165)	(338,069)	(376,111)	(414,878)
	22.5%		(270,886)	(304,411)	(338,020)	(371,629)	(405,329)	(439,167)	(473,731)
	25.0%		(354,962)	(384,282)	(413,687)	(443,093)	(472,589)	(502,223)	(532,584)
	27.5%		(439,037)	(464,154)	(489,355)	(514,557)	(539,849)	(565,280)	(591,436)

**TABLE 4**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(102,415)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(52,415)	(110,642)	(151,818)	(192,994)	(234,261)	(275,665)	(317,796)
	150,000		(102,415)	(160,642)	(201,818)	(242,994)	(284,261)	(325,665)	(367,796)
	200,000		(152,415)	(210,642)	(251,818)	(292,994)	(334,261)	(375,665)	(417,796)
	250,000		(202,415)	(260,642)	(301,818)	(342,994)	(384,261)	(426,665)	(467,796)
	300,000		(252,415)	(310,642)	(351,818)	(392,994)	(434,261)	(476,665)	(517,796)
	350,000		(302,415)	(360,642)	(401,818)	(442,994)	(484,261)	(526,665)	(567,796)
	400,000		(352,415)	(410,642)	(451,818)	(492,994)	(534,261)	(576,665)	(617,796)
	450,000		(402,415)	(460,642)	(501,818)	(542,994)	(584,261)	(626,665)	(667,796)
	500,000		(452,415)	(510,642)	(551,818)	(592,994)	(634,261)	(676,665)	(717,796)
	550,000		(502,415)	(560,642)	(601,818)	(642,994)	(684,261)	(726,665)	(767,796)
	600,000		(552,415)	(610,642)	(651,818)	(692,994)	(734,261)	(776,665)	(817,796)
	650,000		(602,415)	(660,642)	(701,818)	(742,994)	(784,261)	(826,665)	(867,796)
	700,000		(652,415)	(710,642)	(751,818)	(792,994)	(834,261)	(876,665)	(917,796)
	750,000		(702,415)	(760,642)	(801,818)	(842,994)	(884,261)	(926,665)	(967,796)
	800,000		(752,415)	(810,642)	(851,818)	(892,994)	(934,261)	(976,665)	(1,017,796)
	850,000		(802,415)	(860,642)	(901,818)	(942,994)	(984,261)	(1,025,665)	(1,067,796)

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(102,415)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		456,271	422,155	388,039	353,923	319,807	285,691	251,575
	75%		363,216	328,883	294,549	260,215	225,882	191,548	157,173
	80%		270,161	235,610	201,059	166,507	131,914	97,282	62,651
	85%		177,106	142,337	107,527	72,677	37,828	2,979	(31,871)
	90%		84,012	48,945	13,877	(21,190)	(56,258)	(91,391)	(126,571)
	95%		(9,202)	(44,487)	(79,772)	(115,112)	(175,153)	(216,076)	(257,117)
	100%		(102,415)	(160,642)	(201,818)	(242,994)	(284,261)	(325,665)	(367,796)
	105%		(227,472)	(268,901)	(310,391)	(352,008)	(394,127)	(437,126)	(480,144)
	110%		(335,508)	(377,359)	(419,538)	(462,660)	(505,937)	(549,214)	(592,492)
	115%		(444,005)	(487,157)	(530,694)	(574,230)	(617,767)	(661,304)	(704,841)
	120%		(554,413)	(598,209)	(642,005)	(710,685)	(1,202,952)	(1,695,218)	(2,187,484)
	125%		(665,206)	(709,261)	(1,060,982)	(1,555,211)	(2,049,439)	(2,543,667)	(3,037,895)

**TABLE 7**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(102,415)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(32,718)	(68,221)	(103,725)	(162,235)	(203,411)	(244,617)	(285,962)
	1,000		(48,383)	(83,887)	(119,422)	(180,387)	(221,563)	(262,821)	(304,218)
	2,000		(64,049)	(99,553)	(157,364)	(198,539)	(239,715)	(281,025)	(322,524)
	3,000		(79,715)	(115,219)	(175,516)	(216,691)	(257,863)	(299,228)	(340,911)
	4,000		(95,381)	(152,492)	(193,668)	(234,843)	(276,087)	(317,464)	(359,436)
	5,000		(111,047)	(170,644)	(211,820)	(252,995)	(294,291)	(335,744)	(378,056)
	6,000		(126,713)	(188,796)	(229,972)	(271,150)	(312,494)	(354,098)	(396,676)
	7,000		(165,772)	(206,948)	(248,124)	(289,353)	(330,710)	(372,559)	(415,297)
	8,000		(183,924)	(225,100)	(266,276)	(307,557)	(348,976)	(391,158)	(433,917)
	9,000		(202,076)	(243,252)	(284,428)	(325,760)	(367,301)	(409,778)	(452,537)
	10,000		(220,228)	(261,404)	(302,619)	(343,964)	(385,706)	(428,399)	(471,157)
	11,000		(238,380)	(279,556)	(320,823)	(362,221)	(404,260)	(447,019)	(489,778)
	12,000		(256,532)	(297,708)	(339,026)	(380,521)	(422,880)	(465,639)	(508,398)
	13,000		(274,684)	(315,885)	(357,230)	(398,893)	(441,501)	(484,260)	(527,018)
	14,000		(292,836)	(334,089)	(375,467)	(417,369)	(460,121)	(502,880)	(545,639)
	15,000		(310,988)	(352,292)	(393,740)	(435,982)	(478,741)	(521,500)	(564,259)
	16,000		(329,151)	(370,496)	(412,079)	(454,603)	(497,362)	(540,120)	(582,879)

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(102,415)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(759,770)	(1,000,167)	(1,240,563)	(1,480,960)	(1,721,356)	(1,961,753)	(2,202,149)
	82%		(596,943)	(615,417)	(801,323)	(1,066,122)	(1,330,921)	(1,595,719)	(1,860,518)
	84%		(542,976)	(564,148)	(585,321)	(651,284)	(940,485)	(1,229,686)	(1,518,887)
	86%		(489,010)	(512,880)	(536,751)	(560,621)	(584,492)	(663,653)	(1,177,256)
	88%		(435,128)	(461,612)	(488,181)	(514,750)	(541,318)	(567,887)	(635,625)
	90%		(382,203)	(410,548)	(439,611)	(468,878)	(498,145)	(527,412)	(556,687)
	92%		(329,539)	(360,351)	(391,311)	(423,006)	(454,972)	(486,937)	(518,903)
	94%		(277,015)	(310,320)	(343,765)	(377,381)	(411,798)	(446,462)	(481,126)
	96%		(224,499)	(260,423)	(296,367)	(332,445)	(368,779)	(405,987)	(443,349)
	98%		(171,982)	(210,533)	(249,083)	(287,680)	(326,394)	(365,548)	(405,573)
	100%		(102,415)	(160,642)	(201,818)	(242,994)	(284,261)	(325,665)	(367,796)
	102%		(57,084)	(94,854)	(154,553)	(198,355)	(242,156)	(286,107)	(330,284)
	104%		(11,753)	(51,790)	(91,826)	(153,716)	(200,143)	(246,609)	(293,227)
	106%		33,578	(8,725)	(51,029)	(93,355)	(158,130)	(207,183)	(256,355)
	108%		78,909	34,339	(10,231)	(54,800)	(99,445)	(167,796)	(219,490)
	110%		124,240	77,403	30,567	(16,269)	(63,105)	(110,077)	(182,714)
	112%		169,543	120,468	71,365	22,262	(26,841)	(76,007)	(125,252)
114%		214,810	163,532	112,163	60,793	9,424	(41,945)	(93,453)	
116%		260,077	206,548	152,961	99,325	45,689	(7,947)	(61,655)	
118%		305,344	249,551	193,758	137,856	81,953	26,051	(29,856)	
120%		350,611	292,555	234,499	176,387	118,218	60,049	1,880	

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		(102,415)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(102,415)	(160,642)	(201,818)	(242,994)	(284,261)	(325,665)	(367,796)
	10,000		(102,415)	(152,520)	(185,575)	(218,629)	(251,701)	(284,906)	(318,290)
	20,000		(102,415)	(123,909)	(169,332)	(194,265)	(219,198)	(244,206)	(269,271)
	30,000		(102,415)	(116,884)	(153,089)	(169,901)	(186,712)	(203,524)	(220,432)
	40,000		(102,415)	(109,866)	(117,375)	(124,892)	(154,226)	(162,917)	(171,607)
	50,000		(102,415)	(102,853)	(103,325)	(103,817)	(104,309)	(104,801)	(105,293)
	60,000		(102,415)	(95,840)	(89,275)	(82,742)	(76,209)	(69,676)	(63,143)
	70,000		(102,415)	(88,827)	(75,239)	(61,667)	(48,109)	(34,551)	(20,992)
	80,000		(102,415)	(81,814)	(61,212)	(40,611)	(20,010)	575	21,158
	90,000		(102,415)	(74,801)	(47,186)	(19,572)	8,043	35,657	63,272
	100,000		(102,415)	(67,787)	(33,160)	1,468	36,095	70,723	105,350

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San29** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **15**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	15 Units
AH Policy requirement (% Target)	10%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 90%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented 2.5% % of total (>10% First Homes PPG 023)
	100.0% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	4.7	12.4%	0.2	33%	4.9
3 bed House	40.0%	5.4	26.8%	0.4	39%	5.8
4 bed House	25.0%	3.4	20.0%	0.3	25%	3.7
5 bed House	0.0%	0.0	5.9%	0.1	1%	0.1
1 bed Flat	0.0%	0.0	22.5%	0.3	2%	0.3
2 bed Flat	0.0%	0.0	12.4%	0.2	1%	0.2
<b>Total number of units</b>	<b>100.0%</b>	<b>13.5</b>	<b>100.0%</b>	<b>1.5</b>	<b>100%</b>	<b>15.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	373	4,018	15	158	388	4,176
3 bed House	540	5,813	40	433	580	6,245
4 bed House	432	4,650	38	413	470	5,063
5 bed House	0	0	14	152	14	152
1 bed Flat	0	0	20	214	20	214
2 bed Flat	0	0	15	165	15	165
	<b>1,345</b>	<b>14,480</b>	<b>143</b>	<b>1,535</b>	<b>1,488</b>	<b>16,016</b>

AH % by floor area: 9.59% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	145,000	2,339	217	0
2 bed House	170,000	2,152	200	834,870
3 bed House	205,000	2,050	190	1,189,410
4 bed House	265,000	2,070	192	973,875
5 bed House	340,000	2,125	197	30,090
1 bed Flat	115,000	2,300	214	38,813
2 bed Flat	135,000	1,929	179	25,110
				<b>3,092,168</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	4.7	@	170,000	803,250
3 bed House	5.4	@	205,000	1,107,000
4 bed House	3.4	@	265,000	894,375
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	13.5			2,804,625
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.1	@	102,000	14,229
3 bed House	0.3	@	123,000	37,085
4 bed House	0.2	@	159,000	35,775
5 bed House	0.1	@	204,000	13,541
1 bed Flat	0.3	@	69,000	17,466
2 bed Flat	0.1	@	81,000	11,300
	1.1			129,394
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.0	@	119,000	5,534
3 bed House	0.1	@	143,500	14,422
4 bed House	0.1	@	185,500	13,913
5 bed House	0.0	@	238,000	5,266
1 bed Flat	0.1	@	80,500	6,792
2 bed Flat	0.0	@	94,500	4,394
	0.4			50,320
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	1.5		-
<b>Sub-total GDV Residential</b>				
	15			2,984,339
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>107,828</b>
		<b>72 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	2	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>2,984,339</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(6,930)
Planning Application Professional Fees, Surveys and reports						(20,000)
CIL						(27,766)
		1,345 sqm (Market only)		20.64 £ psm		
		0.93% % of GDV		1,851 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	15 units @		9,633 per unit		(144,495)
	Sub-total					(144,495)
		S106 analysis: 385,320 £ per ha	4.84% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						-
		1,488 sqm (total)		0 £ psm		
		Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		0.38 ha @		0 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	15 units @		0 per unit		-
	Sub-total					-
		Infra. Costs analysis: - £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		- sqm @		1,211 psm		-
2 bed House		388 sqm @		1,211 psm		(469,830)
3 bed House		580 sqm @		1,211 psm		(702,622)
4 bed House		470 sqm @		1,211 psm		(569,654)
5 bed House		14 sqm @		1,211 psm		(17,148)
1 bed Flat		20 sqm @		1,410 psm		(27,993)
2 bed Flat		15 sqm @		1,410 psm		(21,598)
Garages for 3 bed House	(OMS only)	5 units @	0% @	11,754 £ per garage		-
Garages for 4 bed House	(OMS only)	3 units @	75% @	11,754 £ per garage		(29,752)
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage		-
External works						(275,790)
		1,838,598 @		15.0%		
				18,386 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(15,045)
		15 units @		1,003 £ per unit		
M4(2) Category 2 Housing	Aff units	2 units @	100% @	521 £ per unit		(782)
M4(2) Category 2 Housing	OMS units	14 units @	100% @	521 £ per unit		(7,034)
M4(3) Category 3 Housing	Aff units	2 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	14 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		15 units @		4,449 £ per unit		(66,735)
Renewable Energy		15 units @		0 £ per unit		-
EV Charging Points - Houses		14 units @		0 £ per unit		-
EV Charging Points - Flats		1 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		15 units @		0 £ per unit		-
	Sub-total					(89,595)
		Policy Costs analysis: (design costs only)		5,973 £ per unit (total units)		
Contingency (on construction)						(110,199)
		2,203,982 @		5.0%		

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**

Notes:

<b>Professional Fees</b>	2,203,982 @	6.5%		(143,259)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,804,625 OMS @	3.00%	5,609 £ per unit	(84,139)
Residential Sales Agent Costs	2,804,625 OMS @	1.00%	1,870 £ per unit	(28,046)
Residential Sales Legal Costs	2,804,625 OMS @	0.25%	467 £ per unit	(7,012)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>8,613 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(41,022)
<b>Developers Profit -</b>				
Profit on OMS	2,804,625	18.00%		(504,833)
Margin on AH	179,714	6.00% on AH values		(10,783)
<b>Profit analysis:</b>	<b>2,984,339</b>	<b>17.28% blended GDV</b>	<b>(515,615)</b>	
	<b>2,926,850</b>	<b>17.62% on costs</b>	<b>(515,615)</b>	
<b>TOTAL COSTS</b>				<b>(3,442,466)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(458,127)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(458,127)</b>
<b>RLV analysis:</b>	<b>(30,542) £ per plot</b>	<b>(1,221,671) £ per ha (net)</b>	<b>(494,403) £ per acre (net)</b>	
		<b>(977,337) £ per ha (gross)</b>	<b>(395,523) £ per acre (gross)</b>	
			<b>-15.35% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	0.47 ha (gross)		1.16 acres (gross)	
<b>Density analysis:</b>	<b>3,968 sqm/ha (net)</b>	<b>17,284 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	138,994
<b>BLV analysis:</b>	<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)	<b>(1,592,321) £ per ha (net)</b>	<b>(644,403) £ per acre (net)</b>		<b>(597,120)</b>

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Scheme Typology: **Low Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(644,403)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(538,506)	(575,823)	(613,140)	(650,457)	(688,415)	(727,143)	(765,872)
	10.00		(555,336)	(591,812)	(628,287)	(664,762)	(702,186)	(740,054)	(777,922)
	20.00		(572,166)	(607,800)	(643,434)	(679,068)	(715,957)	(752,964)	(789,972)
	30.00		(588,996)	(623,789)	(658,581)	(693,582)	(729,728)	(765,875)	(802,021)
	40.00		(605,827)	(639,777)	(673,728)	(708,213)	(743,499)	(778,785)	(814,071)
	50.00		(622,657)	(655,766)	(688,875)	(722,845)	(757,271)	(791,696)	(826,121)
	60.00		(639,487)	(671,755)	(704,022)	(737,477)	(771,042)	(804,606)	(838,171)
	70.00		(656,317)	(687,743)	(719,405)	(752,109)	(784,813)	(817,517)	(850,220)
	80.00		(673,147)	(703,732)	(734,898)	(766,741)	(798,584)	(830,427)	(862,270)
	90.00		(689,977)	(719,720)	(750,390)	(781,373)	(812,355)	(843,338)	(874,320)
	100.00		(706,807)	(735,772)	(765,883)	(796,005)	(826,126)	(856,248)	(886,370)
	110.00		(723,637)	(752,115)	(781,376)	(810,637)	(839,898)	(869,159)	(898,420)
	120.00		(740,467)	(768,468)	(796,868)	(825,268)	(853,669)	(882,069)	(910,469)
	130.00		(757,297)	(784,821)	(812,361)	(839,900)	(867,440)	(894,980)	(922,519)
	140.00		(774,127)	(801,174)	(827,853)	(854,532)	(881,211)	(907,890)	(934,569)
	150.00		(791,210)	(817,528)	(843,346)	(869,164)	(894,982)	(920,800)	(946,619)
	160.00		(808,293)	(833,881)	(858,838)	(883,796)	(908,753)	(933,711)	(958,668)
	170.00		(826,137)	(850,234)	(874,331)	(898,428)	(922,525)	(946,621)	(970,718)
	180.00		(843,351)	(866,588)	(889,824)	(913,060)	(936,296)	(959,532)	(982,768)
	190.00		(860,565)	(882,941)	(905,316)	(927,692)	(950,067)	(972,442)	(994,818)
200.00		(877,779)	(899,294)	(920,809)	(942,323)	(963,838)	(985,353)	(1,006,868)	
210.00		(894,993)	(915,647)	(936,301)	(956,955)	(977,609)	(998,263)	(1,018,917)	
220.00		(912,207)	(932,001)	(951,794)	(971,587)	(991,380)	(1,011,174)	(1,030,967)	
230.00		(929,421)	(948,354)	(967,286)	(986,219)	(1,005,152)	(1,024,084)	(1,043,017)	
240.00		(946,635)	(964,707)	(982,779)	(1,000,851)	(1,018,923)	(1,036,995)	(1,055,067)	
250.00		(963,849)	(981,060)	(998,272)	(1,015,483)	(1,032,694)	(1,049,905)	(1,067,116)	

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(644,403)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(411,120)	(446,436)	(481,752)	(517,290)	(552,870)	(588,450)	(624,338)
	1,000		(427,914)	(463,230)	(498,599)	(534,179)	(569,759)	(605,339)	(641,613)
	2,000		(444,709)	(480,025)	(515,488)	(551,068)	(586,648)	(622,228)	(658,887)
	3,000		(461,503)	(496,819)	(532,377)	(567,957)	(603,537)	(639,209)	(676,161)
	4,000		(478,297)	(513,687)	(549,267)	(584,847)	(620,426)	(656,484)	(693,436)
	5,000		(495,091)	(530,576)	(566,156)	(601,736)	(637,316)	(673,758)	(710,710)
	6,000		(511,886)	(547,465)	(583,045)	(618,625)	(654,205)	(691,033)	(727,985)
	7,000		(528,774)	(564,354)	(599,934)	(635,514)	(671,355)	(708,307)	(745,259)
	8,000		(545,663)	(581,243)	(616,823)	(652,403)	(688,629)	(725,581)	(762,534)
	9,000		(562,553)	(598,133)	(633,713)	(669,293)	(705,904)	(742,856)	(779,808)
	10,000		(579,442)	(615,022)	(650,602)	(686,236)	(723,178)	(760,130)	(797,082)
	11,000		(596,331)	(631,911)	(667,491)	(703,500)	(740,453)	(777,405)	(814,357)
	12,000		(613,220)	(648,800)	(684,380)	(720,775)	(757,727)	(794,679)	(831,631)
	13,000		(630,109)	(665,689)	(701,269)	(738,049)	(775,001)	(811,954)	(848,906)
	14,000		(646,999)	(682,579)	(718,371)	(755,324)	(792,276)	(829,228)	(866,180)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(644,403)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(472,353)	(512,978)	(553,602)	(594,227)	(636,126)	(678,123)	(720,119)
	17.5%		(556,428)	(592,849)	(629,270)	(665,691)	(703,386)	(741,179)	(778,972)
	20.0%		(640,504)	(672,721)	(704,938)	(737,155)	(770,647)	(804,236)	(837,825)
	22.5%		(724,579)	(752,592)	(780,605)	(808,619)	(837,907)	(867,292)	(896,678)
	25.0%		(808,654)	(832,464)	(856,273)	(880,083)	(905,167)	(930,349)	(955,530)
	27.5%		(892,730)	(912,335)	(931,941)	(951,546)	(972,427)	(993,405)	(1,014,383)

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(644,403)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(523,243)	(558,823)	(594,403)	(629,983)	(666,838)	(703,791)	(740,743)
	150,000		(573,243)	(608,823)	(644,403)	(679,983)	(716,838)	(753,791)	(790,743)
	200,000		(623,243)	(658,823)	(694,403)	(729,983)	(766,838)	(803,791)	(840,743)
	250,000		(673,243)	(708,823)	(744,403)	(779,983)	(816,838)	(853,791)	(890,743)
	300,000		(723,243)	(758,823)	(794,403)	(829,983)	(866,838)	(903,791)	(940,743)
	350,000		(773,243)	(808,823)	(844,403)	(879,983)	(916,838)	(953,791)	(990,743)
	400,000		(823,243)	(858,823)	(894,403)	(929,983)	(966,838)	(1,003,791)	(1,040,743)
	450,000		(873,243)	(908,823)	(944,403)	(979,983)	(1,016,838)	(1,053,791)	(1,090,743)
	500,000		(923,243)	(958,823)	(994,403)	(1,029,983)	(1,066,838)	(1,103,791)	(1,140,743)
	550,000		(973,243)	(1,008,823)	(1,044,403)	(1,079,983)	(1,116,838)	(1,153,791)	(1,190,743)
	600,000		(1,023,243)	(1,058,823)	(1,094,403)	(1,129,983)	(1,166,838)	(1,203,791)	(1,240,743)
	650,000		(1,073,243)	(1,108,823)	(1,144,403)	(1,179,983)	(1,216,838)	(1,253,791)	(1,290,743)
	700,000		(1,123,243)	(1,158,823)	(1,194,403)	(1,229,983)	(1,266,838)	(1,303,791)	(1,340,743)
	750,000		(1,173,243)	(1,208,823)	(1,244,403)	(1,279,983)	(1,316,838)	(1,353,791)	(1,390,743)
	800,000		(1,223,243)	(1,258,823)	(1,294,403)	(1,329,983)	(1,366,838)	(1,403,791)	(1,440,743)
850,000		(1,273,243)	(1,308,823)	(1,344,403)	(1,379,983)	(1,416,838)	(1,453,791)	(1,490,743)	

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(644,403)							
			169,304	139,055	108,806	78,556	48,269	17,922	(12,450)
			58,467	28,160	(2,259)	(32,693)	(63,270)	(93,847)	(124,423)
			(53,363)	(83,899)	(114,436)	(157,288)	(192,590)	(227,892)	(263,211)
			(181,323)	(216,579)	(251,834)	(287,238)	(322,694)	(358,150)	(393,607)
			(311,546)	(346,955)	(382,365)	(417,774)	(453,184)	(488,783)	(524,457)
			(442,222)	(477,585)	(513,082)	(548,709)	(584,336)	(619,963)	(656,618)
			(573,243)	(608,823)	(644,403)	(679,983)	(716,838)	(753,791)	(790,743)
			(704,659)	(740,347)	(777,251)	(814,155)	(851,059)	(887,963)	(924,867)
			(837,856)	(874,712)	(911,568)	(948,424)	(985,279)	(1,022,135)	(1,058,991)
			(972,269)	(1,009,077)	(1,045,885)	(1,082,692)	(1,119,500)	(1,156,308)	(1,193,115)
			(1,106,682)	(1,143,442)	(1,180,201)	(1,216,961)	(1,253,721)	(1,290,480)	(1,327,240)
			(1,241,095)	(1,277,807)	(1,314,518)	(1,351,230)	(1,387,941)	(1,424,653)	(1,461,364)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(644,403)							
			489,113	524,564	560,144	595,724	631,304	667,609	704,561
			507,946	543,503	579,083	614,663	650,243	686,980	723,932
			526,862	562,442	598,022	633,602	669,399	706,351	743,303
			545,801	581,381	616,961	652,541	688,770	725,722	762,674
			564,740	600,320	635,900	671,480	708,141	745,093	782,045
			583,679	619,259	654,839	690,560	727,512	764,464	801,416
			602,618	638,198	673,778	709,931	746,883	783,535	820,787
			621,557	657,137	692,717	729,302	766,254	803,206	840,158
			640,496	676,076	711,727	748,673	785,625	822,577	859,529
			659,435	695,015	731,092	768,044	804,996	841,948	878,900
			678,374	713,954	750,463	787,415	824,367	861,319	898,271
			697,313	732,915	769,834	806,786	843,738	880,690	917,642
			716,252	752,252	789,205	826,157	863,109	900,061	937,013
			735,191	771,623	808,576	845,528	882,480	919,432	956,384
			754,130	790,994	827,947	864,899	901,851	938,803	975,755
			773,413	810,365	847,318	884,270	921,222	958,174	995,126
		792,784	829,736	866,689	903,641	940,593	977,545	1,014,497	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(644,403)							
			(1,127,642)	(1,136,664)	(1,145,685)	(1,154,707)	(1,163,728)	(1,172,750)	(1,181,771)
			(1,071,781)	(1,083,595)	(1,095,410)	(1,107,225)	(1,119,039)	(1,130,854)	(1,142,669)
			(1,015,920)	(1,030,527)	(1,045,135)	(1,059,743)	(1,074,350)	(1,088,958)	(1,103,566)
			(960,058)	(977,459)	(994,860)	(1,012,261)	(1,029,661)	(1,047,062)	(1,064,463)
			(904,197)	(924,391)	(944,585)	(964,779)	(984,972)	(1,005,166)	(1,025,360)
			(848,336)	(871,323)	(894,310)	(917,296)	(940,283)	(963,270)	(986,257)
			(792,475)	(818,255)	(844,035)	(869,814)	(895,594)	(921,374)	(947,154)
			(736,613)	(765,186)	(793,759)	(822,332)	(850,905)	(879,478)	(908,051)
			(681,932)	(712,131)	(743,484)	(774,850)	(806,216)	(837,582)	(868,948)
			(627,588)	(660,451)	(693,313)	(727,368)	(761,527)	(795,686)	(829,846)
			(573,243)	(608,823)	(644,403)	(679,983)	(716,838)	(753,791)	(790,743)
			(518,899)	(557,196)	(595,493)	(633,791)	(672,154)	(711,895)	(751,640)
			(464,899)	(505,615)	(546,584)	(587,598)	(628,612)	(669,999)	(712,537)
		(410,899)	(454,315)	(497,731)	(541,405)	(585,137)	(628,869)	(673,434)	
		(356,899)	(403,015)	(449,131)	(495,246)	(541,661)	(588,110)	(634,559)	
		(302,899)	(351,714)	(400,530)	(449,346)	(498,186)	(547,352)	(596,518)	
		(249,021)	(300,414)	(351,930)	(403,446)	(454,962)	(506,594)	(558,477)	
		(195,333)	(249,240)	(303,330)	(357,546)	(411,762)	(465,978)	(520,436)	
		(131,442)	(198,236)	(254,828)	(311,646)	(368,562)	(425,478)	(482,395)	
		(85,001)	(136,275)	(206,508)	(265,784)	(325,362)	(384,978)	(444,594)	
		(38,561)	(92,157)	(158,189)	(220,149)	(282,162)	(344,478)	(406,794)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(644,403)							
			(573,243)	(608,823)	(644,403)	(679,983)	(716,838)	(753,791)	(790,743)
			(573,243)	(600,378)	(627,513)	(654,648)	(682,288)	(710,602)	(738,916)
			(573,243)	(591,933)	(610,623)	(629,313)	(648,003)	(667,413)	(687,090)
			(573,243)	(583,488)	(593,733)	(603,978)	(614,222)	(624,467)	(635,264)
			(573,243)	(575,043)	(576,843)	(578,642)	(580,442)	(582,241)	(584,041)
			(573,243)	(566,598)	(559,952)	(553,307)	(546,661)	(540,016)	(533,370)
			(573,243)	(558,153)	(543,062)	(527,972)	(512,881)	(497,791)	(482,700)
			(573,243)	(549,708)	(526,172)	(502,636)	(479,101)	(455,565)	(432,095)
			(573,243)	(541,263)	(509,282)	(477,304)	(445,439)	(413,574)	(381,709)
			(573,243)	(532,818)	(492,392)	(452,111)	(411,849)	(371,586)	(331,324)
		(573,243)	(524,373)	(475,579)	(426,919)	(378,258)	(329,598)	(280,938)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **San30** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **30**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				30 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	0.0
2 bed House	35.0%	9.5	12.4%	0.4	33%	9.8	9.8
3 bed House	40.0%	10.8	26.8%	0.8	39%	11.6	11.6
4 bed House	25.0%	6.8	20.0%	0.6	25%	7.4	7.4
5 bed House	0.0%	0.0	5.9%	0.2	1%	0.2	0.2
1 bed Flat	0.0%	0.0	22.5%	0.7	2%	0.7	0.7
2 bed Flat	0.0%	0.0	12.4%	0.4	1%	0.4	0.4
Total number of units	100.0%	27.0	100.0%	3.0	100%	30.0	30.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	62.0	667			62.0	667	
2 bed House	79.0	850			79.0	850	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	128.0	1,378			128.0	1,378	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	62.0	667			62.0	667	
2 bed House	79.0	850			79.0	850	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	128.0	1,378			128.0	1,378	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House	0	0	0	0	0	0	0
2 bed House	747	8,036	29	316	776	8,352	
3 bed House	1,080	11,625	80	865	1,160	12,490	
4 bed House	864	9,300	77	827	941	10,127	
5 bed House	0	0	28	305	28	305	
1 bed Flat	0	0	40	427	40	427	
2 bed Flat	0	0	31	330	31	330	
	2,691	28,961	285	3,070	2,976	32,031	
AH % by floor area:				9.59% AH % by floor area (difference due to mix)			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House	145,000	2,339	217			0	
2 bed House	170,000	2,152	200			1,669,740	
3 bed House	205,000	2,050	190			2,378,820	
4 bed House	265,000	2,070	192			1,947,750	
5 bed House	340,000	2,125	197			60,180	
1 bed Flat	115,000	2,300	214			77,625	
2 bed Flat	135,000	1,929	179			50,220	
						6,184,335	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250
* capped @£250K							

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Scheme Typology: **Low Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	9.5	@	170,000	1,606,500
3 bed House	10.8	@	205,000	2,214,000
4 bed House	6.8	@	265,000	1,788,750
5 bed House	0.0	@	340,000	-
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	27.0			5,609,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.3	@	102,000	28,458
3 bed House	0.6	@	123,000	74,169
4 bed House	0.5	@	159,000	71,550
5 bed House	0.1	@	204,000	27,081
1 bed Flat	0.5	@	69,000	34,931
2 bed Flat	0.3	@	81,000	22,599
	2.3			258,788
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	119,000	11,067
3 bed House	0.2	@	143,500	28,844
4 bed House	0.2	@	185,500	27,825
5 bed House	0.0	@	238,000	10,532
1 bed Flat	0.2	@	80,500	13,584
2 bed Flat	0.1	@	94,500	8,789
	0.8			100,640
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	3.0		-
<b>Sub-total GDV Residential</b>	<b>30</b>			<b>5,968,678</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>215,657</b>
		<b>72 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	<b>3</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				<b>5,968,678</b>

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Scheme Typology: **Low Value Greenfield** No Units: **30**  
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 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(13,860)
Planning Application Professional Fees, Surveys and reports					(40,000)
CIL		2,691 sqm (Market only)		20.64 £ psm	(55,533)
	<b>CIL analysis:</b>	<b>0.93% % of GDV</b>		<b>1,851 £ per unit (total units)</b>	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	30 units @		9,633 per unit	(288,990)
	Sub-total				(288,990)
	<b>S106 analysis:</b>	<b>385,320 £ per ha</b>	<b>4.84% % of GDV</b>	<b>9,633 £ per unit (total units)</b>	
AH Commuted Sum		2,976 sqm (total)		0 £ psm	-
	<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		0.75 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	30 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>	
1 bed House		- sqm @		1,211 psm	-
2 bed House		776 sqm @		1,211 psm	(939,661)
3 bed House		1,160 sqm @		1,211 psm	(1,405,244)
4 bed House		941 sqm @		1,211 psm	(1,139,309)
5 bed House		28 sqm @		1,211 psm	(34,296)
1 bed Flat		40 sqm @		1,410 psm	(55,985)
2 bed Flat		31 sqm @		1,410 psm	(43,196)
Garages for 3 bed House (OMS only)	11 units @		0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)	7 units @		75% @	11,754 £ per garage	(59,505)
Garages for 5 bed House (OMS only)	- units @		120% @	11,754 £ per garage	-
External works		3,677,195 @		15.0%	(551,579)
	<b>Ext. Works analysis:</b>			<b>18,386 £ per unit (total units)</b>	
Policy Costs on design -					
Net Biodiversity costs		30 units @		1,003 £ per unit	(30,090)
M4(2) Category 2 Housing Aff units	3 units @		100% @	521 £ per unit	(1,563)
M4(2) Category 2 Housing OMS units	27 units @		100% @	521 £ per unit	(14,067)
M4(3) Category 3 Housing Aff units	3 units @		0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units	27 units @		0% @	10,111 £ per unit	-
Part L 2025/FHS	30 units @			4,449 £ per unit	(133,470)
Renewable Energy	30 units @			0 £ per unit	-
EV Charging Points - Houses	29 units @			0 £ per unit	-
EV Charging Points - Flats	1 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency	30 units @			0 £ per unit	-
	Sub-total				(179,190)
	<b>Policy Costs analysis: (design costs only)</b>			<b>5,973 £ per unit (total units)</b>	
Contingency (on construction)		4,407,965 @		5.0%	(220,398)

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 Notes:

<b>Professional Fees</b>	4,407,965 @	6.5%		(286,518)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	5,609,250 OMS @	3.00%	5,609 £ per unit	(168,278)
Residential Sales Agent Costs	5,609,250 OMS @	1.00%	1,870 £ per unit	(56,093)
Residential Sales Legal Costs	5,609,250 OMS @	0.25%	467 £ per unit	(14,023)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>8,280 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(29,754)
<b>Developers Profit -</b>				
Profit on OMS	5,609,250	18.00%		(1,009,665)
Margin on AH	359,428	6.00% on AH values		(21,566)
<b>Profit analysis:</b>	<b>5,968,678</b>	<b>17.28% blended GDV</b>	<b>(1,031,231)</b>	
	<b>5,691,411</b>	<b>18.12% on costs</b>	<b>(1,031,231)</b>	
<b>TOTAL COSTS</b>				<b>(6,722,642)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(753,964)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(753,964)</b>
<b>RLV analysis:</b>	<b>(25,132) £ per plot</b>	<b>(1,005,285) £ per ha (net)</b>	<b>(406,833) £ per acre (net)</b>	
		<b>(804,228) £ per ha (gross)</b>	<b>(325,467) £ per acre (gross)</b>	
			<b>-12.63% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	0.94 ha (gross)		2.32 acres (gross)	
<b>Density analysis:</b>	<b>3,968 sqm/ha (net)</b>	<b>17,284 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	277,988
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(1,375,935) £ per ha (net)</b>	<b>(556,833) £ per acre (net)</b>	<b>(1,031,951)</b>



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 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(556,833)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(452,445)	(489,321)	(526,347)	(563,564)	(601,117)	(639,465)	(679,912)	(719,912)
	10.00	(468,785)	(504,856)	(541,095)	(577,568)	(614,361)	(652,287)	(692,096)	(732,096)
	20.00	(485,124)	(520,423)	(555,886)	(591,589)	(627,629)	(665,155)	(704,288)	(744,288)
	30.00	(501,464)	(535,990)	(570,680)	(605,609)	(640,940)	(678,033)	(716,479)	(755,479)
	40.00	(517,803)	(551,557)	(585,475)	(619,646)	(654,316)	(690,962)	(728,670)	(767,670)
	50.00	(534,163)	(567,124)	(600,273)	(633,718)	(667,923)	(703,914)	(740,861)	(778,861)
	60.00	(550,549)	(582,728)	(615,117)	(647,790)	(681,588)	(716,908)	(753,053)	(789,053)
	70.00	(566,935)	(598,344)	(629,962)	(661,888)	(695,294)	(729,953)	(765,244)	(800,244)
	80.00	(583,322)	(613,960)	(644,807)	(676,057)	(709,020)	(743,015)	(777,435)	(811,435)
	90.00	(599,708)	(629,576)	(659,697)	(690,405)	(722,791)	(756,077)	(789,626)	(822,626)
	100.00	(616,145)	(645,244)	(674,597)	(704,923)	(736,582)	(769,139)	(801,818)	(833,818)
	110.00	(632,583)	(660,914)	(689,498)	(719,442)	(750,439)	(782,201)	(814,009)	(845,009)
	120.00	(649,021)	(676,583)	(704,487)	(734,012)	(764,326)	(795,263)	(826,200)	(856,200)
	130.00	(665,474)	(692,298)	(719,743)	(748,596)	(778,259)	(808,325)	(838,392)	(867,392)
	140.00	(681,968)	(708,026)	(735,089)	(763,240)	(792,192)	(821,387)	(850,583)	(878,583)
	150.00	(698,463)	(723,756)	(750,463)	(777,906)	(806,125)	(834,449)	(862,774)	(890,774)
	160.00	(714,966)	(739,725)	(765,867)	(792,632)	(820,058)	(847,512)	(874,965)	(901,965)
	170.00	(731,522)	(755,884)	(781,309)	(807,408)	(833,991)	(860,574)	(887,157)	(912,157)
	180.00	(748,077)	(772,089)	(796,794)	(822,211)	(847,923)	(873,636)	(899,348)	(924,348)
	190.00	(764,809)	(788,316)	(812,309)	(837,015)	(861,856)	(886,698)	(911,539)	(935,539)
200.00	(781,820)	(804,586)	(827,895)	(851,819)	(875,789)	(899,708)	(923,730)	(946,730)	
210.00	(798,839)	(820,885)	(843,522)	(866,622)	(889,722)	(912,822)	(935,922)	(958,922)	
220.00	(815,921)	(837,243)	(859,197)	(881,426)	(903,655)	(925,884)	(948,113)	(969,113)	
230.00	(833,009)	(853,629)	(874,871)	(896,230)	(917,588)	(938,946)	(960,304)	(980,304)	
240.00	(850,167)	(870,088)	(890,546)	(911,033)	(931,521)	(952,008)	(972,495)	(991,495)	
250.00	(867,348)	(886,604)	(906,220)	(925,837)	(945,454)	(965,070)	(984,687)	(1,003,687)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(556,833)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(328,468)	(363,506)	(398,598)	(433,788)	(469,117)	(504,640)	(540,516)	(576,816)
	1,000	(344,823)	(379,861)	(414,995)	(450,194)	(485,566)	(521,186)	(557,142)	(593,512)
	2,000	(361,178)	(396,215)	(431,392)	(466,638)	(502,062)	(537,738)	(573,823)	(610,368)
	3,000	(377,533)	(412,599)	(447,789)	(483,082)	(518,557)	(554,306)	(590,597)	(627,392)
	4,000	(393,887)	(428,996)	(464,186)	(499,525)	(535,053)	(570,919)	(607,476)	(644,766)
	5,000	(410,242)	(445,393)	(480,602)	(515,979)	(551,597)	(587,533)	(624,644)	(661,988)
	6,000	(426,600)	(461,790)	(497,046)	(532,474)	(568,149)	(604,212)	(641,877)	(679,188)
	7,000	(442,997)	(478,187)	(513,490)	(548,970)	(584,709)	(620,967)	(657,816)	(694,316)
	8,000	(459,394)	(494,584)	(529,934)	(565,465)	(601,323)	(637,915)	(675,265)	(712,425)
	9,000	(475,791)	(511,011)	(546,391)	(582,008)	(617,937)	(655,079)	(692,488)	(730,228)
	10,000	(492,188)	(527,455)	(562,887)	(598,560)	(634,602)	(672,297)	(711,482)	(750,307)
	11,000	(508,585)	(543,898)	(579,383)	(615,113)	(651,356)	(688,179)	(725,642)	(763,797)
	12,000	(524,981)	(560,342)	(595,878)	(631,726)	(668,376)	(706,917)	(746,437)	(786,088)
	13,000	(541,419)	(576,804)	(612,419)	(648,340)	(685,518)	(724,324)	(763,914)	(804,414)
	14,000	(557,863)	(593,300)	(628,972)	(664,992)	(702,733)	(741,802)	(781,391)	(821,541)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(556,833)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(385,280)	(425,574)	(466,032)	(506,729)	(547,768)	(590,311)	(634,445)	(680,179)
	17.5%	(469,355)	(505,445)	(541,700)	(578,193)	(615,028)	(653,367)	(693,297)	(734,817)
	20.0%	(553,430)	(585,317)	(617,367)	(649,657)	(682,289)	(716,424)	(752,150)	(789,568)
	22.5%	(637,506)	(665,188)	(693,035)	(721,121)	(749,549)	(779,480)	(811,003)	(844,126)
	25.0%	(721,581)	(745,060)	(768,703)	(792,585)	(816,809)	(842,536)	(869,855)	(898,778)
	27.5%	(805,656)	(824,931)	(844,371)	(864,049)	(884,069)	(905,593)	(928,708)	(953,423)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(556,833)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(436,170)	(471,420)	(506,833)	(542,486)	(578,480)	(615,978)	(655,068)	(695,768)
	150,000	(486,170)	(521,420)	(556,833)	(592,486)	(628,480)	(665,978)	(705,068)	(745,768)
	200,000	(536,170)	(571,420)	(606,833)	(642,486)	(678,480)	(715,978)	(755,068)	(795,768)
	250,000	(586,170)	(621,420)	(656,833)	(692,486)	(728,480)	(765,978)	(805,068)	(845,768)
	300,000	(636,170)	(671,420)	(706,833)	(742,486)	(778,480)	(815,978)	(855,068)	(895,768)
	350,000	(686,170)	(721,420)	(756,833)	(792,486)	(828,480)	(865,978)	(905,068)	(945,768)
	400,000	(736,170)	(771,420)	(806,833)	(842,486)	(878,480)	(915,978)	(955,068)	(995,768)
	450,000	(786,170)	(821,420)	(856,833)	(892,486)	(928,480)	(965,978)	(1,005,068)	(1,045,768)
	500,000	(836,170)	(871,420)	(906,833)	(942,486)	(978,480)	(1,015,978)	(1,055,068)	(1,095,768)
	550,000	(886,170)	(921,420)	(956,833)	(992,486)	(1,028,480)	(1,065,978)	(1,105,068)	(1,145,768)
	600,000	(936,170)	(971,420)	(1,006,833)	(1,042,486)	(1,078,480)	(1,115,978)	(1,155,068)	(1,195,768)
	650,000	(986,170)	(1,021,420)	(1,056,833)	(1,092,486)	(1,128,480)	(1,165,978)	(1,205,068)	(1,245,768)
	700,000	(1,036,170)	(1,071,420)	(1,106,833)	(1,142,486)	(1,178,480)	(1,215,978)	(1,255,068)	(1,295,768)
	750,000	(1,086,170)	(1,121,420)	(1,156,833)	(1,192,486)	(1,228,480)	(1,265,978)	(1,305,068)	(1,345,768)
	800,000	(1,136,170)	(1,171,420)	(1,206,833)	(1,242,486)	(1,278,480)	(1,315,978)	(1,355,068)	(1,395,768)
	850,000	(1,186,170)	(1,221,420)	(1,256,833)	(1,292,486)	(1,328,480)	(1,365,978)	(1,405,068)	(1,445,768)

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(556,833)						
	70%	221,448	191,217	160,987	130,737	100,461	70,184	39,907
	75%	112,444	82,207	51,969	21,732	(8,506)	(38,782)	(69,087)
	80%	3,321	(26,877)	(57,140)	(87,405)	(117,671)	(154,192)	(189,284)
	85%	(105,959)	(136,185)	(175,539)	(210,585)	(245,632)	(280,753)	(315,927)
	90%	(232,159)	(267,160)	(302,184)	(337,312)	(372,478)	(407,759)	(443,192)
	95%	(358,970)	(394,053)	(429,233)	(464,485)	(499,917)	(535,606)	(571,676)
	100%	(486,170)	(521,420)	(556,833)	(592,486)	(628,480)	(665,978)	(705,068)
	105%	(613,933)	(649,550)	(685,471)	(722,922)	(761,693)	(801,234)	(840,774)
	110%	(742,664)	(780,097)	(818,602)	(858,005)	(897,497)	(936,989)	(976,481)
	115%	(875,771)	(914,971)	(954,414)	(993,857)	(1,033,300)	(1,072,744)	(1,112,187)
	120%	(1,011,526)	(1,050,921)	(1,090,315)	(1,129,710)	(1,169,104)	(1,208,499)	(1,247,893)
	125%	(1,147,525)	(1,186,871)	(1,226,216)	(1,265,562)	(1,304,908)	(1,344,254)	(1,383,600)

**TABLE 7**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(556,833)						
	0	(404,557)	(439,670)	(474,859)	(510,208)	(545,761)	(581,660)	(618,523)
	1,000	(422,866)	(458,031)	(493,260)	(528,661)	(564,310)	(600,321)	(637,829)
	2,000	(441,203)	(476,393)	(511,679)	(547,142)	(582,858)	(619,082)	(657,219)
	3,000	(459,564)	(494,754)	(530,098)	(565,624)	(601,471)	(638,060)	(676,693)
	4,000	(477,926)	(513,150)	(548,535)	(584,157)	(620,092)	(657,310)	(696,268)
	5,000	(496,287)	(531,568)	(567,016)	(602,706)	(638,784)	(676,620)	(715,867)
	6,000	(514,649)	(549,987)	(585,498)	(621,283)	(657,624)	(696,018)	(735,467)
	7,000	(533,039)	(568,409)	(604,005)	(639,904)	(676,828)	(715,500)	(755,066)
	8,000	(551,458)	(586,890)	(622,554)	(658,547)	(696,097)	(735,076)	(774,666)
	9,000	(569,877)	(605,372)	(641,103)	(677,294)	(715,420)	(754,676)	(794,265)
	10,000	(588,296)	(623,853)	(659,715)	(696,377)	(734,818)	(774,275)	(813,865)
	11,000	(606,764)	(642,402)	(678,336)	(715,595)	(754,307)	(793,875)	(833,464)
	12,000	(625,246)	(660,951)	(697,010)	(734,883)	(773,885)	(813,474)	(853,064)
	13,000	(643,727)	(679,526)	(715,949)	(754,219)	(793,485)	(833,074)	(872,663)
	14,000	(662,250)	(698,147)	(735,145)	(773,618)	(813,084)	(852,673)	(892,263)
	15,000	(680,798)	(716,773)	(754,364)	(793,114)	(832,684)	(872,273)	(911,862)
16,000	(699,347)	(735,557)	(773,670)	(812,694)	(852,283)	(891,872)	(931,462)	

**TABLE 8**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(556,833)						
	80%	(1,041,813)	(1,052,688)	(1,063,563)	(1,074,439)	(1,085,314)	(1,096,189)	(1,107,065)
	82%	(984,385)	(998,131)	(1,011,878)	(1,025,625)	(1,039,372)	(1,053,118)	(1,066,865)
	84%	(926,957)	(943,575)	(960,193)	(976,811)	(993,429)	(1,010,047)	(1,026,665)
	86%	(869,528)	(889,018)	(908,507)	(927,997)	(947,487)	(966,976)	(986,466)
	88%	(812,145)	(834,461)	(856,822)	(879,183)	(901,544)	(923,905)	(946,266)
	90%	(755,536)	(780,016)	(805,137)	(830,369)	(855,602)	(880,834)	(906,066)
	92%	(699,895)	(726,404)	(753,614)	(781,555)	(809,659)	(837,763)	(865,867)
	94%	(646,076)	(673,948)	(702,875)	(732,889)	(763,717)	(794,692)	(825,667)
	96%	(592,557)	(622,846)	(653,392)	(684,949)	(717,859)	(751,621)	(785,467)
	98%	(539,276)	(572,024)	(604,983)	(638,227)	(672,627)	(708,550)	(745,268)
	100%	(486,170)	(521,420)	(556,833)	(592,486)	(628,480)	(665,978)	(705,068)
	102%	(433,142)	(470,975)	(508,885)	(546,986)	(585,355)	(624,212)	(665,046)
	104%	(380,271)	(420,596)	(461,083)	(501,673)	(542,482)	(583,637)	(625,579)
106%	(327,405)	(370,368)	(413,350)	(456,495)	(499,784)	(543,344)	(587,355)	
108%	(274,678)	(320,140)	(365,752)	(411,413)	(457,210)	(503,247)	(549,628)	
110%	(221,951)	(270,043)	(318,168)	(366,423)	(414,781)	(463,299)	(512,101)	
112%	(169,267)	(219,953)	(270,681)	(321,482)	(372,381)	(423,452)	(474,715)	
114%	(115,499)	(169,883)	(223,227)	(276,592)	(330,084)	(383,674)	(437,458)	
116%	(69,997)	(118,307)	(175,773)	(231,774)	(287,787)	(343,973)	(400,301)	
118%	(24,496)	(75,080)	(125,665)	(186,957)	(245,594)	(304,320)	(363,175)	
120%	20,955	(31,854)	(84,714)	(137,573)	(203,413)	(264,686)	(326,139)	

**TABLE 8**

		Affordable Housing - % on site 10%						
		0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(556,833)						
	-	(486,170)	(521,420)	(556,833)	(592,486)	(628,480)	(665,978)	(705,068)
	10,000	(486,170)	(513,186)	(540,319)	(567,624)	(595,182)	(623,173)	(652,801)
	20,000	(486,170)	(504,952)	(523,851)	(542,845)	(561,983)	(581,327)	(601,178)
	30,000	(486,170)	(496,729)	(507,384)	(518,067)	(528,858)	(539,768)	(550,839)
	40,000	(486,170)	(488,519)	(490,916)	(493,348)	(495,819)	(498,351)	(500,978)
	50,000	(486,170)	(480,308)	(474,449)	(468,646)	(462,844)	(457,053)	(451,325)
	60,000	(486,170)	(472,098)	(458,026)	(443,954)	(429,909)	(415,873)	(401,837)
	70,000	(486,170)	(463,888)	(441,605)	(419,323)	(397,041)	(374,758)	(352,476)
	80,000	(486,170)	(455,677)	(425,185)	(394,692)	(364,200)	(333,707)	(303,214)
	90,000	(486,170)	(447,467)	(408,764)	(370,061)	(331,362)	(292,699)	(254,036)
100,000	(486,170)	(439,257)	(392,344)	(345,458)	(298,606)	(251,754)	(204,902)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San31** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **45**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				45 Units					
AH Policy requirement (% Target)				10%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%					
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				20.64		£ psm			
<b>Unit mix -</b>									
	OMS Unit mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
2 bed House	35.0%	14.2		12.4%	0.6	33%	14.7		
3 bed House	40.0%	16.2		26.8%	1.2	39%	17.4		
4 bed House	20.0%	8.1		20.0%	0.9	20%	9.0		
5 bed House	5.0%	2.0		5.9%	0.3	5%	2.3		
1 bed Flat	0.0%	0.0		22.5%	1.0	2%	1.0		
2 bed Flat	0.0%	0.0		12.4%	0.6	1%	0.6		
Total number of units	100.0%	40.5		100.0%	4.5	100%	45.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667				62.0	667		
2 bed House	79.0	850				79.0	850		
3 bed House	100.0	1,076				100.0	1,076		
4 bed House	128.0	1,378				128.0	1,378		
5 bed House	160.0	1,722				160.0	1,722		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	70.0	753		85.0%		82.4	886		
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	62.0	667				62.0	667		
2 bed House	79.0	850				79.0	850		
3 bed House	100.0	1,076				100.0	1,076		
4 bed House	128.0	1,378				128.0	1,378		
5 bed House	160.0	1,722				160.0	1,722		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	70.0	753		85.0%		82.4	886		
<b>Total Gross Floor areas -</b>									
	OMS Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0		0	0	0	0		
2 bed House	1,120	12,054		44	474	1,164	12,528		
3 bed House	1,620	17,438		121	1,298	1,741	18,736		
4 bed House	1,037	11,160		115	1,240	1,152	12,400		
5 bed House	324	3,488		42	457	366	3,945		
1 bed Flat	0	0		60	641	60	641		
2 bed Flat	0	0		46	495	46	495		
	4,101	44,139		428	4,606	4,528	48,744		
AH % by floor area:		9.45% AH % by floor area (difference due to mix)							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)					
1 bed House	145,000	2,339	217	0					
2 bed House	170,000	2,152	200	2,504,610					
3 bed House	205,000	2,050	190	3,568,230					
4 bed House	265,000	2,070	192	2,385,000					
5 bed House	340,000	2,125	197	778,770					
1 bed Flat	115,000	2,300	214	116,438					
2 bed Flat	135,000	1,929	179	75,330					
				9,428,378					
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%	
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%	
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%	
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%	
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%	
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%	
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%	
					* capped @£250K				

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.2	@	170,000	2,409,750
3 bed House	16.2	@	205,000	3,321,000
4 bed House	8.1	@	265,000	2,146,500
5 bed House	2.0	@	340,000	688,500
1 bed Flat	0.0	@	115,000	-
2 bed Flat	0.0	@	135,000	-
	40.5			8,565,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.4	@	102,000	42,687
3 bed House	0.9	@	123,000	111,254
4 bed House	0.7	@	159,000	107,325
5 bed House	0.2	@	204,000	40,622
1 bed Flat	0.8	@	69,000	52,397
2 bed Flat	0.4	@	81,000	33,899
	3.4			388,182
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	119,000	16,601
3 bed House	0.3	@	143,500	43,265
4 bed House	0.2	@	185,500	41,738
5 bed House	0.1	@	238,000	15,797
1 bed Flat	0.3	@	80,500	20,377
2 bed Flat	0.1	@	94,500	13,183
	1.1			150,960
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>				
	<b>45</b>			<b>9,104,892</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>323,485</b>
	<b>71 £ psm (total GIA sqm)</b>		<b>7,189 £ per unit (total units)</b>	
<b>Grant</b>	5	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>9,104,892</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL						(84,637)
<b>CIL analysis:</b>		4,101 sqm (Market only)	20.64 £ psm			
		0.93% % of GDV	1,881 £ per unit (total units)			
Site Specific S106 Contributions						
Year 1			0			-
Year 2			0			-
Year 3			0			-
Year 4			0			-
Year 5			0			-
Year 6			0			-
Year 7			0			-
Year 8			0			-
Year 9			0			-
Year 10			0			-
Year 11			0			-
Year 12			0			-
Year 13			0			-
Year 14			0			-
Year 15			0			-
Years 1-15		45 units @	9,633 per unit			(433,485)
<b>S106 analysis:</b>		385,320 £ per ha	4.76% % of GDV	9,633 £ per unit (total units)		(433,485)
<b>Comm. Sum analysis:</b>			4,528 sqm (total)	0 £ psm		-
			0.00% % of GDV			-
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		1.13 ha @		0 £ per ha (if brownfield)		-
Site Infrastructure costs -						
Year 1			0			-
Year 2			0			-
Year 3			0			-
Year 4			0			-
Year 5			0			-
Year 6			0			-
Year 7			0			-
Year 8			0			-
Year 9			0			-
Year 10			0			-
Year 11			0			-
Year 12			0			-
Year 13			0			-
Year 14			0			-
Year 15			0			-
Years 1-15		45 units @		0 per unit		-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		-
1 bed House						
		- sqm @		1,211 psm		-
2 bed House						
		1,164 sqm @		1,211 psm		(1,409,491)
3 bed House						
		1,741 sqm @		1,211 psm		(2,107,867)
4 bed House						
		1,152 sqm @		1,211 psm		(1,395,072)
5 bed House						
		366 sqm @		1,211 psm		(443,807)
1 bed Flat						
		60 sqm @		1,410 psm		(83,978)
2 bed Flat						
		46 sqm @		1,410 psm		(64,794)
		4,528				
Garages for 3 bed House (OMS only)		16 units @	0% @	11,754 £ per garage		-
Garages for 4 bed House (OMS only)		8 units @	75% @	11,754 £ per garage		(71,406)
Garages for 5 bed House (OMS only)		2 units @	120% @	11,754 £ per garage		(28,562)
External works						(840,746)
<b>Ext. Works analysis:</b>		5,604,977 @		15.0%	18,683 £ per unit (total units)	
Policy Costs on design -						
Net Biodiversity costs						(45,135)
		45 units @		1,003 £ per unit		
M4(2) Category 2 Housing Aff units		5 units @	100% @	521 £ per unit		(2,345)
M4(2) Category 2 Housing OMS units		41 units @	100% @	521 £ per unit		(21,101)
M4(3) Category 3 Housing Aff units		5 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing OMS units		41 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		45 units @		4,449 £ per unit		(200,205)
Renewable Energy		45 units @		0 £ per unit		-
EV Charging Points - Houses		43 units @		0 £ per unit		-
EV Charging Points - Flats		2 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		45 units @		0 £ per unit		-
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		(268,785)
Contingency (on construction)						(335,725)
		6,714,508 @		5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	6,714,508 @		<b>6.5%</b>		(436,443)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	8,565,750 OMS @		<b>3.00%</b>	5,711 £ per unit	(256,973)
Residential Sales Agent Costs	8,565,750 OMS @		<b>1.00%</b>	1,904 £ per unit	(85,658)
Residential Sales Legal Costs	8,565,750 OMS @		<b>0.25%</b>	476 £ per unit	(21,414)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,312 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(110,307)
<b>Developers Profit -</b>					
Profit on OMS	8,565,750		<b>18.00%</b>		(1,541,835)
Margin on AH	539,142		<b>6.00%</b> on AH values		(32,349)
<b>Profit analysis:</b>	<b>9,104,892</b>		<b>17.29% blended GDV</b>		<b>(1,574,184)</b>
	<b>8,669,940</b>		<b>18.16% on costs</b>		<b>(1,574,184)</b>
<b>TOTAL COSTS</b>					<b>(10,244,124)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,139,232)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(1,139,232)</b>
<b>RLV analysis:</b>	<b>(25,316) £ per plot</b>	<b>(1,012,650) £ per ha (net)</b>	<b>(409,814) £ per acre (net)</b>		
		<b>(810,120) £ per ha (gross)</b>	<b>(327,851) £ per acre (gross)</b>		
			<b>-12.51% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		1.13 ha (net)		2.78 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		1.41 ha (gross)		3.47 acres (gross)	
<b>Density analysis:</b>		<b>4,025 sqm/ha (net)</b>		<b>17,535 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>416,981</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,383,300) £ per ha (net)</b>	<b>(559,814) £ per acre (net)</b>		<b>(1,556,213)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(449,745)	(488,446)	(527,311)	(566,176)	(605,040)	(643,905)	(682,769)
	10.00	(467,144)	(505,069)	(543,059)	(581,048)	(619,038)	(657,028)	(695,018)
	20.00	(484,576)	(521,691)	(558,806)	(595,921)	(633,036)	(670,151)	(707,266)
	30.00	(502,074)	(538,314)	(574,554)	(610,794)	(647,034)	(683,274)	(719,514)
	40.00	(519,571)	(554,936)	(590,301)	(625,666)	(661,032)	(696,397)	(731,762)
	50.00	(537,068)	(571,559)	(606,049)	(640,539)	(675,029)	(709,520)	(744,010)
	60.00	(554,566)	(588,181)	(621,796)	(655,412)	(689,027)	(722,643)	(756,258)
	70.00	(572,063)	(604,803)	(637,544)	(670,285)	(703,025)	(735,766)	(768,506)
	80.00	(589,560)	(621,426)	(653,292)	(685,157)	(717,023)	(748,889)	(780,754)
	90.00	(607,057)	(638,048)	(669,039)	(700,030)	(731,021)	(762,012)	(793,003)
	100.00	(624,555)	(654,671)	(684,787)	(714,903)	(745,019)	(775,135)	(805,251)
	110.00	(642,052)	(671,293)	(700,534)	(729,775)	(759,017)	(788,258)	(817,499)
	120.00	(659,549)	(687,916)	(716,282)	(744,648)	(773,014)	(801,381)	(829,747)
	130.00	(677,047)	(704,538)	(732,029)	(759,521)	(787,012)	(814,504)	(841,995)
	140.00	(694,544)	(721,161)	(747,777)	(774,394)	(801,010)	(827,627)	(854,243)
	150.00	(712,041)	(737,783)	(763,525)	(789,266)	(815,008)	(840,750)	(866,491)
	160.00	(729,539)	(754,405)	(779,272)	(804,139)	(829,006)	(853,873)	(878,739)
	170.00	(747,036)	(771,028)	(795,020)	(819,012)	(843,004)	(866,996)	(890,987)
	180.00	(764,533)	(787,650)	(810,767)	(833,884)	(857,001)	(880,119)	(903,236)
	190.00	(782,031)	(804,273)	(826,515)	(848,757)	(870,999)	(893,241)	(915,484)
200.00	(799,528)	(820,895)	(842,262)	(863,630)	(884,997)	(906,364)	(927,732)	
210.00	(817,025)	(837,518)	(858,010)	(878,503)	(898,995)	(919,487)	(939,980)	
220.00	(834,522)	(854,140)	(873,758)	(893,375)	(912,993)	(932,610)	(952,228)	
230.00	(852,020)	(870,762)	(889,505)	(908,248)	(926,991)	(945,733)	(964,476)	
240.00	(869,517)	(887,385)	(905,253)	(923,121)	(940,989)	(958,856)	(976,724)	
250.00	(887,014)	(904,007)	(921,000)	(937,993)	(954,986)	(971,979)	(988,972)	

**TABLE 2**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(320,194)	(356,908)	(393,693)	(430,479)	(467,461)	(504,520)	(541,579)
	1,000	(337,306)	(374,092)	(410,878)	(447,683)	(484,742)	(521,801)	(558,860)
	2,000	(354,490)	(391,276)	(428,062)	(464,965)	(502,024)	(539,083)	(576,142)
	3,000	(371,674)	(408,460)	(445,246)	(482,246)	(519,305)	(556,364)	(593,423)
	4,000	(388,858)	(425,644)	(462,468)	(499,527)	(536,586)	(573,645)	(610,704)
	5,000	(406,043)	(442,828)	(479,750)	(516,809)	(553,868)	(590,926)	(627,985)
	6,000	(423,227)	(460,013)	(497,031)	(534,090)	(571,149)	(608,208)	(645,267)
	7,000	(440,411)	(477,253)	(514,312)	(551,371)	(588,430)	(625,489)	(662,548)
	8,000	(457,595)	(494,535)	(531,594)	(568,653)	(605,711)	(642,770)	(679,829)
	9,000	(474,779)	(511,816)	(548,875)	(585,934)	(622,993)	(660,052)	(697,111)
	10,000	(492,038)	(529,097)	(566,156)	(603,215)	(640,274)	(677,333)	(714,392)
	11,000	(509,320)	(546,379)	(583,437)	(620,496)	(657,555)	(694,614)	(731,673)
	12,000	(526,601)	(563,660)	(600,719)	(637,778)	(674,837)	(711,896)	(748,954)
	13,000	(543,882)	(580,941)	(618,000)	(655,059)	(692,118)	(729,177)	(766,236)
	14,000	(561,164)	(598,222)	(635,281)	(672,340)	(709,399)	(746,458)	(783,517)

**TABLE 3**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(382,985)	(425,179)	(467,374)	(509,568)	(551,763)	(593,957)	(636,152)
	17.5%	(468,578)	(506,492)	(544,407)	(582,322)	(620,237)	(658,152)	(696,067)
	20.0%	(554,170)	(587,806)	(621,441)	(655,076)	(688,711)	(722,346)	(755,982)
	22.5%	(639,763)	(669,119)	(698,474)	(727,830)	(757,186)	(786,541)	(815,897)
	25.0%	(725,356)	(750,432)	(775,508)	(800,584)	(825,660)	(850,736)	(875,812)
	27.5%	(810,949)	(831,745)	(852,542)	(873,338)	(894,134)	(914,930)	(935,727)

**TABLE 4**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(435,696)	(472,755)	(509,814)	(546,873)	(583,932)	(620,991)	(658,050)
	150,000	(485,696)	(522,755)	(559,814)	(596,873)	(633,932)	(670,991)	(708,050)
	200,000	(535,696)	(572,755)	(609,814)	(646,873)	(683,932)	(720,991)	(758,050)
	250,000	(585,696)	(622,755)	(659,814)	(696,873)	(733,932)	(770,991)	(808,050)
	300,000	(635,696)	(672,755)	(709,814)	(746,873)	(783,932)	(820,991)	(858,050)
	350,000	(685,696)	(722,755)	(759,814)	(796,873)	(833,932)	(870,991)	(908,050)
	400,000	(735,696)	(772,755)	(809,814)	(846,873)	(883,932)	(920,991)	(958,050)
	450,000	(785,696)	(822,755)	(859,814)	(896,873)	(933,932)	(970,991)	(1,008,050)
	500,000	(835,696)	(872,755)	(909,814)	(946,873)	(983,932)	(1,020,991)	(1,058,050)
	550,000	(885,696)	(922,755)	(959,814)	(996,873)	(1,033,932)	(1,070,991)	(1,108,050)
	600,000	(935,696)	(972,755)	(1,009,814)	(1,046,873)	(1,083,932)	(1,120,991)	(1,158,050)
	650,000	(985,696)	(1,022,755)	(1,059,814)	(1,096,873)	(1,133,932)	(1,170,991)	(1,208,050)
	700,000	(1,035,696)	(1,072,755)	(1,109,814)	(1,146,873)	(1,183,932)	(1,220,991)	(1,258,050)
	750,000	(1,085,696)	(1,122,755)	(1,159,814)	(1,196,873)	(1,233,932)	(1,270,991)	(1,308,050)
	800,000	(1,135,696)	(1,172,755)	(1,209,814)	(1,246,873)	(1,283,932)	(1,320,991)	(1,358,050)
	850,000	(1,185,696)	(1,222,755)	(1,259,814)	(1,296,873)	(1,333,932)	(1,370,991)	(1,408,050)



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Scheme Typology: **Low Value Greenfield** No Units: **45**  
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 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(559,814)							
			246,084	215,261	184,438	153,615	122,793	91,927	61,050
			134,657	103,907	73,157	42,366	11,548	(19,292)	(50,191)
			22,841	(7,895)	(38,666)	(69,492)	(100,368)	(131,352)	(168,799)
			(89,602)	(120,434)	(155,939)	(191,848)	(228,009)	(264,519)	(301,572)
			(215,843)	(251,916)	(288,323)	(325,216)	(362,313)	(399,409)	(436,658)
			(349,792)	(386,733)	(423,674)	(460,708)	(497,923)	(535,139)	(572,354)
			(485,696)	(522,755)	(559,814)	(596,873)	(633,932)	(670,991)	(708,050)
			(622,329)	(659,232)	(696,135)	(733,037)	(769,940)	(806,843)	(843,746)
			(758,962)	(795,708)	(832,455)	(869,202)	(905,948)	(942,695)	(979,442)
			(895,595)	(932,185)	(968,776)	(1,005,366)	(1,041,957)	(1,078,547)	(1,115,138)
			(1,032,227)	(1,068,662)	(1,105,096)	(1,141,531)	(1,177,965)	(1,214,399)	(1,250,834)
			(1,168,860)	(1,205,139)	(1,241,417)	(1,277,695)	(1,313,973)	(1,350,252)	(1,386,530)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(559,814)							
			(399,921)	(436,707)	(473,593)	(510,479)	(547,365)	(584,251)	(621,137)
			(419,192)	(455,978)	(492,763)	(530,032)	(567,091)	(604,150)	(641,209)
			(438,463)	(475,249)	(512,353)	(549,412)	(586,471)	(623,530)	(660,589)
			(457,733)	(494,674)	(531,733)	(568,792)	(605,851)	(642,909)	(679,968)
			(477,004)	(514,054)	(551,112)	(588,171)	(625,230)	(662,289)	(699,348)
			(496,374)	(533,433)	(570,492)	(607,551)	(644,610)	(681,669)	(718,728)
			(515,754)	(552,813)	(589,872)	(626,931)	(663,990)	(701,049)	(738,108)
			(535,134)	(572,193)	(609,252)	(646,311)	(683,370)	(720,429)	(757,487)
			(554,514)	(591,573)	(628,631)	(665,690)	(702,749)	(739,808)	(776,867)
			(573,893)	(610,952)	(648,011)	(685,070)	(722,129)	(759,188)	(796,247)
			(593,273)	(630,332)	(667,391)	(704,450)	(741,509)	(778,568)	(815,627)
			(612,653)	(649,712)	(686,771)	(723,830)	(760,888)	(797,947)	(835,006)
			(632,033)	(669,091)	(706,150)	(743,209)	(780,268)	(817,327)	(854,386)
			(651,412)	(688,471)	(725,530)	(762,589)	(799,648)	(836,707)	(873,766)
			(670,792)	(707,851)	(744,910)	(781,969)	(819,028)	(856,087)	(893,146)
			(690,172)	(727,231)	(764,290)	(801,349)	(838,407)	(875,466)	(912,525)
		(709,552)	(746,610)	(783,669)	(820,728)	(857,787)	(894,846)	(931,905)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(559,814)							
			(1,054,860)	(1,063,461)	(1,072,062)	(1,080,662)	(1,089,263)	(1,097,864)	(1,106,464)
			(997,944)	(1,009,390)	(1,020,837)	(1,032,283)	(1,043,730)	(1,055,176)	(1,066,623)
			(941,027)	(955,320)	(969,612)	(983,904)	(998,197)	(1,012,489)	(1,026,781)
			(884,111)	(901,249)	(918,387)	(935,525)	(952,664)	(969,802)	(986,940)
			(827,195)	(847,179)	(867,163)	(887,147)	(907,131)	(927,115)	(947,099)
			(770,278)	(793,108)	(815,938)	(838,768)	(861,597)	(884,427)	(907,257)
			(713,362)	(739,037)	(764,713)	(790,389)	(816,064)	(841,740)	(867,416)
			(656,445)	(684,967)	(713,488)	(742,010)	(770,531)	(799,053)	(827,574)
			(599,529)	(630,896)	(662,263)	(693,631)	(724,998)	(756,365)	(787,733)
			(542,613)	(576,826)	(611,039)	(645,252)	(679,465)	(713,678)	(747,891)
			(485,696)	(522,755)	(559,814)	(596,873)	(633,932)	(670,991)	(708,050)
			(429,096)	(468,710)	(508,589)	(548,494)	(588,399)	(628,303)	(668,208)
			(372,536)	(414,978)	(457,420)	(500,115)	(542,866)	(585,616)	(628,367)
			(316,158)	(361,246)	(406,516)	(451,786)	(497,332)	(542,929)	(588,525)
			(260,516)	(307,728)	(355,612)	(403,709)	(451,807)	(500,241)	(548,684)
			(205,395)	(254,892)	(304,889)	(355,633)	(406,559)	(457,554)	(508,842)
		(150,671)	(202,533)	(254,800)	(307,656)	(361,311)	(415,065)	(469,001)	
		(99,692)	(150,541)	(205,157)	(260,246)	(316,076)	(372,645)	(429,226)	
		(52,760)	(101,928)	(155,870)	(213,306)	(271,296)	(330,224)	(389,634)	
		(5,946)	(57,332)	(108,868)	(166,661)	(226,962)	(287,985)	(350,042)	
		40,775	(12,843)	(66,591)	(120,511)	(182,983)	(246,226)	(310,450)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(559,814)							
			(485,696)	(522,755)	(559,814)	(596,873)	(633,932)	(670,991)	(708,050)
		10,000	(485,696)	(514,113)	(542,531)	(570,948)	(599,365)	(627,783)	(656,200)
		20,000	(485,696)	(505,472)	(525,248)	(545,023)	(564,799)	(584,575)	(604,350)
		30,000	(485,696)	(496,830)	(507,964)	(519,098)	(530,232)	(541,367)	(552,501)
		40,000	(485,696)	(488,189)	(490,681)	(493,174)	(495,666)	(498,159)	(500,651)
		50,000	(485,696)	(479,547)	(473,398)	(467,249)	(461,100)	(454,951)	(448,801)
		60,000	(485,696)	(470,905)	(456,115)	(441,340)	(426,567)	(411,795)	(397,023)
		70,000	(485,696)	(462,291)	(438,926)	(415,561)	(392,195)	(368,830)	(345,464)
		80,000	(485,696)	(453,698)	(421,740)	(389,781)	(357,823)	(325,865)	(293,906)
		90,000	(485,696)	(445,105)	(404,554)	(364,002)	(323,451)	(282,900)	(242,475)
	100,000	(485,696)	(436,512)	(387,368)	(338,223)	(289,079)	(240,193)	(191,689)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San32** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **80**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				80 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		OMS Unit mix%		MV # units		AH mix%	
						AH # units	
						Overall mix%	
						Total # units	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	14.4	12.4%	1.0	19%	15.4
3 bed House		40.0%	28.8	26.8%	2.1	39%	30.9
4 bed House		20.0%	14.4	20.0%	1.6	20%	16.0
5 bed House		5.0%	3.6	5.9%	0.5	5%	4.1
1 bed Flat		10.0%	7.2	22.5%	1.8	11%	9.0
2 bed Flat		5.0%	3.6	12.4%	1.0	6%	4.6
Total number of units		100.0%	72.0	100.0%	8.0	100%	80.0
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
		(sqft)		%		(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
		(sqft)		%		(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		OMS Units GIA (sqm)		AH units GIA (sqm)		Total GIA (all units) (sqm)	
		(sqft)		(sqft)		(sqft)	
1 bed House		0	0	0	0	0	0
2 bed House		1,138	12,245	78	844	1,216	13,089
3 bed House		2,880	31,000	214	2,308	3,094	33,308
4 bed House		1,843	19,840	205	2,204	2,048	22,044
5 bed House		576	6,200	76	813	652	7,013
1 bed Flat		424	4,559	106	1,140	529	5,699
2 bed Flat		296	3,191	82	879	378	4,071
		7,157	77,035	761	8,188	7,917	85,223
AH % by floor area:				9.61% AH % by floor area (difference due to mix)			
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		£ psm		£ psf	
						total MV £ (no AH)	
1 bed House		145,000	2,339	217			0
2 bed House		170,000	2,152	200			2,616,640
3 bed House		205,000	2,050	190			6,343,520
4 bed House		265,000	2,070	192			4,240,000
5 bed House		340,000	2,125	197			1,384,480
1 bed Flat		115,000	2,300	214			1,035,000
2 bed Flat		135,000	1,929	179			619,920
							16,239,560
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £	
				% of MV		First Homes £*	
				% of MV		Other Int. £	
				% of MV			
1 bed House		87,000	60%	72,500	50%	101,500	70%
2 bed House		102,000	60%	85,000	50%	119,000	70%
3 bed House		123,000	60%	102,500	50%	143,500	70%
4 bed House		159,000	60%	132,500	50%	185,500	70%
5 bed House		204,000	60%	170,000	50%	238,000	70%
1 bed Flat		69,000	60%	57,500	50%	80,500	70%
2 bed Flat		81,000	60%	67,500	50%	94,500	70%
* capped @£250K							

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield**      No Units: **80**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.4	@	170,000	2,448,000
3 bed House	28.8	@	205,000	5,904,000
4 bed House	14.4	@	265,000	3,816,000
5 bed House	3.6	@	340,000	1,224,000
1 bed Flat	7.2	@	115,000	828,000
2 bed Flat	3.6	@	135,000	486,000
	72.0			14,706,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	0.7	@	102,000	75,888
3 bed House	1.6	@	123,000	197,784
4 bed House	1.2	@	159,000	190,800
5 bed House	0.4	@	204,000	72,216
1 bed Flat	1.4	@	69,000	93,150
2 bed Flat	0.7	@	81,000	60,264
	6.0			690,102
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.2	@	119,000	29,512
3 bed House	0.5	@	143,500	76,916
4 bed House	0.4	@	185,500	74,200
5 bed House	0.1	@	238,000	28,084
1 bed Flat	0.5	@	80,500	36,225
2 bed Flat	0.2	@	94,500	23,436
	2.0			268,373
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	8.0		-
<b>Sub-total GDV Residential</b>	<b>80</b>			<b>15,664,475</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>575,085</b>
			<b>73 £ psm (total GIA sqm)</b>	<b>7,189 £ per unit (total units)</b>
<b>Grant</b>	<b>8</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				<b>15,664,475</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(26,999)
Planning Application Professional Fees, Surveys and reports					(80,000)
CIL					(147,716)
		7,157 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.94% % of GDV	1,846 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	9,633 per unit		(770,640)
	Sub-total				(770,640)
<b>S106 analysis:</b>		385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)	
<b>Comm. Sum analysis:</b>			7,917 sqm (total)	0 £ psm	
<b>AH Commuted Sum</b>					-
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					-
		2.00 ha @		0 £ per ha (if brownfield)	
Site Infrastructure costs -	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	0 per unit		-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @		1,211 psm	-
2 bed House		1,216 sqm @		1,211 psm	(1,472,537)
3 bed House		3,094 sqm @		1,211 psm	(3,747,318)
4 bed House		2,048 sqm @		1,211 psm	(2,480,128)
5 bed House		652 sqm @		1,211 psm	(788,991)
1 bed Flat		529 sqm @		1,410 psm	(746,471)
2 bed Flat		378 sqm @		1,410 psm	(533,212)
Garages for 3 bed House	(OMS only)	29 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	14 units @	75% @	11,754 £ per garage	(126,943)
Garages for 5 bed House	(OMS only)	4 units @	120% @	11,754 £ per garage	(50,777)
<b>External works</b>					(1,491,957)
<b>Ext. Works analysis:</b>		9,946,378 @		15.0%	
				18,649 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					(80,240)
M4(2) Category 2 Housing	Aff units	8 units @	100% @	521 £ per unit	(4,168)
M4(2) Category 2 Housing	OMS units	72 units @	100% @	521 £ per unit	(37,512)
M4(3) Category 3 Housing	Aff units	8 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	72 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		80 units @		4,449 £ per unit	(355,920)
Renewable Energy		80 units @		0 £ per unit	-
EV Charging Points - Houses		66 units @		0 £ per unit	-
EV Charging Points - Flats		14 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		80 units @		0 £ per unit	-
	Sub-total				(477,840)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)	
<b>Contingency (on construction)</b>					(595,809)
		11,916,174 @		5.0%	

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Scheme Typology: **Low Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**

Notes:

<b>Professional Fees</b>	11,916,174 @	6.5%		(774,551)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	14,706,000 OMS @	3.00%	5,515 £ per unit	(441,180)
Residential Sales Agent Costs	14,706,000 OMS @	1.00%	1,838 £ per unit	(147,060)
Residential Sales Legal Costs	14,706,000 OMS @	0.25%	460 £ per unit	(36,765)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>7,938 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(212,482)
<b>Developers Profit -</b>				
Profit on OMS	14,706,000	18.00%		(2,647,080)
Margin on AH	958,475	6.00% on AH values		(57,509)
<b>Profit analysis:</b>	<b>15,664,475</b>	<b>17.27% blended GDV</b>	<b>(2,704,589)</b>	
	<b>15,259,376</b>	<b>17.72% on costs</b>	<b>(2,704,589)</b>	
<b>TOTAL COSTS</b>				<b>(17,963,965)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(2,299,490)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(2,299,490)</b>
<b>RLV analysis:</b>	<b>(28,744) £ per plot</b>	<b>(1,149,745) £ per ha (net)</b>	<b>(465,295) £ per acre (net)</b>	
		<b>(919,796) £ per ha (gross)</b>	<b>(372,236) £ per acre (gross)</b>	
			<b>-14.68% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	2.00 ha (net)		4.94 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	2.50 ha (gross)		6.18 acres (gross)	
<b>Density analysis:</b>	<b>3,959 sqm/ha (net)</b>	<b>17,245 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	<b>741,300</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(1,520,395) £ per ha (net)</b>	<b>(615,295) £ per acre (net)</b>	<b>(3,040,790)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(615,295)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(514,854)	(549,120)	(583,386)	(617,652)	(651,918)	(686,184)	(720,450)
	10.00		(532,032)	(565,439)	(598,846)	(632,253)	(665,660)	(699,068)	(732,475)
	20.00		(549,209)	(581,758)	(614,306)	(646,854)	(679,403)	(711,951)	(744,499)
	30.00		(566,387)	(598,076)	(629,766)	(661,455)	(693,145)	(724,834)	(756,523)
	40.00		(583,565)	(614,395)	(645,226)	(676,056)	(706,887)	(737,717)	(768,548)
	50.00		(600,742)	(630,714)	(660,686)	(690,657)	(720,629)	(750,600)	(780,572)
	60.00		(617,920)	(647,033)	(676,145)	(705,258)	(734,371)	(763,484)	(792,596)
	70.00		(635,097)	(663,351)	(691,605)	(719,859)	(748,113)	(776,367)	(804,621)
	80.00		(652,275)	(679,670)	(707,065)	(734,460)	(761,855)	(789,250)	(816,645)
	90.00		(669,453)	(695,989)	(722,525)	(749,061)	(775,597)	(802,133)	(828,669)
	100.00		(686,630)	(712,308)	(737,985)	(763,662)	(789,339)	(815,016)	(840,694)
	110.00		(703,808)	(728,626)	(753,445)	(778,263)	(803,081)	(827,900)	(852,718)
	120.00		(720,986)	(744,945)	(768,904)	(792,864)	(816,823)	(840,783)	(864,742)
	130.00		(738,163)	(761,264)	(784,364)	(807,465)	(830,565)	(853,666)	(876,767)
	140.00		(755,341)	(777,582)	(799,824)	(822,066)	(844,308)	(866,549)	(888,791)
	150.00		(772,518)	(793,901)	(815,284)	(836,667)	(858,050)	(879,432)	(900,815)
	160.00		(789,696)	(810,220)	(830,744)	(851,268)	(871,792)	(892,316)	(912,840)
170.00		(806,874)	(826,539)	(846,204)	(865,869)	(885,534)	(905,199)	(924,864)	
180.00		(824,051)	(842,857)	(861,663)	(880,470)	(899,276)	(918,082)	(936,888)	
190.00		(841,229)	(859,176)	(877,123)	(895,071)	(913,018)	(930,965)	(948,913)	
200.00		(858,406)	(875,495)	(892,583)	(909,672)	(926,760)	(943,848)	(960,937)	
210.00		(875,584)	(891,813)	(908,043)	(924,273)	(940,502)	(956,732)	(972,961)	
220.00		(892,762)	(908,132)	(923,503)	(938,874)	(954,244)	(969,615)	(984,986)	
230.00		(909,939)	(924,451)	(938,963)	(953,474)	(967,986)	(982,498)	(997,010)	
240.00		(927,117)	(940,770)	(954,423)	(968,075)	(981,728)	(995,381)	(1,009,034)	
250.00		(944,294)	(957,088)	(969,882)	(982,676)	(995,470)	(1,008,264)	(1,021,058)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(615,295)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(384,293)	(416,542)	(448,825)	(481,318)	(513,811)	(546,305)	(578,798)
	1,000		(401,477)	(433,726)	(466,106)	(498,599)	(531,093)	(563,586)	(596,079)
	2,000		(418,661)	(450,910)	(483,387)	(515,881)	(548,374)	(580,867)	(613,361)
	3,000		(435,846)	(468,175)	(500,669)	(533,162)	(565,655)	(598,149)	(630,642)
	4,000		(453,030)	(485,457)	(517,950)	(550,443)	(582,937)	(615,430)	(647,923)
	5,000		(470,215)	(502,738)	(535,231)	(567,724)	(600,218)	(632,711)	(665,204)
	6,000		(487,400)	(520,019)	(552,512)	(585,006)	(617,499)	(649,992)	(682,486)
	7,000		(504,587)	(537,300)	(569,794)	(602,287)	(634,780)	(667,274)	(699,767)
	8,000		(522,088)	(554,582)	(587,075)	(619,568)	(652,062)	(684,555)	(717,048)
	9,000		(539,370)	(571,863)	(604,356)	(636,850)	(669,343)	(701,836)	(734,330)
	10,000		(556,651)	(589,144)	(621,638)	(654,131)	(686,624)	(719,118)	(751,611)
	11,000		(573,932)	(606,426)	(638,919)	(671,412)	(703,906)	(736,399)	(768,892)
	12,000		(591,214)	(623,707)	(656,200)	(688,694)	(721,187)	(753,680)	(786,173)
	13,000		(608,495)	(640,988)	(673,482)	(705,975)	(738,468)	(770,961)	(803,455)
14,000		(625,776)	(658,270)	(690,763)	(723,256)	(755,749)	(788,243)	(820,736)	

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(615,295)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(451,118)	(488,571)	(526,024)	(563,477)	(600,930)	(638,382)	(675,835)
	17.5%		(533,777)	(567,097)	(600,417)	(633,737)	(667,057)	(700,376)	(733,696)
	20.0%		(616,436)	(645,623)	(674,810)	(703,997)	(733,184)	(762,371)	(791,558)
	22.5%		(699,095)	(724,149)	(749,203)	(774,257)	(799,311)	(824,365)	(849,419)
	25.0%		(781,754)	(802,675)	(823,596)	(844,517)	(865,438)	(886,359)	(907,280)
	27.5%		(864,412)	(881,201)	(897,989)	(914,777)	(931,565)	(948,353)	(965,141)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(615,295)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(500,309)	(532,802)	(565,295)	(597,789)	(630,282)	(662,775)	(695,269)
	150,000		(550,309)	(582,802)	(615,295)	(647,789)	(680,282)	(712,775)	(745,269)
	200,000		(600,309)	(632,802)	(665,295)	(697,789)	(730,282)	(762,775)	(795,269)
	250,000		(650,309)	(682,802)	(715,295)	(747,789)	(780,282)	(812,775)	(845,269)
	300,000		(700,309)	(732,802)	(765,295)	(797,789)	(830,282)	(862,775)	(895,269)
	350,000		(750,309)	(782,802)	(815,295)	(847,789)	(880,282)	(912,775)	(945,269)
	400,000		(800,309)	(832,802)	(865,295)	(897,789)	(930,282)	(962,775)	(995,269)
	450,000		(850,309)	(882,802)	(915,295)	(947,789)	(980,282)	(1,012,775)	(1,045,269)
	500,000		(900,309)	(932,802)	(965,295)	(997,789)	(1,030,282)	(1,062,775)	(1,095,269)
	550,000		(950,309)	(982,802)	(1,015,295)	(1,047,789)	(1,080,282)	(1,112,775)	(1,145,269)
	600,000		(1,000,309)	(1,032,802)	(1,065,295)	(1,097,789)	(1,130,282)	(1,162,775)	(1,195,269)
	650,000		(1,050,309)	(1,082,802)	(1,115,295)	(1,147,789)	(1,180,282)	(1,212,775)	(1,245,269)
	700,000		(1,100,309)	(1,132,802)	(1,165,295)	(1,197,789)	(1,230,282)	(1,262,775)	(1,295,269)
	750,000		(1,150,309)	(1,182,802)	(1,215,295)	(1,247,789)	(1,280,282)	(1,312,775)	(1,345,269)
	800,000		(1,200,309)	(1,232,802)	(1,265,295)	(1,297,789)	(1,330,282)	(1,362,775)	(1,395,269)
	850,000		(1,250,309)	(1,282,802)	(1,315,295)	(1,347,789)	(1,380,282)	(1,412,775)	(1,445,269)

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(615,295)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		190,771	163,735	136,699	109,634	82,552	55,470	28,373
	75%		79,450	52,443	25,419	(1,605)	(28,696)	(55,792)	(82,970)
	80%		(32,416)	(59,441)	(86,502)	(113,643)	(140,863)	(173,498)	(205,303)
	85%		(145,135)	(178,284)	(209,890)	(241,710)	(273,850)	(306,432)	(339,105)
	90%		(279,031)	(311,204)	(343,717)	(376,249)	(408,780)	(441,489)	(474,267)
	95%		(414,241)	(446,631)	(479,226)	(511,861)	(544,497)	(577,132)	(609,768)
	100%		(550,309)	(582,802)	(615,295)	(647,789)	(680,282)	(712,775)	(745,269)
	105%		(686,663)	(719,014)	(751,365)	(783,716)	(816,067)	(848,418)	(880,769)
	110%		(823,017)	(855,225)	(887,434)	(919,643)	(951,852)	(984,061)	(1,016,270)
	115%		(959,370)	(991,437)	(1,023,504)	(1,055,571)	(1,087,637)	(1,119,704)	(1,151,771)
	120%		(1,095,724)	(1,127,649)	(1,159,573)	(1,191,498)	(1,223,423)	(1,255,347)	(1,287,272)
	125%		(1,232,078)	(1,263,860)	(1,295,643)	(1,327,425)	(1,359,208)	(1,390,990)	(1,422,772)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(615,295)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(464,092)	(496,582)	(529,075)	(561,568)	(594,062)	(626,555)	(659,048)
	1,000		(483,468)	(515,961)	(548,455)	(580,948)	(613,441)	(645,935)	(678,428)
	2,000		(502,848)	(535,341)	(567,834)	(600,328)	(632,821)	(665,315)	(697,808)
	3,000		(522,228)	(554,721)	(587,214)	(619,707)	(652,201)	(684,694)	(717,187)
	4,000		(541,607)	(574,101)	(606,594)	(639,087)	(671,581)	(704,074)	(736,567)
	5,000		(560,987)	(593,480)	(625,974)	(658,467)	(690,960)	(723,454)	(755,947)
	6,000		(580,367)	(612,860)	(645,353)	(677,847)	(710,340)	(742,833)	(775,327)
	7,000		(599,747)	(632,240)	(664,733)	(697,226)	(729,720)	(762,213)	(794,706)
	8,000		(619,126)	(651,620)	(684,113)	(716,606)	(749,099)	(781,593)	(814,086)
	9,000		(638,506)	(670,999)	(703,493)	(735,986)	(768,479)	(800,973)	(833,466)
	10,000		(657,886)	(690,379)	(722,872)	(755,366)	(787,859)	(820,352)	(852,846)
	11,000		(677,266)	(709,759)	(742,252)	(774,745)	(807,239)	(839,732)	(872,225)
	12,000		(696,645)	(729,139)	(761,632)	(794,125)	(826,618)	(859,112)	(891,605)
	13,000		(716,025)	(748,518)	(781,012)	(813,505)	(845,998)	(878,491)	(910,985)
	14,000		(735,405)	(767,898)	(800,391)	(832,885)	(865,378)	(897,871)	(930,365)
	15,000		(754,785)	(787,278)	(819,771)	(852,264)	(884,758)	(917,251)	(949,744)
	16,000		(774,164)	(806,658)	(839,151)	(871,644)	(904,137)	(936,631)	(969,124)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(615,295)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,099,963)	(1,104,973)	(1,109,984)	(1,114,994)	(1,120,005)	(1,125,016)	(1,130,026)
	82%		(1,044,997)	(1,052,756)	(1,060,515)	(1,068,274)	(1,076,033)	(1,083,792)	(1,091,550)
	84%		(990,032)	(1,000,539)	(1,011,046)	(1,021,553)	(1,032,060)	(1,042,568)	(1,053,075)
	86%		(935,066)	(948,322)	(961,577)	(974,833)	(988,088)	(1,001,343)	(1,014,599)
	88%		(880,101)	(896,105)	(912,108)	(928,112)	(944,116)	(960,119)	(976,123)
	90%		(825,136)	(843,888)	(862,640)	(881,392)	(900,143)	(918,895)	(937,647)
	92%		(770,170)	(791,671)	(813,171)	(834,671)	(856,171)	(877,671)	(899,172)
	94%		(715,205)	(739,453)	(763,702)	(787,950)	(812,199)	(836,447)	(860,696)
	96%		(660,240)	(687,236)	(714,233)	(741,230)	(768,227)	(795,223)	(822,220)
	98%		(605,274)	(635,019)	(664,764)	(694,509)	(724,254)	(753,999)	(783,744)
	100%		(550,309)	(582,802)	(615,295)	(647,789)	(680,282)	(712,775)	(745,269)
	102%		(495,343)	(530,585)	(565,827)	(601,068)	(636,310)	(671,551)	(706,793)
	104%		(440,378)	(478,368)	(516,358)	(554,348)	(592,337)	(630,327)	(668,317)
	106%		(385,412)	(426,406)	(466,889)	(507,627)	(548,365)	(589,103)	(629,841)
	108%		(331,369)	(374,516)	(417,689)	(460,906)	(504,123)	(547,340)	(590,557)
	110%		(277,364)	(322,669)	(368,530)	(414,434)	(460,421)	(506,655)	(552,890)
	112%		(223,364)	(271,388)	(319,399)	(368,006)	(416,641)	(465,431)	(514,414)
	114%		(170,904)	(220,636)	(270,781)	(321,578)	(372,944)	(424,310)	(475,938)
	116%		(120,336)	(170,254)	(222,655)	(275,545)	(329,247)	(383,344)	(437,463)
	118%		(74,915)	(122,046)	(174,897)	(230,016)	(285,753)	(342,378)	(399,207)
	120%		(29,651)	(78,886)	(128,318)	(184,834)	(242,747)	(301,443)	(360,972)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(615,295)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(550,309)	(582,802)	(615,295)	(647,789)	(680,282)	(712,775)	(745,269)
	10,000		(550,309)	(574,161)	(598,012)	(621,864)	(645,716)	(669,567)	(693,419)
	20,000		(550,309)	(565,519)	(580,729)	(595,939)	(611,149)	(626,359)	(641,569)
	30,000		(550,309)	(556,877)	(563,446)	(570,014)	(576,583)	(583,151)	(589,720)
	40,000		(550,309)	(548,236)	(546,163)	(544,089)	(542,016)	(539,943)	(537,870)
	50,000		(550,309)	(539,594)	(528,879)	(518,165)	(507,450)	(496,735)	(486,020)
	60,000		(550,309)	(530,952)	(511,596)	(492,240)	(472,883)	(453,527)	(434,171)
	70,000		(550,309)	(522,311)	(494,313)	(466,315)	(438,317)	(410,319)	(382,415)
	80,000		(550,309)	(513,669)	(477,030)	(440,390)	(403,847)	(367,352)	(330,856)
	90,000		(550,309)	(505,028)	(459,746)	(414,563)	(369,475)	(324,387)	(279,298)
	100,000		(550,309)	(496,386)	(442,465)	(388,784)	(335,103)	(281,422)	(227,910)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San33** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: **Location / Value Zone: Low Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **150**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				150 Units			
AH Policy requirement (% Target)				10%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	27.0	12.4%	1.9	19%	28.9
3 bed House		40.0%	54.0	26.8%	4.0	39%	58.0
4 bed House		20.0%	27.0	20.0%	3.0	20%	30.0
5 bed House		5.0%	6.8	5.9%	0.9	5%	7.6
1 bed Flat		10.0%	13.5	22.5%	3.4	11%	16.9
2 bed Flat		5.0%	6.8	12.4%	1.9	6%	8.6
Total number of units		100.0%	135.0	100.0%	15.0	100%	150.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqft)</b>	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA (sqm)</b>		<b>AH units GIA (sqft)</b>		<b>Total GIA (all units) (sqft)</b>	
1 bed House		0	0	0	0	0	0
2 bed House		2,133	22,959	147	1,582	2,280	24,541
3 bed House		5,400	58,125	402	4,327	5,802	62,452
4 bed House		3,456	37,200	384	4,133	3,840	41,333
5 bed House		1,080	11,625	142	1,524	1,222	13,149
1 bed Flat		794	8,548	199	2,137	993	10,685
2 bed Flat		556	5,983	153	1,649	709	7,632
		13,419	144,441	1,426	15,352	14,845	159,793
AH % by floor area:				9.61% AH % by floor area (difference due to mix)			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House		145,000	2,339	217		0	
2 bed House		170,000	2,152	200		4,906,200	
3 bed House		205,000	2,050	190		11,894,100	
4 bed House		265,000	2,070	192		7,950,000	
5 bed House		340,000	2,125	197		2,595,900	
1 bed Flat		115,000	2,300	214		1,940,625	
2 bed Flat		135,000	1,929	179		1,162,350	
						30,449,175	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House		87,000	60%	72,500	50%	101,500	70%
2 bed House		102,000	60%	85,000	50%	119,000	70%
3 bed House		123,000	60%	102,500	50%	143,500	70%
4 bed House		159,000	60%	132,500	50%	185,500	70%
5 bed House		204,000	60%	170,000	50%	238,000	70%
1 bed Flat		69,000	60%	57,500	50%	80,500	70%
2 bed Flat		81,000	60%	67,500	50%	94,500	70%

\* capped @£250K

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	27.0	@	170,000	4,590,000
3 bed House	54.0	@	205,000	11,070,000
4 bed House	27.0	@	265,000	7,155,000
5 bed House	6.8	@	340,000	2,295,000
1 bed Flat	13.5	@	115,000	1,552,500
2 bed Flat	6.8	@	135,000	911,250
	135.0			27,573,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	1.4	@	102,000	142,290
3 bed House	3.0	@	123,000	370,845
4 bed House	2.3	@	159,000	357,750
5 bed House	0.7	@	204,000	135,405
1 bed Flat	2.5	@	69,000	174,656
2 bed Flat	1.4	@	81,000	112,995
	11.3			1,293,941
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.5	@	119,000	55,335
3 bed House	1.0	@	143,500	144,218
4 bed House	0.8	@	185,500	139,125
5 bed House	0.2	@	238,000	52,658
1 bed Flat	0.8	@	80,500	67,922
2 bed Flat	0.5	@	94,500	43,943
	3.8			503,199
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	15.0		-
<b>Sub-total GDV Residential</b>				<b>150</b>
<b>Sub-total GDV Residential</b>				<b>29,370,891</b>
<b>AH on-site cost analysis:</b>				
			<b>73 £ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH) 1,078,284</b>
				<b>7,189 £ per unit (total units)</b>
<b>Grant</b>				
15 AH units @ <span style="background-color: #92d050;">          </span> 0 per unit				-
<b>Total GDV</b>				<b>29,370,891</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(36,659)
Planning Application Professional Fees, Surveys and reports						(110,000)
CIL						(276,968)
<b>CIL analysis:</b>		13,419 sqm (Market only)	20.64 £ psm			
		0.94% % of GDV	1,846 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	150 units @		9,633 per unit		(1,444,950)
	Sub-total				(1,444,950)	
<b>S106 analysis:</b>		385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>			14,845 sqm (total)	0 £ psm		
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		3.75 ha @		0 £ per ha (if brownfield)		
Site Infrastructure costs -						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	150 units @		0 per unit		-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
		- sqm @		1,211 psm		
2 bed House						(2,761,007)
		2,280 sqm @		1,211 psm		
3 bed House						(7,026,222)
		5,802 sqm @		1,211 psm		
4 bed House						(4,650,240)
		3,840 sqm @		1,211 psm		
5 bed House						(1,479,358)
		1,222 sqm @		1,211 psm		
1 bed Flat						(1,399,632)
		993 sqm @		1,410 psm		
2 bed Flat						(999,773)
		14,845 709 sqm @		1,410 psm		
Garages for 3 bed House (OMS only)						-
		54 units @	0% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(238,019)
		27 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						(95,207)
		7 units @	120% @	11,754 £ per garage		
External works						(2,797,419)
		18,649,458 @		15.0%		
<b>Ext. Works analysis:</b>				18,649 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs						(150,450)
		150 units @		1,003 £ per unit		
M4(2) Category 2 Housing Aff units						(7,815)
		15 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						(70,335)
		135 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						-
		15 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						-
		135 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(667,350)
		150 units @		4,449 £ per unit		
Renewable Energy						-
		150 units @		0 £ per unit		
EV Charging Points - Houses						-
		125 units @		0 £ per unit		
EV Charging Points - Flats						-
		25 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		150 units @		0 £ per unit		
	Sub-total				(895,950)	
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		
Contingency (on construction)						(1,117,141)
		22,342,827 @		5.0%		

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	22,342,827 @		<b>6.5%</b>		(1,452,284)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	27,573,750 OMS @		<b>3.00%</b>	5,515 £ per unit	(827,213)
Residential Sales Agent Costs	27,573,750 OMS @		<b>1.00%</b>	1,838 £ per unit	(275,738)
Residential Sales Legal Costs	27,573,750 OMS @		<b>0.25%</b>	460 £ per unit	(68,934)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>7,879 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(362,410)
<b>Developers Profit -</b>					
Profit on OMS	27,573,750		<b>18.00%</b>		(4,963,275)
Margin on AH	1,797,141		<b>6.00%</b> on AH values		(107,828)
<b>Profit analysis:</b>				<b>17.27% blended GDV</b>	<b>(5,071,103)</b>
	<b>29,370,891</b>			<b>17.84% on costs</b>	<b>(5,071,103)</b>
	<b>28,425,124</b>				
<b>TOTAL COSTS</b>					<b>(33,496,227)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(4,125,337)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(4,125,337)</b>
<b>RLV analysis:</b>	<b>(27,502) £ per plot</b>	<b>(1,100,090) £ per ha (net)</b>	<b>(445,200) £ per acre (net)</b>		
		<b>(880,072) £ per ha (gross)</b>	<b>(356,160) £ per acre (gross)</b>		
			<b>-14.05% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		3.75 ha (net)		9.27 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		4.69 ha (gross)		11.58 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,245 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>1,389,938</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,470,740) £ per ha (net)</b>	<b>(595,200) £ per acre (net)</b>		<b>(5,515,274)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(595,200)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(490,374)	(526,218)	(562,262)	(598,415)	(634,862)	(672,331)	(710,156)	
	10.00	(508,006)	(542,973)	(578,220)	(613,572)	(649,127)	(686,010)	(722,923)	
	20.00	(525,638)	(559,819)	(594,179)	(628,729)	(663,688)	(699,689)	(735,690)	
	30.00	(543,270)	(576,664)	(610,137)	(643,887)	(678,279)	(713,368)	(748,458)	
	40.00	(560,922)	(593,509)	(626,164)	(659,044)	(692,870)	(727,047)	(761,225)	
	50.00	(578,654)	(610,354)	(642,212)	(674,207)	(707,461)	(740,726)	(773,992)	
	60.00	(596,385)	(627,199)	(658,261)	(689,698)	(722,052)	(754,405)	(786,759)	
	70.00	(614,117)	(644,105)	(674,310)	(705,201)	(736,643)	(768,085)	(799,526)	
	80.00	(631,849)	(661,045)	(690,359)	(720,704)	(751,234)	(781,764)	(812,293)	
	90.00	(649,581)	(677,986)	(706,589)	(736,207)	(765,825)	(795,443)	(825,060)	
	100.00	(667,395)	(694,926)	(723,004)	(751,710)	(780,416)	(809,122)	(837,828)	
	110.00	(685,227)	(711,866)	(739,419)	(767,213)	(795,007)	(822,801)	(850,595)	
	120.00	(703,059)	(728,952)	(755,834)	(782,716)	(809,598)	(836,480)	(863,362)	
	130.00	(720,891)	(746,279)	(772,249)	(798,219)	(824,189)	(850,159)	(876,129)	
	140.00	(738,723)	(763,606)	(788,664)	(813,722)	(838,780)	(863,838)	(888,896)	
	150.00	(756,578)	(780,933)	(805,079)	(829,225)	(853,371)	(877,517)	(901,663)	
	160.00	(775,026)	(798,260)	(821,494)	(844,728)	(867,962)	(891,196)	(914,431)	
	170.00	(793,264)	(815,587)	(837,909)	(860,231)	(882,553)	(904,875)	(927,198)	
	180.00	(811,503)	(832,913)	(854,324)	(875,734)	(897,144)	(918,555)	(939,965)	
	190.00	(829,742)	(850,240)	(870,739)	(891,237)	(911,735)	(932,234)	(952,732)	
200.00	(847,981)	(867,567)	(887,154)	(906,740)	(926,326)	(945,913)	(965,499)		
210.00	(866,219)	(884,894)	(903,568)	(922,243)	(940,917)	(959,592)	(978,266)		
220.00	(884,458)	(902,221)	(919,983)	(937,746)	(955,508)	(973,271)	(991,033)		
230.00	(902,697)	(919,548)	(936,398)	(953,249)	(970,099)	(986,950)	(1,003,801)		
240.00	(920,936)	(936,874)	(952,813)	(968,752)	(984,690)	(1,000,629)	(1,016,568)		
250.00	(939,175)	(954,201)	(969,228)	(984,255)	(999,281)	(1,014,308)	(1,029,335)		

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(595,200)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(358,666)	(390,969)	(424,016)	(457,965)	(491,990)	(526,270)	(560,706)	
	1,000	(375,680)	(408,225)	(441,679)	(475,704)	(509,805)	(544,108)	(578,646)	
	2,000	(392,776)	(425,620)	(459,418)	(493,442)	(527,644)	(561,979)	(596,585)	
	3,000	(409,974)	(443,163)	(477,156)	(511,181)	(545,482)	(579,919)	(614,799)	
	4,000	(427,285)	(460,870)	(494,895)	(529,018)	(563,321)	(597,858)	(633,148)	
	5,000	(444,725)	(478,608)	(512,633)	(546,857)	(581,191)	(615,798)	(651,497)	
	6,000	(462,322)	(496,347)	(530,392)	(564,695)	(599,131)	(633,903)	(669,846)	
	7,000	(480,061)	(514,086)	(548,231)	(582,534)	(617,071)	(652,252)	(688,195)	
	8,000	(497,799)	(531,824)	(566,069)	(600,404)	(635,011)	(670,601)	(706,544)	
	9,000	(515,538)	(549,605)	(583,908)	(618,344)	(653,007)	(688,950)	(724,893)	
	10,000	(533,276)	(567,443)	(601,747)	(636,283)	(671,356)	(707,299)	(743,242)	
	11,000	(551,015)	(585,282)	(619,617)	(654,223)	(689,705)	(725,647)	(761,590)	
	12,000	(568,818)	(603,121)	(637,556)	(672,163)	(708,053)	(743,996)	(779,939)	
	13,000	(586,656)	(620,960)	(655,496)	(690,459)	(726,402)	(762,345)	(798,288)	
14,000	(604,495)	(638,829)	(673,436)	(708,808)	(744,751)	(780,694)	(816,637)		

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(595,200)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(427,576)	(466,666)	(505,929)	(545,388)	(585,269)	(626,172)	(667,074)	
	17.5%	(510,235)	(545,191)	(580,322)	(615,648)	(651,396)	(688,166)	(724,935)	
	20.0%	(592,893)	(623,717)	(654,715)	(685,908)	(717,523)	(750,160)	(782,796)	
	22.5%	(675,552)	(702,243)	(729,108)	(756,168)	(783,650)	(812,154)	(840,658)	
	25.0%	(758,211)	(780,769)	(803,501)	(826,428)	(849,777)	(874,148)	(898,519)	
	27.5%	(840,870)	(859,295)	(877,893)	(896,688)	(915,904)	(936,142)	(956,380)	

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(595,200)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(476,766)	(510,897)	(545,200)	(579,700)	(614,622)	(650,565)	(686,507)	
	150,000	(526,766)	(560,897)	(595,200)	(629,700)	(664,622)	(700,565)	(736,507)	
	200,000	(576,766)	(610,897)	(645,200)	(679,700)	(714,622)	(750,565)	(786,507)	
	250,000	(626,766)	(660,897)	(695,200)	(729,700)	(764,622)	(800,565)	(836,507)	
	300,000	(676,766)	(710,897)	(745,200)	(779,700)	(814,622)	(850,565)	(886,507)	
	350,000	(726,766)	(760,897)	(795,200)	(829,700)	(864,622)	(900,565)	(936,507)	
	400,000	(776,766)	(810,897)	(845,200)	(879,700)	(914,622)	(950,565)	(986,507)	
	450,000	(826,766)	(860,897)	(895,200)	(929,700)	(964,622)	(1,000,565)	(1,036,507)	
	500,000	(876,766)	(910,897)	(945,200)	(979,700)	(1,014,622)	(1,050,565)	(1,086,507)	
	550,000	(926,766)	(960,897)	(995,200)	(1,029,700)	(1,064,622)	(1,100,565)	(1,136,507)	
	600,000	(976,766)	(1,010,897)	(1,045,200)	(1,079,700)	(1,114,622)	(1,150,565)	(1,186,507)	
	650,000	(1,026,766)	(1,060,897)	(1,095,200)	(1,129,700)	(1,164,622)	(1,200,565)	(1,236,507)	
	700,000	(1,076,766)	(1,110,897)	(1,145,200)	(1,179,700)	(1,214,622)	(1,250,565)	(1,286,507)	
	750,000	(1,126,766)	(1,160,897)	(1,195,200)	(1,229,700)	(1,264,622)	(1,300,565)	(1,336,507)	
	800,000	(1,176,766)	(1,210,897)	(1,245,200)	(1,279,700)	(1,314,622)	(1,350,565)	(1,386,507)	
	850,000	(1,226,766)	(1,260,897)	(1,295,200)	(1,329,700)	(1,364,622)	(1,400,565)	(1,436,507)	

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(595,200)							
			206,260	179,210	152,160	125,091	98,010	70,929	43,840
			95,431	68,440	41,436	14,432	(12,614)	(39,665)	(66,769)
			(15,757)	(42,720)	(69,710)	(96,749)	(123,835)	(152,456)	(183,962)
			(127,497)	(156,544)	(187,887)	(219,355)	(250,990)	(282,896)	(315,228)
			(255,619)	(287,213)	(319,092)	(351,381)	(384,358)	(418,410)	(452,727)
			(388,397)	(421,271)	(455,138)	(489,309)	(523,633)	(558,094)	(592,848)
			(526,766)	(560,897)	(595,200)	(629,700)	(664,622)	(700,565)	(736,507)
			(667,437)	(701,896)	(737,220)	(773,012)	(808,804)	(844,596)	(880,387)
			(810,421)	(846,062)	(881,703)	(917,344)	(952,985)	(988,626)	(1,024,267)
			(955,207)	(990,697)	(1,026,187)	(1,061,677)	(1,097,167)	(1,132,657)	(1,168,147)
			(1,099,993)	(1,135,332)	(1,170,671)	(1,206,010)	(1,241,349)	(1,276,688)	(1,312,027)
			(1,244,779)	(1,279,967)	(1,315,155)	(1,350,343)	(1,385,531)	(1,420,719)	(1,455,907)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(595,200)							
			438,494	472,284	506,309	540,496	574,800	609,402	644,955
			1,000	458,175	492,178	526,203	560,503	594,915	629,590
			2,000	478,047	512,071	546,205	580,509	615,034	650,169
			3,000	497,940	531,965	566,211	600,547	635,153	670,747
			4,000	517,834	551,914	586,217	620,666	655,382	690,690
			5,000	537,728	571,920	606,224	640,785	675,960	711,903
			6,000	557,623	591,926	626,298	660,905	696,538	732,481
			7,000	577,629	611,932	646,417	681,174	717,116	753,059
			8,000	597,635	631,938	666,537	701,752	737,695	773,638
			9,000	617,641	652,049	686,656	722,330	758,273	794,216
			10,000	637,647	672,169	706,965	742,908	778,851	814,794
			11,000	657,651	692,288	727,543	763,486	799,429	835,372
			12,000	677,651	712,407	748,121	784,064	820,007	855,950
			13,000	697,650	732,527	768,700	804,643	840,585	876,528
			14,000	718,039	753,335	789,278	825,221	861,164	897,107
			15,000	738,158	773,913	809,856	845,799	881,742	917,685
		16,000	758,548	794,491	830,434	866,377	902,320	938,263	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(595,200)							
			(1,111,693)	(1,118,094)	(1,124,495)	(1,130,896)	(1,137,297)	(1,143,697)	(1,150,098)
			82%	(1,052,609)	(1,061,964)	(1,071,319)	(1,080,674)	(1,090,029)	(1,099,384)
			84%	993,525	(1,005,834)	(1,018,143)	(1,030,452)	(1,042,762)	(1,055,071)
			86%	(934,440)	(949,704)	(964,967)	(980,231)	(995,494)	(1,010,757)
			88%	(875,356)	(893,574)	(911,791)	(930,009)	(948,227)	(966,444)
			90%	(816,272)	(837,443)	(858,615)	(879,787)	(900,959)	(922,131)
			92%	(757,187)	(781,313)	(805,439)	(829,565)	(853,692)	(877,818)
			94%	(698,383)	(725,183)	(752,263)	(779,344)	(806,424)	(833,504)
			96%	(640,882)	(669,738)	(699,088)	(729,122)	(759,157)	(789,191)
			98%	(583,714)	(615,162)	(646,844)	(678,900)	(711,889)	(744,878)
			100%	(526,766)	(560,897)	(595,200)	(629,700)	(664,622)	(700,565)
			102%	(470,012)	(506,874)	(543,791)	(580,951)	(618,305)	(656,251)
			104%	(414,355)	(453,000)	(492,658)	(532,398)	(572,414)	(612,661)
			106%	(360,036)	(400,342)	(441,644)	(484,117)	(526,717)	(569,588)
			108%	(306,506)	(348,844)	(391,810)	(435,915)	(481,251)	(526,747)
			110%	(253,487)	(298,034)	(343,030)	(388,760)	(435,848)	(484,061)
		112%	(200,809)	(247,683)	(294,878)	(342,595)	(391,210)	(441,495)	
		114%	(147,441)	(197,642)	(247,156)	(297,062)	(347,585)	(399,256)	
		116%	(102,232)	(146,966)	(199,733)	(251,934)	(304,583)	(358,048)	
		118%	(57,132)	(104,011)	(152,501)	(207,083)	(262,006)	(317,522)	
		120%	(12,132)	(61,160)	(110,312)	(162,441)	(219,721)	(277,440)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(595,200)							
			(526,766)	(560,897)	(595,200)	(629,700)	(664,622)	(700,565)	(736,507)
		10,000	(526,766)	(551,976)	(577,358)	(602,785)	(628,421)	(654,685)	(681,452)
		20,000	(526,766)	(543,055)	(559,517)	(575,978)	(592,535)	(609,199)	(626,396)
		30,000	(526,766)	(534,179)	(541,675)	(549,215)	(556,756)	(564,342)	(572,034)
		40,000	(526,766)	(525,308)	(523,850)	(522,453)	(521,073)	(519,693)	(518,312)
		50,000	(526,766)	(516,437)	(506,108)	(495,779)	(485,450)	(475,121)	(464,792)
		60,000	(526,766)	(507,566)	(488,367)	(469,167)	(449,967)	(430,767)	(411,567)
		70,000	(526,766)	(498,696)	(470,625)	(442,554)	(414,484)	(386,413)	(358,443)
		80,000	(526,766)	(489,825)	(452,884)	(415,942)	(379,216)	(342,755)	(306,533)
		90,000	(526,766)	(480,954)	(435,142)	(389,611)	(344,575)	(299,934)	(255,621)
	100,000	(526,766)	(472,083)	(417,495)	(363,618)	(310,394)	(257,656)	(205,312)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San34** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **225**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	225 Units
AH Policy requirement (% Target)	10%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 90%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented 2.5% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	40.5	12.4%	2.8	19%	43.3
3 bed House	40.0%	81.0	26.8%	6.0	39%	87.0
4 bed House	20.0%	40.5	20.0%	4.5	20%	45.0
5 bed House	5.0%	10.1	5.9%	1.3	5%	11.5
1 bed Flat	10.0%	20.3	22.5%	5.1	11%	25.3
2 bed Flat	5.0%	10.1	12.4%	2.8	6%	12.9
<b>Total number of units</b>	<b>100.0%</b>	<b>202.5</b>	<b>100.0%</b>	<b>22.5</b>	<b>100%</b>	<b>225.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	3,200	34,439	220	2,372	3,420	36,812
3 bed House	8,100	87,188	603	6,491	8,703	93,678
4 bed House	5,184	55,800	576	6,200	5,760	62,000
5 bed House	1,620	17,438	212	2,286	1,832	19,724
1 bed Flat	1,191	12,822	298	3,205	1,489	16,027
2 bed Flat	834	8,975	230	2,473	1,064	11,448
	<b>20,129</b>	<b>216,661</b>	<b>2,139</b>	<b>23,028</b>	<b>22,268</b>	<b>239,689</b>

AH % by floor area: 9.61% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	145,000	2,339	217	0
2 bed House	170,000	2,152	200	7,359,300
3 bed House	205,000	2,050	190	17,841,150
4 bed House	265,000	2,070	192	11,925,000
5 bed House	340,000	2,125	197	3,893,850
1 bed Flat	115,000	2,300	214	2,910,938
2 bed Flat	135,000	1,929	179	1,743,525
				<b>45,673,763</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	40.5	@	170,000	6,885,000
3 bed House	81.0	@	205,000	16,605,000
4 bed House	40.5	@	265,000	10,732,500
5 bed House	10.1	@	340,000	3,442,500
1 bed Flat	20.3	@	115,000	2,328,750
2 bed Flat	10.1	@	135,000	1,366,875
	202.5			41,360,625
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	2.1	@	102,000	213,435
3 bed House	4.5	@	123,000	556,268
4 bed House	3.4	@	159,000	536,625
5 bed House	1.0	@	204,000	203,108
1 bed Flat	3.8	@	69,000	261,984
2 bed Flat	2.1	@	81,000	169,493
	16.9			1,940,912
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.7	@	119,000	83,003
3 bed House	1.5	@	143,500	216,326
4 bed House	1.1	@	185,500	208,688
5 bed House	0.3	@	238,000	78,986
1 bed Flat	1.3	@	80,500	101,883
2 bed Flat	0.7	@	94,500	65,914
	5.6			754,799
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	22.5		-
<b>Sub-total GDV Residential</b>				<b>44,056,336</b>
<b>AH on-site cost analysis:</b>				
			<b>73 £ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH) 1,617,427</b>
				<b>7,189 £ per unit (total units)</b>
<b>Grant</b>	23	AH units @	0	per unit
<b>Total GDV</b>				<b>44,056,336</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential) (47,009)					
Planning Application Professional Fees, Surveys and reports (140,000)					
CIL 20,129 sqm (Market only) 20.64 £ psm (415,452)					
CIL analysis: 0.94% % of GDV 1,846 £ per unit (total units)					
Site Specific S106 Contributions					
Year 1				0	-
Year 2				0	-
Year 3				0	-
Year 4				0	-
Year 5				0	-
Year 6				0	-
Year 7				0	-
Year 8				0	-
Year 9				0	-
Year 10				0	-
Year 11				0	-
Year 12				0	-
Year 13				0	-
Year 14				0	-
Year 15				0	-
Years 1-15		225 units @		9,633 per unit	(2,167,425)
Sub-total (2,167,425)					
S106 analysis: 385,320 £ per ha 4.92% % of GDV 9,633 £ per unit (total units)					
AH Commuted Sum 22,268 sqm (total) 0 £ psm					
Comm. Sum analysis: 0.00% % of GDV					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation 5.63 ha @ 0 £ per ha (if brownfield)					
Site Infrastructure costs -					
Year 1				0	-
Year 2				0	-
Year 3				0	-
Year 4				0	-
Year 5				0	-
Year 6				0	-
Year 7				0	-
Year 8				0	-
Year 9				0	-
Year 10				0	-
Year 11				0	-
Year 12				0	-
Year 13				0	-
Year 14				0	-
Year 15				0	-
Years 1-15		225 units @		0 per unit	-
Sub-total					
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)					
1 bed House		- sqm @		1,211 psm	-
2 bed House		3,420 sqm @		1,211 psm	(4,141,511)
3 bed House		8,703 sqm @		1,211 psm	(10,539,333)
4 bed House		5,760 sqm @		1,211 psm	(6,975,360)
5 bed House		1,832 sqm @		1,211 psm	(2,219,036)
1 bed Flat		1,489 sqm @		1,410 psm	(2,099,449)
2 bed Flat		1,064 sqm @		1,410 psm	(1,499,659)
Garages for 3 bed House (OMS only)	81 units @		0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)	41 units @		75% @	11,754 £ per garage	(357,028)
Garages for 5 bed House (OMS only)	10 units @		120% @	11,754 £ per garage	(142,811)
External works 27,974,187 @ 15.0% (4,196,128)					
Ext. Works analysis: 18,649 £ per unit (total units)					
Policy Costs on design -					
Net Biodiversity costs 225 units @ 1,003 £ per unit (225,675)					
M4(2) Category 2 Housing Aff units	23 units @		100% @	521 £ per unit	(11,723)
M4(2) Category 2 Housing OMS units	203 units @		100% @	521 £ per unit	(105,503)
M4(3) Category 3 Housing Aff units	23 units @		0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units	203 units @		0% @	10,111 £ per unit	-
Part L 2025/FHS	225 units @			4,449 £ per unit	(1,001,025)
Renewable Energy	225 units @			0 £ per unit	-
EV Charging Points - Houses	187 units @			0 £ per unit	-
EV Charging Points - Flats	38 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency	225 units @			0 £ per unit	-
Sub-total (1,343,925)					
Policy Costs analysis: (design costs only) 5,973 £ per unit (total units)					
Contingency (on construction) 33,514,240 @ 5.0% (1,675,712)					

## 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	33,514,240 @	6.5%		(2,178,426)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	41,360,625 OMS @	3.00%	5,515 £ per unit	(1,240,819)
Residential Sales Agent Costs	41,360,625 OMS @	1.00%	1,838 £ per unit	(413,606)
Residential Sales Legal Costs	41,360,625 OMS @	0.25%	460 £ per unit	(103,402)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>7,857 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(531,676)
<b>Developers Profit -</b>				
Profit on OMS	41,360,625	18.00%		(7,444,913)
Margin on AH	2,695,711	6.00% on AH values		(161,743)
<b>Profit analysis:</b>	<b>44,056,336</b>	<b>17.27% blended GDV</b>	<b>(7,606,655)</b>	
	<b>42,537,767</b>	<b>17.88% on costs</b>	<b>(7,606,655)</b>	
<b>TOTAL COSTS</b>				<b>(50,144,422)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(6,088,086)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(6,088,086)</b>
<b>RLV analysis:</b>	<b>(27,058) £ per plot</b>	<b>(1,082,326) £ per ha (net)</b>	<b>(438,011) £ per acre (net)</b>	
		<b>(865,861) £ per ha (gross)</b>	<b>(350,409) £ per acre (gross)</b>	
			<b>-13.82% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	7.03 ha (gross)		17.37 acres (gross)	
<b>Density analysis:</b>	<b>3,959 sqm/ha (net)</b>	<b>17,245 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	<b>2,084,906</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(1,452,976) £ per ha (net)</b>	<b>(588,011) £ per acre (net)</b>	<b>(8,172,992)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **225**  
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 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
CIL £ psm 20.64	(588,011)	0.00	(483,222)	(519,067)	(555,073)	(591,206)	(627,634)	(664,941)	(702,766)
		10.00	(500,854)	(535,817)	(571,032)	(606,345)	(641,900)	(678,620)	(715,533)
		20.00	(518,486)	(552,630)	(586,990)	(621,502)	(656,298)	(692,299)	(728,300)
		30.00	(536,119)	(569,475)	(602,949)	(636,659)	(670,889)	(705,978)	(741,068)
		40.00	(553,751)	(586,320)	(618,936)	(651,816)	(685,480)	(719,657)	(753,835)
		50.00	(571,465)	(603,165)	(634,985)	(666,974)	(700,071)	(733,336)	(766,602)
		60.00	(589,197)	(620,011)	(651,034)	(682,308)	(714,662)	(747,016)	(779,369)
		70.00	(606,928)	(636,877)	(667,083)	(697,811)	(729,253)	(760,695)	(792,136)
		80.00	(624,660)	(653,818)	(683,131)	(713,314)	(743,844)	(774,374)	(804,903)
		90.00	(642,392)	(670,758)	(699,203)	(728,817)	(758,435)	(788,053)	(817,671)
		100.00	(660,168)	(687,698)	(715,614)	(744,320)	(773,026)	(801,732)	(830,438)
		110.00	(678,000)	(704,639)	(732,029)	(759,823)	(787,617)	(815,411)	(843,205)
		120.00	(695,832)	(721,581)	(748,444)	(775,326)	(802,208)	(829,090)	(855,972)
		130.00	(713,664)	(738,889)	(764,859)	(790,829)	(816,799)	(842,769)	(868,739)
		140.00	(731,496)	(756,216)	(781,274)	(806,332)	(831,390)	(856,448)	(881,506)
		150.00	(749,397)	(773,543)	(797,689)	(821,835)	(845,981)	(870,127)	(894,273)
		160.00	(767,636)	(790,870)	(814,104)	(837,338)	(860,572)	(883,806)	(907,041)
		170.00	(785,874)	(808,197)	(830,519)	(852,841)	(875,163)	(897,486)	(919,808)
		180.00	(804,113)	(825,523)	(846,934)	(868,344)	(889,754)	(911,165)	(932,575)
		190.00	(822,352)	(842,850)	(863,349)	(883,847)	(904,345)	(924,844)	(945,342)
	200.00	(840,591)	(860,177)	(879,764)	(899,350)	(918,936)	(938,523)	(958,109)	
	210.00	(858,830)	(877,504)	(896,179)	(914,853)	(933,527)	(952,202)	(970,876)	
	220.00	(877,068)	(894,831)	(912,593)	(930,356)	(948,118)	(965,881)	(983,644)	
	230.00	(895,307)	(912,158)	(929,008)	(945,859)	(962,709)	(979,560)	(996,411)	
	240.00	(913,546)	(929,485)	(945,423)	(961,362)	(977,301)	(993,239)	(1,009,178)	
	250.00	(931,785)	(946,811)	(961,838)	(976,865)	(991,892)	(1,006,918)	(1,021,945)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Site Specific S106 9,633	(588,011)	-	(351,787)	(384,012)	(416,935)	(450,814)	(484,839)	(519,081)	(553,478)
		1,000	(368,777)	(401,236)	(434,528)	(468,552)	(502,616)	(536,920)	(571,418)
		2,000	(385,846)	(418,572)	(452,266)	(486,291)	(520,455)	(554,759)	(589,358)
		3,000	(403,005)	(436,061)	(470,005)	(504,029)	(538,294)	(572,691)	(607,409)
		4,000	(420,269)	(453,719)	(487,743)	(521,829)	(556,133)	(590,631)	(625,758)
		5,000	(437,665)	(471,457)	(505,482)	(539,668)	(573,971)	(608,570)	(644,107)
		6,000	(455,206)	(489,196)	(523,220)	(557,507)	(591,904)	(626,520)	(662,456)
		7,000	(472,909)	(506,934)	(541,042)	(575,345)	(609,843)	(644,862)	(680,805)
		8,000	(490,648)	(524,673)	(558,881)	(593,184)	(627,783)	(663,211)	(699,154)
		9,000	(508,386)	(542,416)	(576,720)	(611,116)	(645,723)	(681,560)	(717,503)
		10,000	(526,125)	(560,255)	(594,558)	(629,056)	(663,966)	(699,909)	(735,852)
		11,000	(543,863)	(578,094)	(612,397)	(646,996)	(682,315)	(718,258)	(754,200)
		12,000	(561,629)	(595,932)	(630,329)	(664,935)	(700,663)	(736,606)	(772,549)
		13,000	(579,468)	(613,771)	(648,268)	(683,069)	(719,012)	(754,955)	(790,898)
		14,000	(597,306)	(631,610)	(666,208)	(701,418)	(737,361)	(773,304)	(809,247)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Profit 18.0%	(588,011)	15.0%	(420,424)	(459,477)	(498,740)	(538,160)	(577,879)	(618,782)	(659,684)
		17.5%	(503,083)	(538,003)	(573,133)	(608,420)	(644,006)	(680,776)	(717,545)
		20.0%	(585,742)	(616,529)	(647,526)	(678,680)	(710,133)	(742,700)	(775,407)
		22.5%	(668,401)	(695,055)	(721,919)	(748,940)	(776,260)	(804,764)	(833,268)
		25.0%	(751,060)	(773,580)	(796,312)	(819,200)	(842,387)	(866,758)	(891,129)
		27.5%	(833,719)	(852,106)	(870,705)	(889,460)	(908,515)	(928,752)	(948,990)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%	
BLV (£ per acre) 150,000	(588,011)	100,000	(469,615)	(503,708)	(538,011)	(572,472)	(607,232)	(643,175)	(679,118)
		150,000	(519,615)	(553,708)	(588,011)	(622,472)	(657,232)	(693,175)	(729,118)
		200,000	(569,615)	(603,708)	(638,011)	(672,472)	(707,232)	(743,175)	(779,118)
		250,000	(619,615)	(653,708)	(688,011)	(722,472)	(757,232)	(793,175)	(829,118)
		300,000	(669,615)	(703,708)	(738,011)	(772,472)	(807,232)	(843,175)	(879,118)
		350,000	(719,615)	(753,708)	(788,011)	(822,472)	(857,232)	(893,175)	(929,118)
		400,000	(769,615)	(803,708)	(838,011)	(872,472)	(907,232)	(943,175)	(979,118)
		450,000	(819,615)	(853,708)	(888,011)	(922,472)	(957,232)	(993,175)	(1,029,118)
		500,000	(869,615)	(903,708)	(938,011)	(972,472)	(1,007,232)	(1,043,175)	(1,079,118)
		550,000	(919,615)	(953,708)	(988,011)	(1,022,472)	(1,057,232)	(1,093,175)	(1,129,118)
		600,000	(969,615)	(1,003,708)	(1,038,011)	(1,072,472)	(1,107,232)	(1,143,175)	(1,179,118)
		650,000	(1,019,615)	(1,053,708)	(1,088,011)	(1,122,472)	(1,157,232)	(1,193,175)	(1,229,118)
		700,000	(1,069,615)	(1,103,708)	(1,138,011)	(1,172,472)	(1,207,232)	(1,243,175)	(1,279,118)
		750,000	(1,119,615)	(1,153,708)	(1,188,011)	(1,222,472)	(1,257,232)	(1,293,175)	(1,329,118)
		800,000	(1,169,615)	(1,203,708)	(1,238,011)	(1,272,472)	(1,307,232)	(1,343,175)	(1,379,118)
		850,000	(1,219,615)	(1,253,708)	(1,288,011)	(1,322,472)	(1,357,232)	(1,393,175)	(1,429,118)

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(588,011)	0%	5.0%	10%	15.0%	20%	25.0%	30%
			211,593	184,542	157,492	130,438	103,357	76,276	49,195
			100,778	73,802	46,798	19,794	(7,237)	(34,288)	(61,377)
	Build Cost		(10,380)	(37,328)	(64,318)	(91,343)	(118,413)	(145,554)	(177,223)
	100%		(122,075)	(149,090)	(181,147)	(212,597)	(244,200)	(276,063)	(308,325)
	(105% = 5% increase)		(248,843)	(280,420)	(312,249)	(344,475)	(377,334)	(411,259)	(445,575)
	95%		(381,467)	(414,247)	(447,987)	(482,157)	(516,445)	(550,895)	(585,620)
	100%		(519,615)	(553,708)	(588,011)	(622,472)	(657,232)	(693,175)	(729,118)
	105%		(660,210)	(694,668)	(729,830)	(765,622)	(801,414)	(837,206)	(872,998)
	110%		(803,032)	(838,673)	(874,314)	(909,955)	(945,596)	(981,237)	(1,016,878)
	115%		(947,817)	(983,307)	(1,018,797)	(1,054,287)	(1,089,778)	(1,125,268)	(1,160,758)
	120%		(1,092,603)	(1,127,942)	(1,163,281)	(1,198,620)	(1,233,959)	(1,269,299)	(1,304,638)
	125%		(1,237,389)	(1,272,577)	(1,307,765)	(1,342,953)	(1,378,141)	(1,413,330)	(1,448,518)

**TABLE 7**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(588,011)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		(431,446)	(465,133)	(499,158)	(533,308)	(567,611)	(602,174)	(637,565)
	1,000		(451,065)	(485,026)	(519,051)	(553,314)	(587,687)	(622,294)	(658,143)
	2,000		(470,895)	(504,920)	(539,016)	(573,320)	(607,806)	(642,779)	(678,722)
	3,000		(490,789)	(524,814)	(559,023)	(593,326)	(627,926)	(663,357)	(699,300)
	4,000		(510,683)	(544,725)	(579,029)	(613,438)	(648,045)	(683,935)	(719,878)
	Part L 2025/FHS 4,449		(530,576)	(564,731)	(599,035)	(633,558)	(668,570)	(704,513)	(740,456)
	6,000		(550,470)	(584,737)	(619,070)	(653,677)	(689,148)	(725,091)	(761,034)
	7,000		(570,440)	(604,744)	(639,190)	(673,799)	(709,727)	(745,700)	(781,612)
	8,000		(590,446)	(624,750)	(659,309)	(694,362)	(730,305)	(766,248)	(802,191)
	9,000		(610,452)	(644,822)	(679,428)	(714,940)	(750,883)	(786,826)	(822,769)
	10,000		(630,458)	(664,941)	(699,576)	(735,518)	(771,461)	(807,404)	(843,347)
	11,000		(650,465)	(685,060)	(720,153)	(756,096)	(792,039)	(827,982)	(863,925)
	12,000		(670,573)	(705,180)	(740,732)	(776,674)	(812,617)	(848,560)	(884,503)
	13,000		(690,692)	(725,367)	(761,310)	(797,253)	(833,196)	(869,139)	(905,081)
	14,000		(710,812)	(745,945)	(781,888)	(817,831)	(853,774)	(889,717)	(925,660)
	15,000		(730,931)	(766,523)	(802,466)	(838,409)	(874,352)	(910,295)	(946,238)
	16,000		(751,158)	(787,101)	(823,044)	(858,987)	(894,930)	(930,873)	(966,816)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(588,011)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(1,104,304)	(1,110,704)	(1,117,105)	(1,123,506)	(1,129,907)	(1,136,307)	(1,142,708)
	82%		(1,045,219)	(1,054,574)	(1,063,929)	(1,073,284)	(1,082,639)	(1,091,994)	(1,101,349)
	Market Values		986,135	(998,444)	(1,010,753)	(1,023,062)	(1,035,372)	(1,047,681)	(1,059,990)
	100%		(927,050)	(942,314)	(957,577)	(972,841)	(988,104)	(1,003,368)	(1,018,631)
	(105% = 5% increase)		(867,966)	(886,184)	(904,401)	(922,619)	(940,837)	(959,054)	(977,272)
	90%		(808,882)	(830,054)	(851,225)	(872,397)	(893,569)	(914,741)	(935,913)
	92%		(749,797)	(773,923)	(798,050)	(822,176)	(846,302)	(870,428)	(894,554)
	94%		(691,155)	(717,793)	(744,874)	(771,954)	(799,034)	(826,114)	(853,195)
	96%		(633,654)	(662,511)	(691,698)	(721,732)	(751,767)	(781,801)	(811,836)
	98%		(576,525)	(607,973)	(639,616)	(671,510)	(704,499)	(737,488)	(770,477)
	100%		(519,615)	(553,708)	(588,011)	(622,472)	(657,232)	(693,175)	(729,118)
	102%		(462,887)	(499,723)	(536,602)	(573,762)	(611,078)	(648,861)	(687,759)
	104%		(407,398)	(445,908)	(485,506)	(525,209)	(565,225)	(605,434)	(646,399)
	106%		(353,180)	(393,405)	(434,563)	(476,965)	(519,528)	(562,400)	(605,540)
	108%		(299,710)	(341,988)	(384,878)	(428,823)	(474,100)	(519,559)	(565,289)
	110%		(246,729)	(291,241)	(336,175)	(381,806)	(428,717)	(476,910)	(525,302)
	112%		(194,069)	(240,925)	(288,084)	(335,739)	(384,235)	(434,344)	(485,395)
	114%		(142,019)	(190,902)	(240,397)	(290,249)	(340,706)	(392,240)	(445,667)
	116%		(96,825)	(141,544)	(192,993)	(245,158)	(297,768)	(351,141)	(405,998)
	118%		(51,741)	(98,604)	(145,593)	(200,343)	(255,230)	(310,678)	(367,171)
	120%		(6,740)	(55,765)	(104,894)	(155,719)	(212,964)	(270,646)	(329,085)

**TABLE 8**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(588,011)	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		(519,615)	(553,708)	(588,011)	(622,472)	(657,232)	(693,175)	(729,118)
	10,000		(519,615)	(544,787)	(570,170)	(595,558)	(621,193)	(647,295)	(674,062)
	Grant (£ per unit)		(519,615)	(535,898)	(552,328)	(568,790)	(585,308)	(601,971)	(619,006)
	-		(519,615)	(527,027)	(534,486)	(542,027)	(549,568)	(557,114)	(564,807)
	40,000		(519,615)	(518,157)	(516,698)	(515,264)	(513,884)	(512,504)	(511,124)
	50,000		(519,615)	(509,286)	(498,957)	(488,628)	(478,299)	(467,969)	(457,640)
	60,000		(519,615)	(500,415)	(481,215)	(462,015)	(442,815)	(423,615)	(404,416)
	70,000		(519,615)	(491,544)	(463,474)	(435,403)	(407,332)	(379,297)	(351,379)
	80,000		(519,615)	(482,674)	(445,732)	(408,827)	(372,174)	(335,785)	(299,619)
	90,000		(519,615)	(473,803)	(428,002)	(382,586)	(337,630)	(293,055)	(248,788)
	100,000		(519,615)	(464,932)	(410,418)	(356,661)	(303,515)	(250,840)	(198,536)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San35** (see Typologies Matrix)  
 Scheme Typology: **Low Value Greenfield**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes: No Units: **350**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	350 Units
AH Policy requirement (% Target)	10%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 90%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented 2.5% % of total (>10% First Homes PPG 023)
	100.0% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	63.0	12.4%	4.3	19%	67.3
3 bed House	40.0%	126.0	26.8%	9.4	39%	135.4
4 bed House	20.0%	63.0	20.0%	7.0	20%	70.0
5 bed House	5.0%	15.8	5.9%	2.1	5%	17.8
1 bed Flat	10.0%	31.5	22.5%	7.9	11%	39.4
2 bed Flat	5.0%	15.8	12.4%	4.3	6%	20.1
<b>Total number of units</b>	<b>100.0%</b>	<b>315.0</b>	<b>100.0%</b>	<b>35.0</b>	<b>100%</b>	<b>350.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	4,977	53,572	343	3,691	5,320	57,262
3 bed House	12,600	135,625	938	10,097	13,538	145,722
4 bed House	8,064	86,800	896	9,644	8,960	96,445
5 bed House	2,520	27,125	330	3,556	2,850	30,681
1 bed Flat	1,853	19,945	463	4,986	2,316	24,931
2 bed Flat	1,297	13,961	357	3,847	1,654	17,809
	<b>31,311</b>	<b>337,029</b>	<b>3,328</b>	<b>35,821</b>	<b>34,639</b>	<b>372,850</b>

AH % by floor area: 9.61% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	145,000	2,339	217	0
2 bed House	170,000	2,152	200	11,447,800
3 bed House	205,000	2,050	190	27,752,900
4 bed House	265,000	2,070	192	18,550,000
5 bed House	340,000	2,125	197	6,057,100
1 bed Flat	115,000	2,300	214	4,528,125
2 bed Flat	135,000	1,929	179	2,712,150
				<b>71,048,075</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	87,000	60%	72,500	50%	101,500	70%	108,750	75%
2 bed House	102,000	60%	85,000	50%	119,000	70%	127,500	75%
3 bed House	123,000	60%	102,500	50%	143,500	70%	153,750	75%
4 bed House	159,000	60%	132,500	50%	185,500	70%	198,750	75%
5 bed House	204,000	60%	170,000	50%	238,000	70%	255,000	75%
1 bed Flat	69,000	60%	57,500	50%	80,500	70%	86,250	75%
2 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	63.0	@	170,000	10,710,000
3 bed House	126.0	@	205,000	25,830,000
4 bed House	63.0	@	265,000	16,695,000
5 bed House	15.8	@	340,000	5,355,000
1 bed Flat	31.5	@	115,000	3,622,500
2 bed Flat	15.8	@	135,000	2,126,250
	315.0			64,338,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	87,000	-
2 bed House	3.3	@	102,000	332,010
3 bed House	7.0	@	123,000	865,305
4 bed House	5.3	@	159,000	834,750
5 bed House	1.5	@	204,000	315,945
1 bed Flat	5.9	@	69,000	407,531
2 bed Flat	3.3	@	81,000	263,655
	26.3			3,019,196
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	72,500	-
2 bed House	0.0	@	85,000	-
3 bed House	0.0	@	102,500	-
4 bed House	0.0	@	132,500	-
5 bed House	0.0	@	170,000	-
1 bed Flat	0.0	@	57,500	-
2 bed Flat	0.0	@	67,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.1	@	119,000	129,115
3 bed House	2.3	@	143,500	336,508
4 bed House	1.8	@	185,500	324,625
5 bed House	0.5	@	238,000	122,868
1 bed Flat	2.0	@	80,500	158,484
2 bed Flat	1.1	@	94,500	102,533
	8.8			1,174,132
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	108,750	-
2 bed House	0.0	@	127,500	-
3 bed House	0.0	@	153,750	-
4 bed House	0.0	@	198,750	-
5 bed House	0.0	@	255,000	-
1 bed Flat	0.0	@	86,250	-
2 bed Flat	0.0	@	101,250	-
	0.0	35.0		-
<b>Sub-total GDV Residential</b>				
	350			68,532,078
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>2,515,997</b>
		73 £ psm (total GIA sqm)	7,189 £ per unit (total units)	
<b>Grant</b>	35	AH units @	0 per unit	-
<b>Total GDV</b>				<b>68,532,078</b>

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Scheme Typology: **Low Value Greenfield**      No Units: **350**  
 Site Typology: Location / Value Zone: **Low**      Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(64,259)
Planning Application Professional Fees, Surveys and reports					(190,000)
CIL		31,311 sqm (Market only)	20.64 £ psm		(646,259)
	<b>CIL analysis:</b>	0.94% % of GDV	1,846 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	350 units @	9,633 per unit		(3,371,550)
	Sub-total				(3,371,550)
	<b>S106 analysis:</b>	385,320 £ per ha	4.92% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum		34,639 sqm (total)	0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		8.75 ha @	0 £ per ha (if brownfield)		-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	Years 1-15	350 units @	0 per unit		-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm		-
2 bed House		5,320 sqm @	1,211 psm		(6,442,350)
3 bed House		13,538 sqm @	1,211 psm		(16,394,518)
4 bed House		8,960 sqm @	1,211 psm		(10,850,560)
5 bed House		2,850 sqm @	1,211 psm		(3,451,834)
1 bed Flat		2,316 sqm @	1,410 psm		(3,265,809)
2 bed Flat		34,639 sqm @	1,410 psm		(2,332,804)
Garages for 3 bed House (OMS only)	126 units @	0% @	11,754 £ per garage		-
Garages for 4 bed House (OMS only)	63 units @	75% @	11,754 £ per garage		(555,377)
Garages for 5 bed House (OMS only)	16 units @	120% @	11,754 £ per garage		(222,151)
External works		43,515,402 @	15.0%	18,649 £ per unit (total units)	(6,527,310)
	<b>Ext. Works analysis:</b>				
Policy Costs on design -					
Net Biodiversity costs		350 units @	1,003 £ per unit		(351,050)
M4(2) Category 2 Housing Aff units	35 units @	100% @	521 £ per unit		(18,235)
M4(2) Category 2 Housing OMS units	315 units @	100% @	521 £ per unit		(164,115)
M4(3) Category 3 Housing Aff units	35 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing OMS units	315 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS	350 units @		4,449 £ per unit		(1,557,150)
Renewable Energy	350 units @		0 £ per unit		-
EV Charging Points - Houses	291 units @		0 £ per unit		-
EV Charging Points - Flats	59 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency	350 units @		0 £ per unit		-
	Sub-total				(2,090,550)
	<b>Policy Costs analysis: (design costs only)</b>		5,973 £ per unit (total units)		
Contingency (on construction)		52,133,263 @	5.0%		(2,606,663)

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Scheme Typology: **Low Value Greenfield** No Units: **350**  
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 Notes:

<b>Professional Fees</b>	52,133,263	@	6.5%		(3,388,662)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	64,338,750	OMS @	3.00%	5,515 £ per unit	(1,930,163)
Residential Sales Agent Costs	64,338,750	OMS @	1.00%	1,838 £ per unit	(643,388)
Residential Sales Legal Costs	64,338,750	OMS @	0.25%	460 £ per unit	(160,847)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>7,841 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		7.00% APR		0.565% pcm	(813,785)
<b>Developers Profit -</b>					
Profit on OMS	64,338,750		18.00%		(11,580,975)
Margin on AH	4,193,328		6.00%	on AH values	(251,600)
<b>Profit analysis:</b>				<b>17.27% blended GDV</b>	<b>(11,832,575)</b>
	68,532,078			<b>17.91% on costs</b>	<b>(11,832,575)</b>
	66,058,838				
<b>TOTAL COSTS</b>					<b>(77,891,413)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(9,359,335)
SDLT	-	@	HMRC formula		-
Acquisition Agent fees	-	@	1.0%		-
Acquisition Legal fees	-	@	0.5%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					<b>(9,359,335)</b>
<b>RLV analysis:</b>	<b>(26,741) £ per plot</b>	<b>(1,069,638) £ per ha (net)</b>	<b>(432,877) £ per acre (net)</b>		
		<b>(855,711) £ per ha (gross)</b>	<b>(346,301) £ per acre (gross)</b>		
			<b>-13.66% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		40.0	dph (net)		
Site Area (net)		8.75	ha (net)	21.62	acres (net)
Net to Gross ratio		80%			
Site Area (gross)		10.94	ha (gross)	27.03	acres (gross)
<b>Density analysis:</b>		3,959	sqm/ha (net)	17,245	sqft/ac (net)
		32	dph (gross)		
Benchmark Land Value (net)	9,266 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)
<b>BLV analysis:</b>		296,520	£ per ha (gross)	120,000	£ per acre (gross)

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,440,288)</b>	£ per ha (net)	<b>(582,877)</b>	£ per acre (net)
				<b>(12,602,522)</b>	

# 240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC

Scheme Typology: **Low Value Greenfield** No Units: **350**  
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 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(478,114)	(513,959)	(549,938)	(586,072)	(622,472)	(837,314)	(1,197,169)
	10.00	(495,746)	(530,709)	(565,897)	(601,182)	(636,737)	(922,314)	(1,276,502)
	20.00	(513,378)	(547,495)	(581,855)	(616,339)	(658,796)	(1,007,314)	(1,355,835)
	30.00	(531,010)	(564,340)	(597,814)	(631,497)	(749,459)	(1,092,314)	(1,435,169)
	40.00	(548,643)	(581,185)	(613,774)	(646,654)	(840,126)	(1,177,314)	(1,514,502)
	50.00	(566,330)	(598,031)	(629,822)	(661,811)	(930,793)	(1,262,314)	(1,593,835)
	60.00	(584,062)	(614,876)	(645,871)	(695,605)	(1,021,460)	(1,347,314)	(1,673,169)
	70.00	(601,794)	(631,721)	(661,920)	(791,938)	(1,112,126)	(1,432,314)	(1,752,502)
	80.00	(619,525)	(648,655)	(677,969)	(888,272)	(1,202,793)	(1,517,314)	(1,831,836)
	90.00	(637,257)	(665,595)	(694,018)	(984,605)	(1,293,460)	(1,602,314)	(1,911,169)
	100.00	(655,005)	(682,536)	(777,751)	(1,080,939)	(1,384,127)	(1,687,314)	(1,990,502)
	110.00	(672,837)	(699,476)	(879,751)	(1,177,272)	(1,474,793)	(1,772,315)	(2,069,836)
	120.00	(690,669)	(716,417)	(981,751)	(1,273,605)	(1,565,460)	(1,857,315)	(2,149,169)
	130.00	(708,501)	(797,563)	(1,083,751)	(1,369,939)	(1,656,127)	(1,942,315)	(2,228,503)
	140.00	(726,333)	(905,230)	(1,185,751)	(1,466,272)	(1,746,793)	(2,027,315)	(2,307,836)
	150.00	(744,165)	(1,012,896)	(1,287,751)	(1,562,606)	(1,837,460)	(2,112,315)	(2,387,169)
	160.00	(851,375)	(1,120,563)	(1,389,751)	(1,658,939)	(1,928,127)	(2,197,315)	(2,466,503)
	170.00	(964,709)	(1,228,230)	(1,491,751)	(1,755,272)	(2,018,794)	(2,282,315)	(2,545,836)
	180.00	(1,078,042)	(1,335,897)	(1,593,751)	(1,851,606)	(2,109,460)	(2,367,315)	(2,625,170)
	190.00	(1,191,375)	(1,443,563)	(1,695,751)	(1,947,939)	(2,200,127)	(2,452,315)	(2,704,503)
200.00	(1,304,709)	(1,551,230)	(1,797,751)	(2,044,273)	(2,290,794)	(2,537,315)	(2,783,836)	
210.00	(1,418,042)	(1,658,897)	(1,899,751)	(2,140,606)	(2,381,461)	(2,622,315)	(2,863,170)	
220.00	(1,531,376)	(1,766,564)	(2,001,751)	(2,236,939)	(2,472,127)	(2,707,315)	(2,942,503)	
230.00	(1,644,709)	(1,874,230)	(2,103,752)	(2,333,273)	(2,562,794)	(2,792,315)	(3,021,837)	
240.00	(1,758,042)	(1,981,897)	(2,205,752)	(2,429,606)	(2,653,461)	(2,877,315)	(3,101,170)	
250.00	(1,871,376)	(2,089,564)	(2,307,752)	(2,525,940)	(2,744,128)	(2,962,315)	(3,180,503)	

**TABLE 2**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9.633	-	(346,873)	(379,051)	(411,895)	(445,706)	(479,731)	(513,946)	(548,316)
	1,000	(363,846)	(396,246)	(429,445)	(463,444)	(497,481)	(531,785)	(566,256)
	2,000	(380,896)	(413,558)	(447,158)	(481,183)	(515,320)	(549,624)	(584,195)
	3,000	(398,035)	(431,003)	(464,897)	(498,921)	(533,159)	(567,528)	(604,644)
	4,000	(415,272)	(448,610)	(482,635)	(516,694)	(550,998)	(585,468)	(718,652)
	5,000	(432,631)	(466,349)	(500,374)	(534,533)	(568,837)	(603,408)	(832,669)
	6,000	(450,129)	(484,087)	(518,112)	(552,372)	(586,741)	(621,348)	(946,687)
	7,000	(467,801)	(501,826)	(535,907)	(570,211)	(604,681)	(712,546)	(1,060,705)
	8,000	(485,540)	(519,565)	(553,746)	(588,049)	(622,620)	(826,563)	(1,174,722)
	9,000	(503,278)	(537,303)	(571,585)	(605,954)	(640,560)	(940,581)	(1,288,740)
	10,000	(521,017)	(555,120)	(589,424)	(623,893)	(706,440)	(1,054,598)	(1,402,757)
	11,000	(538,755)	(572,959)	(607,262)	(641,833)	(820,457)	(1,168,616)	(1,516,775)
	12,000	(556,494)	(590,798)	(625,166)	(659,773)	(934,475)	(1,282,633)	(1,630,792)
	13,000	(574,333)	(608,636)	(643,106)	(700,334)	(1,048,492)	(1,396,651)	(1,744,810)
	14,000	(592,172)	(626,475)	(661,046)	(814,351)	(1,162,510)	(1,510,669)	(1,858,827)

**TABLE 3**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(415,316)	(454,342)	(493,605)	(532,997)	(585,243)	(938,361)	(1,291,479)
	17.5%	(497,975)	(532,868)	(567,998)	(603,257)	(651,370)	(1,000,355)	(1,349,340)
	20.0%	(580,634)	(611,394)	(642,391)	(673,517)	(717,497)	(1,062,349)	(1,407,202)
	22.5%	(663,293)	(689,920)	(716,784)	(743,777)	(783,624)	(1,124,343)	(1,465,063)
	25.0%	(745,952)	(768,446)	(791,177)	(814,038)	(849,751)	(1,186,338)	(1,522,924)
	27.5%	(828,610)	(846,971)	(865,570)	(884,298)	(915,878)	(1,248,332)	(1,580,785)

**TABLE 4**

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre (n))		0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(464,507)	(498,573)	(532,877)	(567,309)	(614,595)	(962,754)	(1,310,913)
	150,000	(514,507)	(548,573)	(582,877)	(617,309)	(664,595)	(1,012,754)	(1,360,913)
	200,000	(564,507)	(598,573)	(632,877)	(667,309)	(714,595)	(1,062,754)	(1,410,913)
	250,000	(614,507)	(648,573)	(682,877)	(717,309)	(764,595)	(1,112,754)	(1,460,913)
	300,000	(664,507)	(698,573)	(732,877)	(767,309)	(814,595)	(1,162,754)	(1,510,913)
	350,000	(714,507)	(748,573)	(782,877)	(817,309)	(864,595)	(1,212,754)	(1,560,913)
	400,000	(764,507)	(798,573)	(832,877)	(867,309)	(914,595)	(1,262,754)	(1,610,913)
	450,000	(814,507)	(848,573)	(882,877)	(917,309)	(964,595)	(1,312,754)	(1,660,913)
	500,000	(864,507)	(898,573)	(932,877)	(967,309)	(1,014,595)	(1,362,754)	(1,710,913)
	550,000	(914,507)	(948,573)	(982,877)	(1,017,309)	(1,064,595)	(1,412,754)	(1,760,913)
	600,000	(964,507)	(998,573)	(1,032,877)	(1,067,309)	(1,114,595)	(1,462,754)	(1,810,913)
	650,000	(1,014,507)	(1,048,573)	(1,082,877)	(1,117,309)	(1,164,595)	(1,512,754)	(1,860,913)
	700,000	(1,064,507)	(1,098,573)	(1,132,877)	(1,167,309)	(1,214,595)	(1,562,754)	(1,910,913)
	750,000	(1,114,507)	(1,148,573)	(1,182,877)	(1,217,309)	(1,264,595)	(1,612,754)	(1,960,913)
	800,000	(1,164,507)	(1,198,573)	(1,232,877)	(1,267,309)	(1,314,595)	(1,662,754)	(2,010,913)
	850,000	(1,214,507)	(1,248,573)	(1,282,877)	(1,317,309)	(1,364,595)	(1,712,754)	(2,060,913)



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Scheme Typology: **Low Value Greenfield** No Units: **350**  
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 Notes:

**TABLE 6**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(582,877)							
			215,401	188,351	161,301	134,251	107,177	80,096	53,015
			104,598	77,632	50,628	23,624	(3,397)	(30,448)	(57,526)
			(6,540)	(33,477)	(60,467)	(87,481)	(114,540)	(141,671)	(172,408)
			(118,202)	(145,212)	(176,338)	(207,770)	(239,361)	(271,189)	(303,404)
			(244,004)	(275,567)	(307,368)	(339,544)	(372,323)	(406,151)	(440,467)
			(376,535)	(409,235)	(442,878)	(477,049)	(511,310)	(545,760)	(580,458)
			(514,507)	(548,573)	(582,877)	(617,309)	(664,595)	(1,012,754)	(1,360,913)
			(655,047)	(689,506)	(866,082)	(1,213,302)	(1,560,523)	(1,907,743)	(2,254,964)
			(1,071,321)	(1,417,603)	(1,763,886)	(2,110,168)	(2,456,450)	(2,802,733)	(3,149,015)
			(1,971,001)	(2,316,345)	(2,661,689)	(3,007,034)	(3,352,378)	(3,697,722)	(4,043,067)
			(2,870,681)	(3,215,087)	(3,559,493)	(3,903,899)	(4,248,305)	(4,592,712)	(4,937,118)
			(3,770,361)	(4,113,829)	(4,457,297)	(4,800,765)	(5,144,233)	(5,487,701)	(5,831,169)

**TABLE 7**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(582,877)							
			(426,434)	(460,025)	(494,049)	(528,173)	(562,477)	(597,012)	(792,019)
			(446,007)	(479,918)	(513,943)	(548,179)	(582,525)	(617,131)	(919,889)
			(465,787)	(499,812)	(533,882)	(568,185)	(602,644)	(699,600)	(1,047,759)
			(485,681)	(519,706)	(553,888)	(588,191)	(622,763)	(827,470)	(1,175,629)
			(505,575)	(539,599)	(573,894)	(608,276)	(642,882)	(955,340)	(1,303,494)
			(525,468)	(559,596)	(593,900)	(628,395)	(735,052)	(1,083,210)	(1,431,369)
			(545,362)	(579,603)	(613,908)	(648,514)	(862,922)	(1,211,080)	(1,559,239)
			(565,305)	(599,609)	(634,027)	(668,634)	(990,792)	(1,338,950)	(1,687,109)
			(585,311)	(619,615)	(654,146)	(770,503)	(1,118,662)	(1,466,820)	(1,814,979)
			(605,317)	(639,659)	(674,266)	(898,373)	(1,246,532)	(1,594,690)	(1,942,849)
			(625,324)	(659,778)	(694,385)	(1,026,243)	(1,374,402)	(1,722,560)	(2,070,719)
			(645,330)	(679,898)	(805,954)	(1,154,113)	(1,502,272)	(1,850,430)	(2,198,589)
			(665,411)	(700,017)	(933,824)	(1,281,983)	(1,630,142)	(1,978,300)	(2,326,459)
			(685,530)	(720,136)	(1,061,694)	(1,409,853)	(1,758,012)	(2,106,170)	(2,454,329)
			(705,649)	(841,406)	(1,189,564)	(1,537,723)	(1,885,882)	(2,234,040)	(2,582,199)
			(725,768)	(969,276)	(1,317,434)	(1,665,593)	(2,013,752)	(2,361,910)	(2,710,069)
		(749,002)	(1,097,146)	(1,445,304)	(1,793,463)	(2,141,622)	(2,489,781)	(2,837,939)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(582,877)							
			(3,563,985)	(3,697,543)	(3,831,100)	(3,964,658)	(4,098,215)	(4,231,772)	(4,365,330)
			(3,134,783)	(3,289,800)	(3,444,818)	(3,599,835)	(3,754,853)	(3,909,871)	(4,064,888)
			(2,705,580)	(2,882,058)	(3,058,536)	(3,235,013)	(3,411,491)	(3,587,969)	(3,764,446)
			(2,276,378)	(2,474,316)	(2,672,253)	(2,870,191)	(3,068,129)	(3,266,067)	(3,464,005)
			(1,847,175)	(2,066,573)	(2,285,971)	(2,505,369)	(2,724,767)	(2,944,165)	(3,163,563)
			(1,417,973)	(1,658,831)	(1,899,689)	(2,140,547)	(2,381,405)	(2,622,263)	(2,863,121)
			(988,770)	(1,251,089)	(1,513,407)	(1,775,725)	(2,038,043)	(2,300,361)	(2,562,680)
			(685,993)	(843,346)	(1,127,125)	(1,410,903)	(1,694,681)	(1,978,460)	(2,262,238)
			(628,512)	(657,348)	(740,842)	(1,046,081)	(1,351,319)	(1,656,558)	(1,961,796)
			(571,391)	(602,838)	(634,454)	(681,259)	(1,007,957)	(1,334,656)	(1,661,354)
			(514,507)	(548,573)	(582,877)	(617,309)	(664,595)	(1,012,754)	(1,360,913)
			(457,805)	(494,615)	(531,477)	(568,627)	(605,915)	(690,852)	(1,060,471)
			(402,436)	(440,850)	(480,398)	(520,099)	(560,090)	(600,271)	(760,029)
		(348,283)	(388,455)	(429,515)	(471,857)	(514,395)	(557,265)	(600,377)	
		(294,857)	(337,092)	(379,929)	(423,765)	(468,992)	(514,424)	(560,152)	
		(241,902)	(286,388)	(331,278)	(376,857)	(423,635)	(471,802)	(520,167)	
		(189,255)	(236,098)	(283,232)	(330,842)	(379,266)	(429,236)	(480,287)	
		(138,146)	(186,087)	(235,570)	(285,388)	(335,792)	(387,231)	(440,559)	
		(92,963)	(137,671)	(188,179)	(240,319)	(292,901)	(346,210)	(400,940)	
		(47,889)	(94,742)	(141,718)	(195,528)	(250,390)	(305,797)	(362,202)	
		(2,895)	(51,914)	(101,032)	(150,917)	(208,137)	(265,794)	(324,171)	

**TABLE 8**

		Affordable Housing - % on site 10%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(582,877)							
			(514,507)	(548,573)	(582,877)	(617,309)	(664,595)	(1,012,754)	(1,360,913)
			(514,507)	(539,661)	(565,035)	(590,417)	(616,030)	(727,662)	(1,018,802)
			(514,507)	(530,790)	(547,193)	(563,655)	(580,145)	(596,809)	(676,692)
			(514,507)	(521,919)	(529,351)	(536,892)	(544,433)	(551,974)	(559,644)
			(514,507)	(513,048)	(511,590)	(510,132)	(508,749)	(507,369)	(505,989)
			(514,507)	(504,178)	(493,849)	(483,519)	(473,190)	(462,861)	(452,532)
			(514,507)	(495,307)	(476,107)	(456,907)	(437,707)	(418,507)	(399,308)
			(514,507)	(486,436)	(458,366)	(430,295)	(402,224)	(374,230)	(346,345)
			(514,507)	(477,565)	(440,624)	(403,756)	(367,162)	(330,815)	(294,688)
			(514,507)	(468,695)	(422,920)	(377,574)	(332,680)	(288,142)	(243,910)
		(514,507)	(459,824)	(405,384)	(351,693)	(298,601)	(245,974)	(193,697)	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



240920 Sandwell Local Plan Viability AH Appraisals (28-35) LVGF\_v0.3 PRAGMATIC - Summary Table

Appraisal Ref:	San28	San29	San30	San31	San32	San33	San34	San35
Scheme Typology:	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield	Low Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Low	Low	Low	Low	Low	Low	Low	Low
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	1,662,000	2,984,339	5,968,678	9,104,892	15,664,475	29,370,891	44,056,336	68,532,078
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	10%	10%	10%	10%	10%	10%	10%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,851	1,851	1,881	1,846	1,846	1,846	1,846
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,484	11,484	11,514	11,479	11,479	11,479	11,479
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	17.28%	17.28%	17.29%	17.27%	17.27%	17.27%	17.27%
Developers Profit (% on costs)	22.20%	17.62%	18.12%	18.16%	17.72%	17.84%	17.88%	17.91%
Developers Profit Total (£)	299,160	515,615	1,031,231	1,574,184	2,704,589	5,071,103	7,606,655	11,832,575
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-
RLV (£/acre (net))	47,585	(494,403)	(406,833)	(409,814)	(465,295)	(445,200)	(438,011)	(432,877)
RLV (£/ha (net))	117,583	(1,221,671)	(1,005,285)	(1,012,650)	(1,149,745)	(1,100,090)	(1,082,326)	(1,069,638)
RLV (% of GDV)	1.41%	-15.35%	-12.63%	-12.51%	-14.68%	-14.05%	-13.82%	-13.66%
RLV Total (£)	23,517	(458,127)	(753,964)	(1,139,232)	(2,299,490)	(4,125,337)	(6,088,086)	(9,359,335)
BLV (£/acre (net))	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	3,243,188
Surplus/Deficit (£/acre) [RLV-BLV]	(102,415)	(644,403)	(556,833)	(559,814)	(615,295)	(595,200)	(588,011)	(582,877)
Surplus/Deficit (£/ha)	(253,067)	(1,592,321)	(1,375,935)	(1,383,300)	(1,520,395)	(1,470,740)	(1,452,976)	(1,440,288)
Surplus/Deficit Total (£)	(50,613)	(597,120)	(1,031,951)	(1,556,213)	(3,040,790)	(5,515,274)	(8,172,992)	(12,602,522)
Plan Viability comments	Marginal	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Appraisal Ref: **San36** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **8**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		8 Units						
AH Policy requirement (% Target)		0%						
Open Market Sale (OMS) housing		100%						
AH tenure split %		75.0% % Rented						
Open Market Sale (OMS)		100%						
Affordable Rent:		75.0%						
Social Rent:		0.0%						
First Homes:		25.0%						
Other Intermediate (LCHO/Sub-Market etc.):		0.0%						
		100% 100.0%						
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8		
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2		
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0		
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0		
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0		
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0		
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	202	2,170	0	0	202	2,170		
3 bed House	272	2,928	0	0	272	2,928		
4 bed House	210	2,260	0	0	210	2,260		
5 bed House	0	0	0	0	0	0		
1 bed Flat	0	0	0	0	0	0		
2 bed Flat	0	0	0	0	0	0		
	684	7,358	0	0	684	7,358		
AH % by floor area:		0.00% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	150,000	2,830	263	0				
2 bed House	190,000	2,639	245	532,000				
3 bed House	240,000	2,824	262	768,000				
4 bed House	300,000	2,857	265	600,000				
5 bed House	355,000	2,219	206	0				
1 bed Flat	135,000	2,700	251	0				
2 bed Flat	150,000	2,143	199	0				
				1,900,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	2.8	@	190,000	532,000
3 bed House	3.2	@	240,000	768,000
4 bed House	2.0	@	300,000	600,000
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	8.0			1,900,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	114,000	-
3 bed House	0.0	@	144,000	-
4 bed House	0.0	@	180,000	-
5 bed House	0.0	@	213,000	-
1 bed Flat	0.0	@	81,000	-
2 bed Flat	0.0	@	90,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	133,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	210,000	-
5 bed House	0.0	@	248,500	-
1 bed Flat	0.0	@	94,500	-
2 bed Flat	0.0	@	105,000	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>			<b>8</b>	<b>1,900,000</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
		<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>	
<b>Grant</b>	0	AH units @	0 per unit	-
<b>Total GDV</b>				<b>1,900,000</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(3,696)
Planning Application Professional Fees, Surveys and reports					(10,000)
CIL		684 sqm (Market only)	20.64 £ psm		(14,110)
	<b>CIL analysis:</b>	0.74% % of GDV	1,764 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	8 units @	0 per unit		-
	Sub-total				-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum			684 sqm (total)	0 £ psm	-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		0.20 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	8 units @	0 per unit		-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @		1,211 psm	-
2 bed House		202 sqm @		1,211 psm	(244,138)
3 bed House		272 sqm @		1,211 psm	(329,392)
4 bed House		210 sqm @		1,211 psm	(254,310)
5 bed House		- sqm @		1,211 psm	-
1 bed Flat		- sqm @		1,410 psm	-
2 bed Flat		684 sqm @		1,410 psm	-
Garages for 3 bed House (OMS only)		3 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)		2 units @	75% @	11,754 £ per garage	(17,631)
Garages for 5 bed House (OMS only)		- units @	120% @	11,754 £ per garage	-
External works		845,471 @		15.0%	(126,821)
	<b>Ext. Works analysis:</b>			15,853 £ per unit (total units)	
Policy Costs on design -					
Net Biodiversity costs		8 units @		1,003 £ per unit	(8,024)
M4(2) Category 2 Housing Aff units		- units @	100% @	521 £ per unit	-
M4(2) Category 2 Housing OMS units		8 units @	100% @	521 £ per unit	(4,168)
M4(3) Category 3 Housing Aff units		- units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units		8 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		8 units @		4,449 £ per unit	(35,592)
Renewable Energy		8 units @		0 £ per unit	-
EV Charging Points - Houses		8 units @		0 £ per unit	-
EV Charging Points - Flats		- units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		8 units @		0 £ per unit	-
	Sub-total				(47,784)
	<b>Policy Costs analysis: (design costs only)</b>			5,973 £ per unit (total units)	
Contingency (on construction)		1,020,075 @		5.0%	(51,004)

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Scheme Typology: **Medium Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	1,020,075 @		<b>6.5%</b>		(66,305)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	1,900,000 OMS @		<b>3.00%</b>	7,125 £ per unit	(57,000)
Residential Sales Agent Costs	1,900,000 OMS @		<b>1.00%</b>	2,375 £ per unit	(19,000)
Residential Sales Legal Costs	1,900,000 OMS @		<b>0.25%</b>	594 £ per unit	(4,750)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>11,344 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(1,634)
<b>Developers Profit -</b>					
Profit on OMS	1,900,000		<b>18.00%</b>		(342,000)
Margin on AH	0		<b>6.00%</b> on AH values		-
<b>Profit analysis:</b>	<b>1,900,000</b>		<b>18.00% blended GDV</b>		<b>(342,000)</b>
	<b>1,357,573</b>		<b>25.19% on costs</b>		<b>(342,000)</b>
<b>TOTAL COSTS</b>					<b>(1,699,573)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					200,427
SDLT	200,427 @		HMRC formula		479
Acquisition Agent fees	200,427 @		<b>1.0%</b>		(2,004)
Acquisition Legal fees	200,427 @		<b>0.5%</b>		(1,002)
Interest on Land	200,427 @		7.00%		(14,030)
Residual Land Value					<b>183,869</b>
<b>RLV analysis:</b>	<b>22,984 £ per plot</b>	<b>919,347 £ per ha (net)</b>	<b>372,055 £ per acre (net)</b>		
		<b>735,478 £ per ha (gross)</b>	<b>297,644 £ per acre (gross)</b>		
			<b>9.68% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.20 ha (net)		0.49 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.25 ha (gross)		0.62 acres (gross)	
<b>Density analysis:</b>		<b>3,418 sqm/ha (net)</b>		<b>14,889 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>74,130</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>		<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>548,697 £ per ha (net)</b>		<b>222,055 £ per acre (net)</b>	<b>109,739</b>

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Scheme Typology: **Medium Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		222,055	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		246,751	204,630	162,441	120,227	78,012	35,798	(6,417)
	10.00		234,786	193,263	151,665	110,049	68,433	26,818	(14,808)
	20.00		222,821	181,897	140,889	99,872	58,854	17,837	(23,201)
	30.00		210,855	170,530	130,113	89,694	49,276	8,857	(31,594)
	40.00		198,890	159,156	119,336	79,517	39,697	(123)	(39,988)
	50.00		186,925	147,781	108,560	69,339	30,118	(9,103)	(48,381)
	60.00		174,960	136,406	97,784	59,162	20,539	(18,083)	(56,774)
	70.00		162,995	125,032	87,008	48,984	10,960	(27,063)	(65,168)
	80.00		151,030	113,657	76,232	38,807	1,382	(36,044)	(73,561)
	90.00		139,065	102,282	65,455	28,629	(8,197)	(45,024)	(81,954)
	100.00		127,100	90,907	54,679	18,452	(17,776)	(54,004)	(90,348)
	110.00		115,135	79,532	43,903	8,274	(27,355)	(62,989)	(98,741)
	120.00		103,170	68,157	33,127	(1,903)	(36,934)	(71,922)	(107,134)
	130.00		91,205	56,782	22,351	(12,081)	(46,513)	(80,975)	(115,528)
	140.00		79,240	45,408	11,575	(22,258)	(56,091)	(89,968)	(123,921)
	150.00		67,275	34,033	798	(32,436)	(65,670)	(98,961)	(154,117)
	160.00		55,310	22,658	(9,978)	(42,613)	(75,249)	(107,954)	(163,820)
	170.00		43,345	11,283	(20,754)	(52,791)	(84,828)	(116,947)	(173,523)
	180.00		31,380	(92)	(31,530)	(62,968)	(94,407)	(125,939)	(183,227)
	190.00		19,415	(11,467)	(42,306)	(73,146)	(103,986)	(157,143)	(192,930)
200.00		7,450	(22,842)	(53,083)	(83,323)	(113,569)	(167,539)	(202,633)	
210.00		(4,515)	(34,216)	(63,859)	(93,501)	(123,162)	(177,936)	(212,336)	
220.00		(16,548)	(45,591)	(74,635)	(103,678)	(154,625)	(188,332)	(222,040)	
230.00		(28,581)	(56,966)	(85,411)	(113,856)	(165,714)	(198,729)	(231,743)	
240.00		(40,615)	(68,341)	(96,187)	(124,033)	(176,804)	(209,125)	(241,446)	
250.00		(52,648)	(79,716)	(106,963)	(156,309)	(187,893)	(219,521)	(251,150)	

**TABLE 2**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		222,055	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106	-		222,055	181,169	140,199	99,220	58,241	17,263	(23,738)
	1,000		208,052	167,166	126,187	85,208	44,229	3,250	(37,770)
	2,000		194,050	153,153	112,174	71,196	30,217	(10,762)	(51,803)
	3,000		180,047	139,141	98,162	57,183	16,204	(24,774)	(65,835)
	4,000		166,045	125,129	84,150	43,171	2,192	(38,787)	(79,867)
	5,000		152,043	111,116	70,137	29,159	(11,820)	(52,799)	(93,899)
	6,000		138,040	97,104	56,125	15,146	(25,833)	(66,822)	(107,931)
	7,000		124,038	83,092	42,113	1,134	(39,845)	(80,854)	(121,963)
	8,000		110,035	69,079	28,100	(12,878)	(53,857)	(94,886)	(158,372)
	9,000		96,033	55,067	14,088	(26,891)	(67,869)	(108,919)	(174,594)
	10,000		82,030	41,055	76	(40,903)	(81,882)	(122,951)	(190,817)
	11,000		68,027	27,042	(13,937)	(54,915)	(95,894)	(159,514)	(207,039)
	12,000		54,024	13,030	(27,949)	(68,928)	(109,906)	(175,736)	(223,261)
	13,000		39,996	(982)	(41,961)	(82,940)	(123,938)	(191,958)	(239,483)
	14,000		25,984	(14,995)	(55,974)	(96,952)	(160,655)	(208,180)	(255,708)

**TABLE 3**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		222,055	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		321,822	275,948	229,990	184,022	138,055	92,088	46,099
	17.5%		238,683	196,966	155,164	113,354	71,544	29,734	(12,099)
	20.0%		155,543	117,983	80,339	42,685	5,032	(32,621)	(70,296)
	22.5%		72,404	39,001	5,513	(27,983)	(61,479)	(94,976)	(128,494)
	25.0%		(10,736)	(39,982)	(69,312)	(98,652)	(127,991)	(183,037)	(216,980)
	27.5%		(93,875)	(118,964)	(167,785)	(196,898)	(226,010)	(255,123)	(284,261)

**TABLE 4**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		222,055	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		272,055	231,169	190,199	149,220	108,241	67,263	26,262
	150,000		222,055	181,169	140,199	99,220	58,241	17,263	(23,738)
	200,000		172,055	131,169	90,199	49,220	8,241	(32,737)	(73,738)
	250,000		122,055	81,169	40,199	(780)	(41,759)	(82,737)	(123,738)
	300,000		72,055	31,169	(9,801)	(50,780)	(91,759)	(132,737)	(173,738)
	350,000		22,055	(18,831)	(59,801)	(100,780)	(141,759)	(182,737)	(223,738)
	400,000		(27,945)	(68,831)	(109,801)	(150,780)	(191,759)	(232,737)	(273,738)
	450,000		(77,945)	(118,831)	(159,801)	(200,780)	(241,759)	(282,737)	(323,738)
	500,000		(127,945)	(168,831)	(209,801)	(250,780)	(291,759)	(332,737)	(373,738)
	550,000		(177,945)	(218,831)	(259,801)	(300,780)	(341,759)	(382,737)	(423,738)
	600,000		(227,945)	(268,831)	(309,801)	(350,780)	(391,759)	(432,737)	(473,738)
	650,000		(277,945)	(318,831)	(359,801)	(400,780)	(441,759)	(482,737)	(523,738)
	700,000		(327,945)	(368,831)	(409,801)	(450,780)	(491,759)	(532,737)	(573,738)
	750,000		(377,945)	(418,831)	(459,801)	(500,780)	(541,759)	(582,737)	(623,738)
	800,000		(427,945)	(468,831)	(509,801)	(550,780)	(591,759)	(632,737)	(673,738)
850,000		(477,945)	(518,831)	(559,801)	(600,780)	(641,759)	(682,737)	(723,738)	

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Scheme Typology: **Medium Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		222,055	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		780,328	740,803	701,226	661,646	622,067	582,487	542,908
	75%		687,330	647,533	607,735	567,938	528,141	488,344	448,547
	80%		594,275	554,260	514,245	474,230	434,215	394,200	354,186
	85%		501,220	460,987	420,755	380,522	340,290	300,057	259,824
	90%		408,165	367,715	327,264	286,814	246,364	205,914	165,464
	95%		315,110	274,442	233,774	193,108	152,442	111,776	71,110
	100%		222,055	181,169	140,199	99,220	58,241	17,263	(23,738)
	105%		128,943	87,746	46,549	5,353	(35,844)	(77,147)	(118,475)
	110%		35,730	(5,685)	(47,100)	(88,573)	(151,579)	(199,609)	(247,782)
	115%		(57,484)	(99,124)	(164,030)	(212,313)	(260,657)	(309,146)	(358,089)
	120%		(175,470)	(224,006)	(272,541)	(321,252)	(370,154)	(419,913)	(470,293)
	125%		(283,476)	(332,354)	(381,372)	(430,856)	(481,361)	(532,001)	(582,641)

**TABLE 7**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		222,055	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		291,634	250,748	209,862	168,918	127,939	86,960	45,981
	1,000		275,995	235,109	194,223	153,252	112,273	71,294	30,315
	2,000		260,355	219,470	178,565	137,586	96,607	55,628	14,650
	3,000		244,716	203,830	162,899	121,920	80,941	39,962	(1,016)
	4,000		229,077	188,191	147,233	106,254	65,275	24,297	(16,688)
	5,000		213,438	172,546	131,567	90,588	49,610	8,631	(32,390)
	6,000		197,798	156,880	115,901	74,922	33,944	(7,035)	(48,091)
	7,000		182,159	141,214	100,235	59,257	18,278	(22,701)	(63,793)
	8,000		166,520	125,548	84,570	43,591	2,612	(38,385)	(79,494)
	9,000		150,881	109,882	68,904	27,925	(13,054)	(54,087)	(95,196)
	10,000		135,195	94,217	53,238	12,259	(28,720)	(69,788)	(110,897)
	11,000		119,529	78,551	37,572	(3,407)	(44,386)	(85,490)	(126,599)
	12,000		103,864	62,885	21,906	(19,073)	(60,082)	(101,191)	(165,661)
	13,000		88,198	47,219	6,240	(34,739)	(75,783)	(116,892)	(183,813)
	14,000		72,532	31,553	(9,426)	(60,405)	(91,485)	(154,440)	(201,977)
	15,000		56,866	15,887	(25,092)	(66,077)	(107,186)	(172,592)	(220,181)
	16,000		41,200	221	(40,757)	(81,779)	(122,888)	(190,744)	(238,384)

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		222,055	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(343,861)	(361,477)	(379,183)	(397,276)	(415,772)	(434,269)	(452,765)
	82%		(283,778)	(304,286)	(324,908)	(345,566)	(366,499)	(387,998)	(409,579)
	84%		(223,741)	(247,251)	(270,761)	(294,359)	(318,000)	(341,897)	(366,393)
	86%		(163,704)	(190,216)	(216,728)	(243,240)	(269,830)	(296,477)	(323,392)
	88%		(88,778)	(114,210)	(162,695)	(192,208)	(221,722)	(251,323)	(280,993)
	90%		(36,955)	(64,978)	(93,002)	(121,122)	(173,693)	(206,208)	(238,835)
	92%		14,867	(15,747)	(46,361)	(76,979)	(107,702)	(161,181)	(196,698)
	94%		66,690	33,484	279	(32,927)	(66,157)	(99,476)	(154,673)
	96%		118,512	82,715	46,919	11,122	(24,674)	(60,527)	(96,443)
	98%		170,306	131,947	93,559	55,171	16,784	(21,604)	(60,091)
	100%		222,055	181,169	140,199	99,220	58,241	17,263	(23,738)
	102%		273,804	230,331	186,839	143,269	99,699	56,129	12,559
	104%		325,553	279,493	233,432	187,318	141,157	94,996	48,835
	106%		377,302	328,654	280,006	231,358	182,615	133,863	85,111
	108%		429,052	377,816	326,581	275,345	224,073	172,730	121,386
	110%		480,801	426,978	373,155	319,332	265,509	211,596	157,662
	112%		532,550	476,140	419,729	363,319	306,908	250,463	193,938
	114%		584,299	525,301	466,303	407,306	348,308	289,310	230,213
	116%		636,048	574,463	512,878	451,292	389,707	328,122	266,489
	118%		687,798	623,625	559,452	495,279	431,106	366,934	302,761
	120%		739,547	672,787	606,026	539,266	472,506	405,746	338,985

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		222,055	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		222,055	181,169	140,199	99,220	58,241	17,263	(23,738)
	10,000		222,055	188,174	154,225	120,260	86,294	52,328	18,363
	20,000		222,055	195,179	168,251	141,299	114,346	87,394	60,441
	30,000		222,055	202,185	182,278	162,338	142,399	122,459	102,520
	40,000		222,055	209,190	196,304	183,378	170,451	157,525	144,599
	50,000		222,055	216,195	210,330	204,417	198,504	192,590	186,677
	60,000		222,055	223,200	224,346	225,456	226,556	227,656	228,756
	70,000		222,055	230,205	238,356	246,496	254,609	262,722	270,835
	80,000		222,055	237,211	252,366	267,522	282,661	297,787	312,913
	90,000		222,055	244,216	266,377	288,538	310,698	332,853	354,992
	100,000		222,055	251,221	280,387	309,553	338,719	367,885	397,051

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **San37** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield:** **Greenfield**  
 Notes: No Units: **15**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		15 Units						
AH Policy requirement (% Target)		15%						
Open Market Sale (OMS) housing		85%						
AH tenure split %		75.0% Rented						
Open Market Sale (OMS)		85%						
Affordable Rent:		75.0%						
Social Rent:		0.0%						
First Homes:		25.0%						
Other Intermediate (LCHO/Sub-Market etc.):		0.0%						
		100.0% 100.0%						
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	4.5	12.4%	0.3	32%	4.7		
3 bed House	40.0%	5.1	26.8%	0.6	38%	5.7		
4 bed House	25.0%	3.2	20.0%	0.5	24%	3.6		
5 bed House	0.0%	0.0	5.9%	0.1	1%	0.1		
1 bed Flat	0.0%	0.0	22.5%	0.5	3%	0.5		
2 bed Flat	0.0%	0.0	12.4%	0.3	2%	0.3		
Total number of units	100.0%	12.8	100.0%	2.3	100%	15.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	353	3,795	22	237	375	4,032		
3 bed House	510	5,490	60	649	570	6,139		
4 bed House	408	4,392	58	620	466	5,012		
5 bed House	0	0	21	229	21	229		
1 bed Flat	0	0	30	321	30	321		
2 bed Flat	0	0	23	247	23	247		
	1,271	13,676	214	2,303	1,484	15,979		
<b>AH % by floor area:</b>		<b>14.41% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	150,000	2,419	225	0				
2 bed House	190,000	2,405	223	900,885				
3 bed House	240,000	2,400	223	1,368,720				
4 bed House	300,000	2,344	218	1,091,250				
5 bed House	355,000	2,219	206	47,126				
1 bed Flat	135,000	2,700	251	68,344				
2 bed Flat	150,000	2,143	199	41,850				
				3,518,175				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	97,500	65%	75,000	50%	105,000	70%	112,500	75%
2 bed House	123,500	65%	95,000	50%	133,000	70%	142,500	75%
3 bed House	156,000	65%	120,000	50%	168,000	70%	180,000	75%
4 bed House	195,000	65%	150,000	50%	210,000	70%	225,000	75%
5 bed House	230,750	65%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	87,750	65%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	97,500	65%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	4.5	@	190,000	847,875
3 bed House	5.1	@	240,000	1,224,000
4 bed House	3.2	@	300,000	956,250
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	12.8			3,028,125
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	97,500	-
2 bed House	0.2	@	123,500	25,842
3 bed House	0.5	@	156,000	70,551
4 bed House	0.3	@	195,000	65,813
5 bed House	0.1	@	230,750	22,974
1 bed Flat	0.4	@	87,750	33,318
2 bed Flat	0.2	@	97,500	20,402
	1.7			238,899
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.1	@	133,000	9,277
3 bed House	0.2	@	168,000	25,326
4 bed House	0.1	@	210,000	23,625
5 bed House	0.0	@	248,500	8,247
1 bed Flat	0.1	@	94,500	11,960
2 bed Flat	0.1	@	105,000	7,324
	0.6			85,759
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	2.3		-
<b>Sub-total GDV Residential</b>				<b>15</b>
<b>AH on-site cost analysis:</b>				<b>3,352,783</b>
			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>165,392</b>
			<b>111 £ psm (total GIA sqm)</b>	<b>11,026 £ per unit (total units)</b>
<b>Grant</b>				<b>2 AH units @ 0 per unit</b>
<b>Total GDV</b>				<b>3,352,783</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(6,930)
Planning Application Professional Fees, Surveys and reports						(20,000)
CIL						(26,224)
		1,271 sqm (Market only)		20.64 £ psm		
<b>CIL analysis:</b>		0.78% % of GDV		1,748 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	15 units @		9,633 per unit		(144,495)
	Sub-total					(144,495)
<b>S106 analysis:</b>		385,320 £ per ha	4.31% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>			1,484 sqm (total)	0 £ psm		
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		0.38 ha @		0 £ per ha (if brownfield)		
Site Infrastructure costs -						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	15 units @		0 per unit		-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House			- sqm @	1,211 psm		-
2 bed House			375 sqm @	1,211 psm		(453,615)
3 bed House			570 sqm @	1,211 psm		(690,633)
4 bed House			466 sqm @	1,211 psm		(563,842)
5 bed House			21 sqm @	1,211 psm		(25,722)
1 bed Flat			30 sqm @	1,410 psm		(41,989)
2 bed Flat		1,484	23 sqm @	1,410 psm		(32,397)
Garages for 3 bed House	(OMS only)	5 units @	0% @	11,754 £ per garage		-
Garages for 4 bed House	(OMS only)	3 units @	75% @	11,754 £ per garage		(28,099)
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage		-
External works						(275,444)
<b>Ext. Works analysis:</b>			1,836,296 @	15.0%		
				18,363 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs						(15,045)
M4(2) Category 2 Housing	Aff units	2 units @	100% @	521 £ per unit		(1,172)
M4(2) Category 2 Housing	OMS units	13 units @	100% @	521 £ per unit		(6,643)
M4(3) Category 3 Housing	Aff units	2 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	13 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS		15 units @		4,449 £ per unit		(66,735)
Renewable Energy		15 units @		0 £ per unit		-
EV Charging Points - Houses		14 units @		0 £ per unit		-
EV Charging Points - Flats		1 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency		15 units @		0 £ per unit		-
	Sub-total					(89,595)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		
Contingency (on construction)						(110,067)
		2,201,336 @		5.0%		

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 Notes:

<b>Professional Fees</b>	2,201,336 @	6.5%		(143,087)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	3,028,125 OMS @	3.00%	6,056 £ per unit	(90,844)
Residential Sales Agent Costs	3,028,125 OMS @	1.00%	2,019 £ per unit	(30,281)
Residential Sales Legal Costs	3,028,125 OMS @	0.25%	505 £ per unit	(7,570)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>9,246 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(2,749)
<b>Developers Profit -</b>				
Profit on OMS	3,028,125	18.00%		(545,063)
Margin on AH	324,658	6.00% on AH values		(19,479)
<b>Profit analysis:</b>	<b>3,352,783</b>	<b>16.84% blended GDV</b>	<b>(564,542)</b>	
	<b>2,893,582</b>	<b>19.51% on costs</b>	<b>(564,542)</b>	
<b>TOTAL COSTS</b>				<b>(3,458,124)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(105,341)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(105,341)</b>
<b>RLV analysis:</b>	<b>(7,023) £ per plot</b>	<b>(280,910) £ per ha (net)</b>	<b>(113,683) £ per acre (net)</b>	
		<b>(224,728) £ per ha (gross)</b>	<b>(90,946) £ per acre (gross)</b>	
			<b>-3.14% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	0.47 ha (gross)		1.16 acres (gross)	
<b>Density analysis:</b>	<b>3,959 sqm/ha (net)</b>	<b>17,244 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	138,994
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(651,560) £ per ha (net)</b>	<b>(263,683) £ per acre (net)</b>	<b>(244,335)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

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 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(263,683)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(117,600)	(162,223)	(198,803)	(235,382)	(271,962)	(308,541)	(345,121)	(381,701)
	10.00	(131,554)	(177,548)	(213,321)	(249,094)	(284,867)	(320,640)	(356,413)	(392,186)
	20.00	(157,906)	(192,872)	(227,839)	(262,805)	(297,772)	(332,738)	(367,704)	(402,670)
	30.00	(174,037)	(208,197)	(242,357)	(276,517)	(310,676)	(344,836)	(378,996)	(418,151)
	40.00	(190,168)	(223,522)	(256,875)	(290,228)	(323,581)	(356,935)	(390,288)	(423,632)
	50.00	(206,299)	(238,846)	(271,393)	(303,940)	(336,486)	(369,033)	(401,580)	(429,113)
	60.00	(222,430)	(254,171)	(285,911)	(317,651)	(349,391)	(381,131)	(412,871)	(444,594)
	70.00	(238,562)	(269,495)	(300,429)	(331,362)	(362,296)	(393,230)	(424,163)	(456,075)
	80.00	(254,693)	(284,820)	(314,947)	(345,074)	(375,201)	(405,328)	(435,455)	(467,556)
	90.00	(270,824)	(300,144)	(329,465)	(358,785)	(388,106)	(417,426)	(446,747)	(479,037)
	100.00	(286,955)	(315,469)	(343,983)	(372,497)	(401,011)	(429,525)	(458,039)	(490,518)
	110.00	(303,086)	(330,793)	(358,501)	(386,208)	(413,916)	(441,623)	(469,330)	(498,041)
	120.00	(319,217)	(346,118)	(373,019)	(399,920)	(426,821)	(454,271)	(481,854)	(509,564)
	130.00	(335,348)	(361,443)	(387,537)	(413,631)	(439,725)	(465,820)	(491,914)	(521,087)
	140.00	(351,479)	(376,767)	(402,055)	(427,343)	(452,630)	(477,918)	(503,206)	(532,610)
	150.00	(367,611)	(392,092)	(416,573)	(441,054)	(465,535)	(490,016)	(514,498)	(544,133)
	160.00	(383,742)	(407,416)	(431,091)	(454,765)	(478,440)	(502,115)	(525,789)	(555,656)
170.00	(399,873)	(422,741)	(445,609)	(468,477)	(491,345)	(514,213)	(537,081)	(567,179)	
180.00	(416,004)	(438,065)	(460,127)	(482,188)	(504,250)	(526,311)	(548,373)	(578,702)	
190.00	(432,135)	(453,390)	(474,645)	(495,900)	(517,155)	(538,410)	(559,665)	(590,225)	
200.00	(448,266)	(468,715)	(489,163)	(509,611)	(530,060)	(550,508)	(570,956)	(601,748)	
210.00	(464,397)	(484,039)	(503,681)	(523,323)	(542,965)	(562,606)	(582,248)	(613,271)	
220.00	(480,528)	(499,364)	(518,199)	(537,034)	(555,869)	(574,705)	(593,540)	(624,794)	
230.00	(496,659)	(514,688)	(532,717)	(550,746)	(568,774)	(586,803)	(604,832)	(636,317)	
240.00	(512,791)	(530,013)	(547,235)	(564,457)	(581,679)	(598,901)	(616,124)	(647,840)	
250.00	(528,922)	(545,337)	(561,753)	(578,169)	(594,584)	(611,000)	(627,463)	(658,363)	

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(263,683)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(11,515)	(41,716)	(71,917)	(102,119)	(132,320)	(177,575)	(212,490)	(257,405)
	1,000	(25,517)	(55,719)	(85,920)	(116,121)	(158,848)	(193,763)	(228,678)	(273,593)
	2,000	(39,520)	(69,721)	(99,922)	(130,124)	(175,036)	(209,951)	(244,866)	(289,781)
	3,000	(53,522)	(83,723)	(113,925)	(156,309)	(191,224)	(226,139)	(261,053)	(305,968)
	4,000	(67,525)	(97,726)	(127,927)	(172,497)	(207,412)	(242,326)	(277,241)	(322,156)
	5,000	(81,527)	(111,728)	(153,770)	(188,685)	(223,599)	(258,514)	(293,429)	(338,343)
	6,000	(95,529)	(125,731)	(169,958)	(204,872)	(239,787)	(274,702)	(309,617)	(344,532)
	7,000	(109,532)	(151,231)	(186,146)	(221,060)	(255,975)	(290,890)	(325,805)	(360,720)
	8,000	(123,534)	(167,419)	(202,333)	(237,248)	(272,163)	(307,078)	(341,992)	(376,907)
	9,000	(137,537)	(183,606)	(218,521)	(253,436)	(288,351)	(323,265)	(358,180)	(393,092)
	10,000	(164,879)	(199,794)	(234,709)	(269,624)	(304,538)	(339,453)	(374,368)	(409,284)
	11,000	(181,067)	(215,982)	(250,897)	(285,811)	(320,726)	(355,641)	(390,556)	(425,476)
	12,000	(197,255)	(232,170)	(267,084)	(301,999)	(336,914)	(371,829)	(406,743)	(441,935)
	13,000	(213,443)	(248,357)	(283,272)	(318,187)	(353,102)	(388,016)	(422,931)	(458,123)
14,000	(229,630)	(264,545)	(299,460)	(334,375)	(369,289)	(404,204)	(439,119)	(474,311)	

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(263,683)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(46,633)	(81,823)	(117,012)	(165,645)	(206,327)	(247,009)	(287,690)	(328,372)
	17.5%	(129,772)	(175,591)	(211,467)	(247,343)	(283,219)	(319,095)	(354,971)	(390,847)
	20.0%	(235,830)	(266,901)	(297,971)	(329,041)	(360,111)	(391,181)	(422,251)	(453,322)
	22.5%	(331,945)	(358,210)	(384,474)	(410,739)	(437,003)	(463,267)	(489,532)	(515,796)
	25.0%	(428,060)	(449,519)	(470,978)	(492,436)	(513,895)	(535,354)	(556,812)	(578,271)
	27.5%	(524,175)	(540,828)	(557,481)	(574,134)	(590,787)	(607,440)	(624,093)	(640,746)

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(263,683)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(108,938)	(143,853)	(178,768)	(213,683)	(248,597)	(283,512)	(318,427)	(353,342)
	150,000	(158,938)	(193,853)	(228,768)	(263,683)	(298,597)	(333,512)	(368,427)	(403,342)
	200,000	(208,938)	(243,853)	(278,768)	(313,683)	(348,597)	(383,512)	(418,427)	(453,342)
	250,000	(258,938)	(293,853)	(328,768)	(363,683)	(398,597)	(433,512)	(468,427)	(503,342)
	300,000	(308,938)	(343,853)	(378,768)	(413,683)	(448,597)	(483,512)	(518,427)	(553,342)
	350,000	(358,938)	(393,853)	(428,768)	(463,683)	(498,597)	(533,512)	(568,427)	(603,342)
	400,000	(408,938)	(443,853)	(478,768)	(513,683)	(548,597)	(583,512)	(618,427)	(653,342)
	450,000	(458,938)	(493,853)	(528,768)	(563,683)	(598,597)	(633,512)	(668,427)	(703,342)
	500,000	(508,938)	(543,853)	(578,768)	(613,683)	(648,597)	(683,512)	(718,427)	(753,342)
	550,000	(558,938)	(593,853)	(628,768)	(663,683)	(698,597)	(733,512)	(768,427)	(803,342)
	600,000	(608,938)	(643,853)	(678,768)	(713,683)	(748,597)	(783,512)	(818,427)	(853,342)
	650,000	(658,938)	(693,853)	(728,768)	(763,683)	(798,597)	(833,512)	(868,427)	(903,342)
	700,000	(708,938)	(743,853)	(778,768)	(813,683)	(848,597)	(883,512)	(918,427)	(953,342)
	750,000	(758,938)	(793,853)	(828,768)	(863,683)	(898,597)	(933,512)	(968,427)	(1,003,342)
	800,000	(808,938)	(843,853)	(878,768)	(913,683)	(948,597)	(983,512)	(1,018,427)	(1,053,342)
	850,000	(858,938)	(893,853)	(928,768)	(963,683)	(998,597)	(1,033,512)	(1,068,427)	(1,103,342)

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(263,683)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		503,956	473,598	443,241	412,883	382,525	352,167	321,809
	75%		395,571	365,252	334,932	304,613	274,294	243,975	213,656
	80%		287,185	256,905	226,624	196,344	166,064	135,769	105,412
	85%		178,799	148,558	118,316	88,075	57,793	27,475	(2,843)
	90%		70,413	40,211	10,008	(20,261)	(50,540)	(80,819)	(111,098)
	95%		(37,972)	(68,152)	(98,392)	(128,633)	(173,357)	(208,317)	(243,277)
	100%		(158,938)	(193,853)	(228,768)	(263,683)	(298,597)	(333,512)	(368,427)
	105%		(284,358)	(319,228)	(354,098)	(388,968)	(423,838)	(458,707)	(493,577)
	110%		(409,778)	(444,603)	(479,428)	(514,253)	(549,078)	(583,902)	(618,838)
	115%		(535,198)	(569,978)	(604,758)	(639,538)	(674,318)	(709,524)	(746,928)
	120%		(660,617)	(695,353)	(730,088)	(764,955)	(802,156)	(839,801)	(877,656)
	125%		(786,037)	(820,727)	(857,584)	(895,170)	(932,768)	(970,745)	(1,008,972)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(263,683)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(76,864)	(107,042)	(137,244)	(183,267)	(218,182)	(253,097)	(288,012)
	1,000		(92,484)	(122,677)	(166,427)	(201,342)	(236,257)	(271,172)	(306,087)
	2,000		(108,111)	(138,312)	(184,502)	(219,417)	(254,332)	(289,247)	(324,161)
	3,000		(123,745)	(167,663)	(202,577)	(237,492)	(272,407)	(307,322)	(342,236)
	4,000		(150,823)	(185,738)	(220,652)	(255,567)	(290,482)	(325,397)	(360,311)
	5,000		(168,898)	(203,812)	(238,727)	(273,642)	(308,557)	(343,472)	(378,386)
	6,000		(186,973)	(221,887)	(256,802)	(291,717)	(326,632)	(361,546)	(396,461)
	7,000		(205,048)	(239,962)	(274,877)	(309,792)	(344,707)	(379,621)	(414,536)
	8,000		(223,122)	(258,037)	(292,952)	(327,867)	(362,782)	(397,696)	(432,611)
	9,000		(241,197)	(276,112)	(311,027)	(345,942)	(380,856)	(415,771)	(450,686)
	10,000		(259,272)	(294,187)	(329,102)	(364,017)	(398,931)	(433,846)	(468,761)
	11,000		(277,347)	(312,262)	(347,177)	(382,092)	(417,006)	(451,921)	(486,836)
	12,000		(295,422)	(330,337)	(365,252)	(400,167)	(435,081)	(469,996)	(504,911)
	13,000		(313,497)	(348,412)	(383,327)	(418,241)	(453,156)	(488,071)	(522,986)
	14,000		(331,572)	(366,487)	(401,402)	(436,316)	(471,231)	(506,146)	(541,061)
	15,000		(349,647)	(384,562)	(419,477)	(454,391)	(489,306)	(524,221)	(559,158)
	16,000		(367,722)	(402,637)	(437,551)	(472,466)	(507,381)	(542,296)	(577,258)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(263,683)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(758,720)	(764,934)	(771,198)	(777,522)	(783,845)	(790,436)	(797,096)
	82%		(697,464)	(705,470)	(714,527)	(723,957)	(733,432)	(742,906)	(752,631)
	84%		(637,628)	(648,608)	(659,589)	(670,719)	(683,018)	(695,643)	(708,269)
	86%		(577,792)	(591,764)	(605,736)	(619,708)	(633,773)	(648,381)	(664,157)
	88%		(517,956)	(534,920)	(551,883)	(568,847)	(585,811)	(602,884)	(620,326)
	90%		(458,119)	(478,075)	(498,031)	(517,987)	(537,942)	(557,898)	(578,033)
	92%		(398,283)	(421,231)	(444,178)	(467,126)	(490,073)	(513,021)	(536,016)
	94%		(338,447)	(364,386)	(390,326)	(416,265)	(442,204)	(468,144)	(494,083)
	96%		(278,611)	(307,542)	(336,473)	(365,404)	(394,335)	(423,267)	(452,198)
	98%		(218,775)	(250,698)	(282,621)	(314,543)	(346,466)	(378,389)	(410,312)
	100%		(158,938)	(193,853)	(228,768)	(263,683)	(298,597)	(333,512)	(368,427)
	102%		(94,645)	(127,431)	(174,915)	(212,822)	(250,728)	(288,635)	(326,542)
104%		(42,933)	(78,261)	(113,638)	(161,961)	(202,860)	(243,758)	(284,656)	
106%		8,780	(29,102)	(67,055)	(105,020)	(154,991)	(198,881)	(242,771)	
108%		60,493	20,025	(20,473)	(61,026)	(101,579)	(154,004)	(200,886)	
110%		112,206	69,152	26,099	(17,031)	(60,172)	(103,313)	(159,000)	
112%		163,918	118,280	72,641	26,963	(18,765)	(64,494)	(110,223)	
114%		215,631	167,407	119,182	70,958	22,641	(25,675)	(73,992)	
116%		267,344	216,534	165,724	114,914	64,048	13,143	(37,761)	
118%		319,056	265,661	212,265	158,870	105,455	51,962	(1,531)	
120%		370,769	314,788	258,807	202,825	146,844	90,781	34,700	

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(263,683)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(158,938)	(193,853)	(228,768)	(263,683)	(298,597)	(333,512)	(368,427)
	10,000		(158,938)	(185,755)	(212,573)	(239,390)	(266,207)	(293,024)	(319,841)
	20,000		(158,938)	(177,658)	(196,377)	(215,096)	(233,816)	(252,535)	(271,255)
	30,000		(158,938)	(169,560)	(180,182)	(190,803)	(201,425)	(212,047)	(222,668)
	40,000		(158,938)	(161,462)	(163,986)	(166,510)	(169,034)	(171,558)	(174,082)
	50,000		(158,938)	(153,365)	(136,758)	(131,936)	(127,115)	(122,294)	(117,473)
	60,000		(158,938)	(134,574)	(122,749)	(110,923)	(99,097)	(87,271)	(75,445)
	70,000		(158,938)	(127,570)	(108,740)	(89,909)	(71,079)	(52,249)	(33,418)
	80,000		(158,938)	(120,565)	(94,731)	(68,896)	(43,061)	(17,226)	8,609
	90,000		(158,938)	(113,561)	(80,722)	(47,882)	(15,043)	17,796	50,636
	100,000		(158,938)	(106,556)	(66,713)	(26,869)	12,975	52,819	92,663

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Appraisal Ref: **San38** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **30**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	30 Units
AH Policy requirement (% Target)	15%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 85%
AH tenure split %	Affordable Rent: 75.0%
	Social Rent: 0.0% 75.0% % Rented
	First Homes: 25.0%
	Other Intermediate (LCHO/Sub-Market etc.): 0.0% 3.8% % of total (>10% First Homes PPG 023)
	100.0% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	8.9	12.4%	0.6	32%	9.5
3 bed House	40.0%	10.2	26.8%	1.2	38%	11.4
4 bed House	25.0%	6.4	20.0%	0.9	24%	7.3
5 bed House	0.0%	0.0	5.9%	0.3	1%	0.3
1 bed Flat	0.0%	0.0	22.5%	1.0	3%	1.0
2 bed Flat	0.0%	0.0	12.4%	0.6	2%	0.6
<b>Total number of units</b>	<b>100.0%</b>	<b>25.5</b>	<b>100.0%</b>	<b>4.5</b>	<b>100%</b>	<b>30.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	705	7,589	44	474	749	8,064
3 bed House	1,020	10,979	121	1,298	1,141	12,277
4 bed House	816	8,783	115	1,240	931	10,023
5 bed House	0	0	42	457	42	457
1 bed Flat	0	0	60	641	60	641
2 bed Flat	0	0	46	495	46	495
	<b>2,541</b>	<b>27,352</b>	<b>428</b>	<b>4,606</b>	<b>2,969</b>	<b>31,957</b>

AH % by floor area: 14.41% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	1,801,770
3 bed House	240,000	2,400	223	2,737,440
4 bed House	300,000	2,344	218	2,182,500
5 bed House	355,000	2,219	206	94,253
1 bed Flat	135,000	2,700	251	136,688
2 bed Flat	150,000	2,143	199	83,700
				<b>7,036,350</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	8.9	@	190,000	1,695,750
3 bed House	10.2	@	240,000	2,448,000
4 bed House	6.4	@	300,000	1,912,500
5 bed House	0.0	@	355,000	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	25.5			6,056,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.4	@	114,000	47,709
3 bed House	0.9	@	144,000	130,248
4 bed House	0.7	@	180,000	121,500
5 bed House	0.2	@	213,000	42,414
1 bed Flat	0.8	@	81,000	61,509
2 bed Flat	0.4	@	90,000	37,665
	3.4			441,045
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.1	@	133,000	18,554
3 bed House	0.3	@	168,000	50,652
4 bed House	0.2	@	210,000	47,250
5 bed House	0.1	@	248,500	16,494
1 bed Flat	0.3	@	94,500	23,920
2 bed Flat	0.1	@	105,000	14,648
	1.1			171,518
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	4.5		-
<b>Sub-total GDV Residential</b>	<b>30</b>			<b>6,668,813</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>367,538</b>
		<b>124 £ psm (total GIA sqm)</b>	<b>12,251 £ per unit (total units)</b>	
<b>Grant</b>	5	AH units @	0 per unit	-
<b>Total GDV</b>				<b>6,668,813</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(13,860)
Planning Application Professional Fees, Surveys and reports					(40,000)
CIL		2,541 sqm (Market only)		20.64 £ psm	(52,448)
	<b>CIL analysis:</b>	<b>0.79% % of GDV</b>		<b>1,748 £ per unit (total units)</b>	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	30 units @		9,633 per unit	(288,990)
	Sub-total				(288,990)
	<b>S106 analysis:</b>	<b>385,320 £ per ha</b>	<b>4.33% % of GDV</b>	<b>9,633 £ per unit (total units)</b>	
AH Commuted Sum		2,969 sqm (total)		0 £ psm	-
	<b>Comm. Sum analysis:</b>		<b>0.00% % of GDV</b>		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		0.75 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	30 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	<b>- £ per ha</b>	<b>0.00% % of GDV</b>	<b>0 £ per unit (total units)</b>	
1 bed House		- sqm @		1,211 psm	-
2 bed House		749 sqm @		1,211 psm	(907,229)
3 bed House		1,141 sqm @		1,211 psm	(1,381,267)
4 bed House		931 sqm @		1,211 psm	(1,127,683)
5 bed House		42 sqm @		1,211 psm	(51,443)
1 bed Flat		60 sqm @		1,410 psm	(83,978)
2 bed Flat		46 sqm @		1,410 psm	(64,794)
Garages for 3 bed House (OMS only)	10 units @		0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)	6 units @		75% @	11,754 £ per garage	(56,199)
Garages for 5 bed House (OMS only)	- units @		120% @	11,754 £ per garage	-
External works		3,672,593 @		15.0%	(550,889)
	<b>Ext. Works analysis:</b>			<b>18,363 £ per unit (total units)</b>	
Policy Costs on design -					
Net Biodiversity costs		30 units @		1,003 £ per unit	(30,090)
M4(2) Category 2 Housing Aff units	5 units @		100% @	521 £ per unit	(2,345)
M4(2) Category 2 Housing OMS units	26 units @		100% @	521 £ per unit	(13,286)
M4(3) Category 3 Housing Aff units	5 units @		0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units	26 units @		0% @	10,111 £ per unit	-
Part L 2025/FHS	30 units @			4,449 £ per unit	(133,470)
Renewable Energy	30 units @			0 £ per unit	-
EV Charging Points - Houses	28 units @			0 £ per unit	-
EV Charging Points - Flats	2 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency	30 units @			0 £ per unit	-
	Sub-total				(179,190)
	<b>Policy Costs analysis: (design costs only)</b>			<b>5,973 £ per unit (total units)</b>	
Contingency (on construction)		4,402,671 @		5.0%	(220,134)



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Scheme Typology: **Medium Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	4,402,671 @		<b>6.5%</b>		(286,174)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	6,056,250 OMS @		<b>3.00%</b>	6,056 £ per unit	(181,688)
Residential Sales Agent Costs	6,056,250 OMS @		<b>1.00%</b>	2,019 £ per unit	(60,563)
Residential Sales Legal Costs	6,056,250 OMS @		<b>0.25%</b>	505 £ per unit	(15,141)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,913 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(21,920)
<b>Developers Profit -</b>					
Profit on OMS	6,056,250		<b>18.00%</b>		(1,090,125)
Margin on AH	612,563		<b>6.00%</b> on AH values		(36,754)
<b>Profit analysis:</b>	<b>6,668,813</b>		<b>16.90% blended GDV</b>	<b>(1,126,879)</b>	
	<b>5,693,587</b>		<b>19.79% on costs</b>	<b>(1,126,879)</b>	
<b>TOTAL COSTS</b>					<b>(6,820,465)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(151,653)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(151,653)</b>
<b>RLV analysis:</b>	<b>(5,055) £ per plot</b>	<b>(202,204) £ per ha (net)</b>	<b>(81,831) £ per acre (net)</b>		
		<b>(161,763) £ per ha (gross)</b>	<b>(65,465) £ per acre (gross)</b>		
			<b>-2.27% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.94 ha (gross)		2.32 acres (gross)	
<b>Density analysis:</b>		<b>3,959 sqm/ha (net)</b>		<b>17,244 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>277,988</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(572,854) £ per ha (net)</b>	<b>(231,831) £ per acre (net)</b>		<b>(429,640)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,831)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(79,244)	(116,276)	(160,375)	(203,304)	(246,239)	(289,253)	(332,341)	
	10.00	(93,281)	(129,611)	(175,003)	(217,125)	(259,247)	(301,476)	(343,754)	
	20.00	(107,318)	(142,947)	(189,637)	(230,946)	(272,255)	(313,699)	(355,192)	
	30.00	(121,355)	(163,812)	(204,271)	(244,767)	(285,280)	(325,922)	(366,629)	
	40.00	(135,392)	(179,229)	(218,906)	(258,589)	(298,318)	(338,146)	(378,067)	
	50.00	(155,890)	(194,670)	(233,540)	(272,410)	(311,355)	(350,369)	(389,505)	
	60.00	(172,118)	(210,117)	(248,174)	(286,231)	(324,393)	(362,592)	(400,942)	
	70.00	(188,345)	(225,564)	(262,808)	(300,052)	(337,431)	(374,829)	(412,380)	
	80.00	(204,580)	(241,011)	(277,443)	(313,901)	(350,469)	(387,084)	(423,818)	
	90.00	(220,841)	(256,459)	(292,077)	(327,754)	(363,507)	(399,338)	(435,269)	
	100.00	(237,101)	(271,906)	(306,711)	(341,607)	(376,545)	(411,593)	(446,739)	
	110.00	(253,361)	(287,353)	(321,345)	(355,459)	(389,583)	(423,848)	(458,209)	
	120.00	(269,621)	(302,800)	(336,003)	(369,312)	(402,636)	(436,102)	(469,680)	
	130.00	(285,882)	(318,248)	(350,671)	(383,165)	(415,708)	(448,357)	(481,150)	
	140.00	(302,142)	(333,695)	(365,339)	(397,018)	(428,779)	(460,611)	(492,621)	
	150.00	(318,402)	(349,142)	(380,006)	(410,871)	(441,851)	(472,899)	(504,127)	
	160.00	(334,663)	(364,624)	(394,674)	(424,725)	(454,923)	(485,189)	(515,633)	
170.00	(350,923)	(380,107)	(409,342)	(438,613)	(467,994)	(497,479)	(527,140)		
180.00	(367,183)	(395,590)	(424,010)	(452,502)	(481,066)	(509,768)	(538,646)		
190.00	(383,467)	(411,072)	(438,677)	(466,390)	(494,144)	(522,058)	(550,172)		
200.00	(399,765)	(426,555)	(453,349)	(480,279)	(507,253)	(534,374)	(561,718)		
210.00	(416,062)	(442,038)	(468,054)	(494,167)	(520,362)	(546,703)	(573,264)		
220.00	(432,360)	(457,520)	(482,760)	(508,056)	(533,471)	(559,031)	(584,810)		
230.00	(448,657)	(473,003)	(497,465)	(521,944)	(546,580)	(571,360)	(596,385)		
240.00	(464,955)	(488,509)	(512,171)	(535,871)	(559,691)	(583,701)	(607,974)		
250.00	(481,252)	(504,031)	(526,876)	(549,799)	(572,841)	(596,072)	(619,563)		

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,831)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	27,447	(8,106)	(43,690)	(79,274)	(114,858)	(157,160)	(198,417)	
	1,000	13,385	(22,193)	(57,777)	(93,360)	(128,955)	(173,477)	(214,734)	
	2,000	(695)	(36,279)	(71,863)	(107,447)	(143,069)	(189,795)	(231,052)	
	3,000	(14,781)	(50,365)	(85,949)	(121,533)	(164,855)	(206,112)	(247,406)	
	4,000	(28,868)	(64,452)	(100,036)	(135,619)	(181,172)	(222,429)	(263,761)	
	5,000	(42,954)	(78,538)	(114,122)	(156,232)	(197,490)	(238,747)	(280,116)	
	6,000	(57,041)	(92,624)	(128,208)	(172,550)	(213,807)	(255,065)	(296,471)	
	7,000	(71,127)	(106,711)	(142,295)	(188,867)	(230,124)	(271,420)	(312,825)	
	8,000	(85,213)	(120,797)	(163,927)	(205,185)	(246,442)	(287,774)	(329,180)	
	9,000	(99,300)	(134,883)	(180,245)	(221,502)	(262,759)	(304,129)	(345,545)	
	10,000	(113,386)	(155,359)	(196,562)	(237,819)	(279,078)	(320,484)	(361,941)	
	11,000	(127,472)	(171,644)	(212,880)	(254,137)	(295,433)	(336,839)	(378,338)	
	12,000	(141,559)	(187,940)	(229,197)	(270,454)	(311,788)	(353,193)	(394,735)	
	13,000	(163,076)	(204,257)	(245,514)	(286,771)	(328,142)	(369,549)	(411,132)	
	14,000	(179,361)	(220,575)	(261,832)	(303,091)	(344,497)	(385,946)	(427,529)	

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,831)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(8,449)	(49,021)	(89,640)	(130,316)	(180,818)	(227,978)	(275,187)	
	17.5%	(91,588)	(128,004)	(173,273)	(215,491)	(257,710)	(300,064)	(342,468)	
	20.0%	(185,137)	(222,430)	(259,776)	(297,189)	(334,601)	(372,151)	(409,748)	
	22.5%	(281,252)	(313,739)	(346,280)	(378,887)	(411,493)	(444,237)	(477,029)	
	25.0%	(377,367)	(405,048)	(432,783)	(460,584)	(488,385)	(516,323)	(544,309)	
	27.5%	(473,482)	(496,357)	(519,287)	(542,282)	(565,277)	(588,409)	(611,590)	

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,831)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(58,216)	(93,800)	(140,574)	(181,831)	(223,088)	(264,482)	(305,924)	
	150,000	(108,216)	(143,800)	(190,574)	(231,831)	(273,088)	(314,482)	(355,924)	
	200,000	(158,216)	(193,800)	(240,574)	(281,831)	(323,088)	(364,482)	(405,924)	
	250,000	(208,216)	(243,800)	(290,574)	(331,831)	(373,088)	(414,482)	(455,924)	
	300,000	(258,216)	(293,800)	(340,574)	(381,831)	(423,088)	(464,482)	(505,924)	
	350,000	(308,216)	(343,800)	(390,574)	(431,831)	(473,088)	(514,482)	(555,924)	
	400,000	(358,216)	(393,800)	(440,574)	(481,831)	(523,088)	(564,482)	(605,924)	
	450,000	(408,216)	(443,800)	(490,574)	(531,831)	(573,088)	(614,482)	(655,924)	
	500,000	(458,216)	(493,800)	(540,574)	(581,831)	(623,088)	(664,482)	(705,924)	
	550,000	(508,216)	(543,800)	(590,574)	(631,831)	(673,088)	(714,482)	(755,924)	
	600,000	(558,216)	(593,800)	(640,574)	(681,831)	(723,088)	(764,482)	(805,924)	
	650,000	(608,216)	(643,800)	(690,574)	(731,831)	(773,088)	(814,482)	(855,924)	
	700,000	(658,216)	(693,800)	(740,574)	(781,831)	(823,088)	(864,482)	(905,924)	
	750,000	(708,216)	(743,800)	(790,574)	(831,831)	(873,088)	(914,482)	(955,924)	
	800,000	(758,216)	(793,800)	(840,574)	(881,831)	(923,088)	(964,482)	(1,005,924)	
850,000	(808,216)	(843,800)	(890,574)	(931,831)	(973,088)	(1,014,482)	(1,055,924)		

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Scheme Typology: **Medium Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,831)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		545,998	510,342	474,687	439,031	403,354	367,669	331,984
	75%		437,171	401,524	365,878	330,232	294,585	258,939	223,293
	80%		328,246	292,639	257,031	221,424	185,817	150,170	114,508
	85%		219,321	183,732	148,110	112,487	76,865	41,242	5,620
	90%		110,231	74,648	39,065	3,481	(32,164)	(67,827)	(103,489)
	95%		1,108	(34,489)	(70,112)	(105,735)	(141,358)	(187,859)	(229,162)
	100%		(108,216)	(143,800)	(190,574)	(231,831)	(273,088)	(314,482)	(355,924)
	105%		(234,772)	(275,984)	(317,217)	(358,577)	(399,982)	(441,520)	(483,242)
	110%		(361,539)	(402,854)	(444,223)	(485,715)	(527,375)	(569,288)	(611,620)
	115%		(488,646)	(530,092)	(571,692)	(613,503)	(655,654)	(698,494)	(743,764)
	120%		(616,193)	(657,918)	(699,917)	(742,355)	(786,883)	(832,886)	(879,395)
	125%		(744,408)	(786,633)	(830,444)	(875,795)	(922,180)	(968,641)	(1,015,151)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,831)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(38,104)	(73,688)	(109,272)	(150,603)	(191,843)	(233,101)	(274,431)
	1,000		(53,863)	(89,447)	(125,031)	(168,848)	(210,105)	(251,362)	(292,740)
	2,000		(69,622)	(105,206)	(140,790)	(187,109)	(228,366)	(269,643)	(311,049)
	3,000		(85,381)	(120,965)	(164,121)	(205,370)	(246,627)	(287,952)	(329,358)
	4,000		(101,140)	(136,724)	(182,374)	(223,631)	(264,889)	(306,261)	(347,680)
	5,000		(116,899)	(159,421)	(200,636)	(241,893)	(283,164)	(324,570)	(366,041)
	6,000		(132,659)	(177,640)	(218,897)	(260,154)	(301,473)	(342,879)	(384,402)
	7,000		(154,721)	(195,901)	(237,158)	(278,415)	(319,782)	(361,188)	(402,764)
	8,000		(172,939)	(214,162)	(255,420)	(296,685)	(338,091)	(379,542)	(421,125)
	9,000		(191,167)	(232,424)	(273,681)	(314,994)	(356,400)	(397,903)	(439,534)
	10,000		(209,428)	(250,685)	(291,942)	(333,303)	(374,709)	(416,265)	(457,953)
	11,000		(227,689)	(268,946)	(310,206)	(351,612)	(393,043)	(434,626)	(476,372)
	12,000		(245,951)	(287,208)	(328,515)	(369,921)	(411,404)	(453,000)	(494,830)
	13,000		(264,212)	(305,469)	(346,824)	(388,230)	(429,765)	(471,419)	(513,312)
	14,000		(282,473)	(323,730)	(365,133)	(406,543)	(448,127)	(489,838)	(531,793)
	15,000		(300,734)	(342,036)	(383,442)	(424,905)	(466,488)	(508,257)	(550,335)
	16,000		(318,996)	(360,345)	(401,751)	(443,266)	(484,886)	(526,729)	(568,883)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,831)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(714,824)	(727,695)	(740,875)	(754,498)	(768,376)	(782,254)	(796,133)
	82%		(652,985)	(667,778)	(683,008)	(699,225)	(715,876)	(733,015)	(750,176)
	84%		(591,786)	(609,394)	(627,162)	(645,148)	(664,070)	(683,846)	(704,220)
	86%		(530,886)	(551,381)	(571,997)	(592,758)	(613,728)	(635,382)	(658,337)
	88%		(470,214)	(493,608)	(517,114)	(540,724)	(564,503)	(588,517)	(613,145)
	90%		(409,665)	(436,008)	(462,433)	(488,932)	(515,559)	(542,382)	(569,472)
	92%		(349,223)	(378,540)	(407,865)	(437,322)	(466,835)	(496,502)	(526,396)
	94%		(288,891)	(321,120)	(353,459)	(385,798)	(418,273)	(450,822)	(483,553)
	96%		(228,614)	(263,843)	(299,073)	(334,422)	(369,784)	(405,288)	(440,894)
	98%		(168,381)	(206,580)	(244,823)	(283,066)	(321,430)	(359,814)	(398,366)
	100%		(108,216)	(143,800)	(190,574)	(231,831)	(273,088)	(314,482)	(355,924)
	102%		(56,199)	(94,384)	(132,568)	(180,595)	(224,866)	(269,150)	(313,578)
	104%		(4,183)	(44,967)	(85,753)	(126,538)	(176,645)	(223,929)	(271,268)
	106%		47,732	4,440	(38,937)	(82,323)	(125,710)	(178,722)	(229,020)
108%		99,648	53,760	7,871	(38,109)	(84,096)	(130,083)	(186,826)	
110%		151,564	103,080	54,596	6,106	(42,482)	(91,070)	(139,691)	
112%		203,480	152,400	101,320	50,240	(868)	(52,057)	(103,246)	
114%		255,388	201,720	148,044	94,368	40,692	(13,044)	(66,834)	
116%		307,222	251,037	194,768	138,497	82,225	25,954	(30,422)	
118%		359,057	300,280	241,492	182,625	123,758	64,890	5,990	
120%		410,891	349,523	288,154	226,753	165,290	103,827	42,364	

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,831)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(108,216)	(143,800)	(190,574)	(231,831)	(273,088)	(314,482)	(355,924)
	10,000		(108,216)	(136,748)	(174,234)	(207,321)	(240,409)	(273,537)	(306,754)
	20,000		(108,216)	(129,696)	(157,909)	(182,812)	(207,730)	(232,647)	(257,620)
	30,000		(108,216)	(122,644)	(137,071)	(158,303)	(175,051)	(191,798)	(208,546)
	40,000		(108,216)	(115,591)	(122,967)	(130,342)	(137,736)	(150,950)	(159,528)
	50,000		(108,216)	(108,539)	(108,862)	(109,185)	(109,508)	(109,831)	(110,154)
	60,000		(108,216)	(101,487)	(94,758)	(88,029)	(81,300)	(74,571)	(67,841)
	70,000		(108,216)	(94,435)	(80,654)	(66,872)	(53,091)	(39,310)	(25,528)
	80,000		(108,216)	(87,383)	(66,549)	(45,716)	(24,882)	(4,049)	16,785
	90,000		(108,216)	(80,331)	(52,445)	(24,559)	3,326	31,212	59,079
	100,000		(108,216)	(73,278)	(38,341)	(3,403)	31,535	66,427	101,315

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Appraisal Ref: **San39** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield:** **Greenfield**  
 Notes: No Units: **45**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				45 Units			
AH Policy requirement (% Target)				15%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		85%			
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented	
		Social Rent:		0.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		3.8% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64 £ psm			
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	35.0%	13.4	12.4%	0.8	32%	14.2	
3 bed House	40.0%	15.3	26.8%	1.8	38%	17.1	
4 bed House	20.0%	7.7	20.0%	1.4	20%	9.0	
5 bed House	5.0%	1.9	5.9%	0.4	5%	2.3	
1 bed Flat	0.0%	0.0	22.5%	1.5	3%	1.5	
2 bed Flat	0.0%	0.0	12.4%	0.8	2%	0.8	
Total number of units	100.0%	38.3	100.0%	6.8	100%	45.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		<b>(sqm)</b>		<b>(sqft)</b>		<b>(sqm)</b>	
				<b>%</b>		<b>(sqft)</b>	
1 bed House	62.0	667			62.0	667	
2 bed House	79.0	850			79.0	850	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	128.0	1,378			128.0	1,378	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		<b>(sqm)</b>		<b>(sqft)</b>		<b>(sqm)</b>	
				<b>%</b>		<b>(sqft)</b>	
1 bed House	62.0	667			62.0	667	
2 bed House	79.0	850			79.0	850	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	128.0	1,378			128.0	1,378	
5 bed House	160.0	1,722			160.0	1,722	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	70.0	753	85.0%		82.4	886	
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		<b>(sqm)</b>		<b>(sqm)</b>		<b>(sqm)</b>	
		<b>(sqft)</b>		<b>(sqft)</b>		<b>(sqft)</b>	
1 bed House	0	0	0	0	0	0	
2 bed House	1,058	11,384	66	712	1,124	12,096	
3 bed House	1,530	16,469	181	1,947	1,711	18,416	
4 bed House	979	10,540	173	1,860	1,152	12,400	
5 bed House	306	3,294	64	686	370	3,980	
1 bed Flat	0	0	89	962	89	962	
2 bed Flat	0	0	69	742	69	742	
	3,873	41,687	642	6,908	4,515	48,595	
<b>AH % by floor area:</b>				<b>14.22% AH % by floor area (difference due to mix)</b>			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House	150,000	2,419	225			0	
2 bed House	190,000	2,405	223			2,702,655	
3 bed House	240,000	2,400	223			4,106,160	
4 bed House	300,000	2,344	218			2,700,000	
5 bed House	355,000	2,219	206			820,316	
1 bed Flat	135,000	2,700	251			205,031	
2 bed Flat	150,000	2,143	199			125,550	
						10,659,713	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500
						* capped @£250K	

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	13.4	@	190,000	2,543,625
3 bed House	15.3	@	240,000	3,672,000
4 bed House	7.7	@	300,000	2,295,000
5 bed House	1.9	@	355,000	678,938
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	150,000	-
	38.3			9,189,563
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.6	@	114,000	71,564
3 bed House	1.4	@	144,000	195,372
4 bed House	1.0	@	180,000	182,250
5 bed House	0.3	@	213,000	63,620
1 bed Flat	1.1	@	81,000	92,264
2 bed Flat	0.6	@	90,000	56,498
	5.1			661,568
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.2	@	133,000	27,830
3 bed House	0.5	@	168,000	75,978
4 bed House	0.3	@	210,000	70,875
5 bed House	0.1	@	248,500	24,741
1 bed Flat	0.4	@	94,500	35,880
2 bed Flat	0.2	@	105,000	21,971
	1.7			257,276
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	6.8		-
<b>Sub-total GDV Residential</b>				<b>45</b>
<b>AH on-site cost analysis:</b>				<b>10,108,406</b>
			£MV (no AH) less £GDV (inc. AH)	551,306
			122 £ psm (total GIA sqm)	12,251 £ per unit (total units)
<b>Grant</b>				
		7	AH units @	0 per unit
<b>Total GDV</b>				<b>10,108,406</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL						(79,935)
		3,873 sqm (Market only)		20.64 £ psm		
		0.79% % of GDV		1,776 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		9,633 per unit		(433,485)
	Sub-total					(433,485)
		385,320 £ per ha	4.29% % of GDV	9,633 £ per unit (total units)		
<b>S106 analysis:</b>						
AH Commuted Sum						-
		4,515 sqm (total)		0 £ psm		
<b>Comm. Sum analysis:</b>						
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		1.13 ha @		0 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		0 per unit		-
	Sub-total					-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
1 bed House						
		- sqm @		1,211 psm		-
2 bed House						
		1,124 sqm @		1,211 psm		(1,360,844)
3 bed House						
		1,711 sqm @		1,211 psm		(2,071,900)
4 bed House						
		1,152 sqm @		1,211 psm		(1,395,072)
5 bed House						
		370 sqm @		1,211 psm		(447,731)
1 bed Flat						
		89 sqm @		1,410 psm		(125,967)
2 bed Flat						
		69 sqm @		1,410 psm		(97,190)
		4,515				
		15 units @	0% @	11,754 £ per garage		-
		8 units @	75% @	11,754 £ per garage		(67,439)
		2 units @	120% @	11,754 £ per garage		(26,975)
External works						
		5,593,118 @		15.0%		(838,968)
				18,644 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(45,135)
		45 units @		1,003 £ per unit		
M4(2) Category 2 Housing						
	Aff units	7 units @	100% @	521 £ per unit		(3,517)
M4(2) Category 2 Housing						
	OMS units	38 units @	100% @	521 £ per unit		(19,928)
M4(3) Category 3 Housing						
	Aff units	7 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing						
	OMS units	38 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS						
		45 units @		4,449 £ per unit		(200,205)
Renewable Energy						
		45 units @		0 £ per unit		-
EV Charging Points - Houses						
		43 units @		0 £ per unit		-
EV Charging Points - Flats						
		2 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency						
		45 units @		0 £ per unit		-
	Sub-total					(268,785)
				5,973 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						(335,044)
		6,700,871 @		5.0%		

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	6,700,871 @		<b>6.5%</b>		(435,557)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	9,189,563 OMS @		<b>3.00%</b>	6,126 £ per unit	(275,687)
Residential Sales Agent Costs	9,189,563 OMS @		<b>1.00%</b>	2,042 £ per unit	(91,896)
Residential Sales Legal Costs	9,189,563 OMS @		<b>0.25%</b>	511 £ per unit	(22,974)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,901 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(58,103)
<b>Developers Profit -</b>					
Profit on OMS	9,189,563		<b>18.00%</b>		(1,654,121)
Margin on AH	918,844		<b>6.00%</b> on AH values		(55,131)
<b>Profit analysis:</b>		<b>10,108,406</b>		<b>16.91% blended GDV</b>	<b>(1,709,252)</b>
		<b>8,624,340</b>		<b>19.82% on costs</b>	<b>(1,709,252)</b>
<b>TOTAL COSTS</b>					<b>(10,333,591)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(225,185)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(225,185)</b>
<b>RLV analysis:</b>	<b>(5,004) £ per plot</b>	<b>(200,165) £ per ha (net)</b>	<b>(81,005) £ per acre (net)</b>		
		<b>(160,132) £ per ha (gross)</b>	<b>(64,804) £ per acre (gross)</b>		
			<b>-2.23% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		1.13 ha (net)		2.78 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		1.41 ha (gross)		3.47 acres (gross)	
<b>Density analysis:</b>		<b>4,013 sqm/ha (net)</b>		<b>17,481 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>416,981</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>		<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(570,815) £ per ha (net)</b>		<b>(231,005) £ per acre (net)</b>	<b>(642,166)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,005)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(79,341)	(116,272)	(158,208)	(201,247)	(244,607)	(288,419)	(332,898)
	10.00		(93,830)	(130,061)	(173,375)	(215,664)	(258,271)	(301,391)	(345,078)
	20.00		(108,327)	(143,884)	(188,575)	(230,081)	(271,967)	(314,401)	(357,257)
	30.00		(122,824)	(163,277)	(203,775)	(244,561)	(285,713)	(327,450)	(369,436)
	40.00		(137,356)	(179,292)	(219,039)	(259,045)	(299,468)	(340,499)	(381,615)
	50.00		(156,571)	(195,337)	(234,304)	(273,597)	(313,329)	(353,549)	(393,795)
	60.00		(173,392)	(211,390)	(249,627)	(288,170)	(327,222)	(366,598)	(405,974)
	70.00		(190,276)	(227,503)	(264,961)	(302,797)	(341,141)	(379,647)	(418,153)
	80.00		(207,165)	(243,617)	(280,364)	(317,481)	(355,060)	(392,696)	(430,332)
	90.00		(224,094)	(259,804)	(295,790)	(332,213)	(368,979)	(405,745)	(442,512)
	100.00		(241,055)	(276,002)	(311,277)	(347,002)	(382,898)	(418,795)	(454,752)
	110.00		(258,053)	(292,266)	(326,823)	(361,791)	(396,817)	(431,844)	(467,000)
	120.00		(275,092)	(308,572)	(342,423)	(376,580)	(410,736)	(444,893)	(479,248)
	130.00		(292,184)	(324,920)	(358,083)	(391,369)	(424,656)	(457,947)	(491,496)
	140.00		(309,308)	(341,356)	(373,742)	(406,158)	(438,575)	(471,070)	(503,744)
	150.00		(326,516)	(357,854)	(389,401)	(420,947)	(452,494)	(484,193)	(515,992)
	160.00		(343,778)	(374,383)	(405,060)	(435,736)	(466,413)	(497,316)	(528,240)
170.00		(361,105)	(390,912)	(420,719)	(450,525)	(480,390)	(510,439)	(540,489)	
180.00		(378,504)	(407,441)	(436,378)	(465,315)	(494,388)	(523,562)	(552,737)	
190.00		(395,903)	(423,970)	(452,037)	(480,104)	(508,386)	(536,685)	(564,985)	
200.00		(413,302)	(440,499)	(467,696)	(494,959)	(522,383)	(549,808)	(577,233)	
210.00		(430,701)	(457,028)	(483,355)	(509,831)	(536,381)	(562,931)	(589,481)	
220.00		(448,100)	(473,557)	(499,029)	(524,704)	(550,379)	(576,054)	(601,729)	
230.00		(465,499)	(490,086)	(514,777)	(539,577)	(564,377)	(589,177)	(613,977)	
240.00		(482,898)	(506,615)	(530,524)	(554,450)	(578,375)	(602,300)	(626,225)	
250.00		(500,297)	(523,222)	(546,272)	(569,322)	(592,373)	(615,423)	(638,473)	

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,005)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		28,132	(7,076)	(42,345)	(77,663)	(113,102)	(152,824)	(194,186)
	1,000		13,909	(21,300)	(56,614)	(91,977)	(127,454)	(169,500)	(210,938)
	2,000		(315)	(35,565)	(70,882)	(106,295)	(141,825)	(186,180)	(227,764)
	3,000		(14,539)	(49,833)	(85,170)	(120,613)	(161,543)	(202,924)	(244,630)
	4,000		(28,784)	(64,102)	(99,488)	(134,983)	(178,223)	(219,685)	(261,549)
	5,000		(43,053)	(78,371)	(113,806)	(153,620)	(194,910)	(236,513)	(278,545)
	6,000		(57,322)	(92,681)	(128,142)	(170,266)	(211,662)	(253,385)	(295,624)
	7,000		(71,591)	(106,999)	(142,513)	(186,946)	(228,433)	(270,307)	(312,791)
	8,000		(85,874)	(121,316)	(162,325)	(203,648)	(245,261)	(287,303)	(329,975)
	9,000		(100,192)	(135,672)	(178,989)	(220,400)	(262,140)	(304,381)	(347,159)
	10,000		(114,510)	(154,417)	(195,670)	(237,181)	(279,065)	(321,543)	(364,343)
	11,000		(128,831)	(171,032)	(212,386)	(254,010)	(296,061)	(338,727)	(381,527)
	12,000		(143,202)	(187,713)	(229,138)	(270,895)	(313,138)	(355,911)	(398,711)
	13,000		(163,122)	(204,393)	(245,930)	(287,823)	(330,295)	(373,095)	(415,895)
14,000		(179,756)	(221,124)	(262,758)	(304,819)	(347,479)	(390,279)	(433,080)	

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,005)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(8,332)	(48,893)	(89,602)	(130,508)	(179,505)	(227,731)	(276,365)
	17.5%		(92,435)	(128,790)	(172,047)	(214,477)	(257,287)	(300,652)	(344,425)
	20.0%		(185,045)	(222,212)	(259,552)	(297,120)	(335,070)	(373,573)	(412,484)
	22.5%		(282,273)	(314,579)	(347,057)	(379,764)	(412,852)	(446,494)	(480,543)
	25.0%		(379,500)	(406,945)	(434,562)	(462,408)	(490,634)	(519,415)	(548,603)
	27.5%		(476,728)	(499,312)	(522,067)	(545,051)	(568,416)	(592,335)	(616,662)

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,005)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(59,255)	(94,769)	(139,548)	(181,005)	(222,844)	(265,236)	(308,036)
	150,000		(109,255)	(144,769)	(189,548)	(231,005)	(272,844)	(315,236)	(358,036)
	200,000		(159,255)	(194,769)	(239,548)	(281,005)	(322,844)	(365,236)	(408,036)
	250,000		(209,255)	(244,769)	(289,548)	(331,005)	(372,844)	(415,236)	(458,036)
	300,000		(259,255)	(294,769)	(339,548)	(381,005)	(422,844)	(465,236)	(508,036)
	350,000		(309,255)	(344,769)	(389,548)	(431,005)	(472,844)	(515,236)	(558,036)
	400,000		(359,255)	(394,769)	(439,548)	(481,005)	(522,844)	(565,236)	(608,036)
	450,000		(409,255)	(444,769)	(489,548)	(531,005)	(572,844)	(615,236)	(658,036)
	500,000		(459,255)	(494,769)	(539,548)	(581,005)	(622,844)	(665,236)	(708,036)
	550,000		(509,255)	(544,769)	(589,548)	(631,005)	(672,844)	(715,236)	(758,036)
	600,000		(559,255)	(594,769)	(639,548)	(681,005)	(722,844)	(765,236)	(808,036)
	650,000		(609,255)	(644,769)	(689,548)	(731,005)	(772,844)	(815,236)	(858,036)
	700,000		(659,255)	(694,769)	(739,548)	(781,005)	(822,844)	(865,236)	(908,036)
	750,000		(709,255)	(744,769)	(789,548)	(831,005)	(872,844)	(915,236)	(958,036)
	800,000		(759,255)	(794,769)	(839,548)	(881,005)	(922,844)	(965,236)	(1,008,036)
	850,000		(809,255)	(844,769)	(889,548)	(931,005)	(972,844)	(1,015,236)	(1,058,036)



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,005)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		560,380	524,719	489,059	453,399	417,738	382,078	346,418
	75%		449,505	413,941	378,375	342,809	307,244	271,678	236,112
	80%		338,400	302,962	267,491	232,005	196,519	161,033	125,526
	85%		227,097	191,738	156,321	120,899	85,478	49,997	14,497
	90%		115,507	80,147	44,775	9,371	(26,094)	(61,621)	(97,223)
	95%		3,441	(31,899)	(67,345)	(102,851)	(138,477)	(182,424)	(224,096)
	100%		(109,255)	(144,769)	(189,548)	(231,005)	(272,844)	(315,236)	(358,036)
	105%		(238,863)	(280,454)	(322,473)	(365,034)	(407,679)	(450,324)	(493,247)
	110%		(372,964)	(415,454)	(457,944)	(500,531)	(543,335)	(586,139)	(628,943)
	115%		(508,829)	(551,399)	(594,047)	(636,695)	(679,343)	(721,991)	(764,639)
	120%		(645,384)	(687,876)	(730,368)	(772,860)	(815,351)	(857,843)	(900,335)
	125%		(782,017)	(824,353)	(866,688)	(909,024)	(951,360)	(993,695)	(1,036,031)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,005)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(38,037)	(73,355)	(108,757)	(144,274)	(188,994)	(230,531)	(272,492)
	1,000		(54,023)	(89,360)	(124,802)	(166,375)	(207,745)	(249,419)	(291,611)
	2,000		(70,010)	(105,404)	(140,906)	(185,073)	(226,532)	(268,381)	(310,842)
	3,000		(86,006)	(121,449)	(162,474)	(203,790)	(245,401)	(287,440)	(330,113)
	4,000		(102,051)	(137,537)	(181,152)	(222,571)	(264,330)	(306,593)	(349,384)
	5,000		(118,095)	(158,579)	(199,851)	(241,402)	(283,329)	(325,854)	(368,655)
	6,000		(134,168)	(177,232)	(218,616)	(260,279)	(302,413)	(345,125)	(387,925)
	7,000		(154,685)	(195,930)	(237,403)	(279,241)	(321,596)	(364,396)	(407,196)
	8,000		(173,311)	(214,660)	(256,272)	(298,277)	(340,866)	(383,667)	(426,467)
	9,000		(192,010)	(233,441)	(275,190)	(317,394)	(360,137)	(402,937)	(445,748)
	10,000		(210,708)	(252,273)	(294,166)	(336,608)	(379,408)	(422,208)	(465,128)
	11,000		(229,486)	(271,142)	(313,225)	(355,878)	(398,679)	(441,479)	(484,507)
	12,000		(248,275)	(290,101)	(332,376)	(375,149)	(417,950)	(460,771)	(503,887)
	13,000		(267,143)	(309,114)	(351,620)	(394,420)	(437,220)	(480,151)	(523,267)
	14,000		(286,050)	(328,196)	(370,891)	(413,691)	(456,491)	(499,530)	(542,647)
	15,000		(305,012)	(347,361)	(390,161)	(432,962)	(475,794)	(518,910)	(562,026)
	16,000		(324,062)	(366,632)	(409,432)	(452,232)	(495,174)	(538,290)	(581,406)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,005)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(745,386)	(756,175)	(766,965)	(777,755)	(788,544)	(799,334)	(810,124)
	82%		(680,732)	(694,755)	(708,777)	(722,799)	(736,822)	(750,844)	(764,866)
	84%		(616,079)	(633,334)	(650,589)	(667,844)	(685,099)	(702,354)	(719,609)
	86%		(551,426)	(571,913)	(592,401)	(612,889)	(633,376)	(653,864)	(674,352)
	88%		(486,773)	(510,493)	(534,213)	(557,933)	(581,654)	(605,374)	(629,094)
	90%		(422,478)	(449,216)	(476,025)	(502,978)	(529,931)	(556,884)	(583,837)
	92%		(358,229)	(388,180)	(418,130)	(448,081)	(478,029)	(508,394)	(538,580)
	94%		(294,436)	(327,191)	(360,307)	(393,470)	(426,633)	(459,904)	(493,323)
	96%		(231,537)	(266,933)	(302,673)	(338,858)	(375,234)	(411,609)	(448,065)
	98%		(169,189)	(207,384)	(245,827)	(284,575)	(323,835)	(363,423)	(403,010)
	100%		(109,255)	(144,769)	(189,548)	(231,005)	(272,844)	(315,236)	(358,036)
	102%		(55,918)	(93,939)	(132,080)	(177,941)	(222,487)	(267,446)	(313,062)
104%		(2,743)	(43,318)	(83,966)	(124,755)	(172,561)	(220,224)	(268,383)	
106%		50,321	7,159	(36,042)	(79,346)	(122,793)	(173,407)	(224,245)	
108%		103,240	57,541	11,754	(34,090)	(80,056)	(126,195)	(180,479)	
110%		156,109	107,813	59,468	11,042	(37,463)	(86,105)	(134,961)	
112%		208,893	158,019	107,095	56,103	5,022	(46,160)	(97,504)	
114%		261,651	208,163	154,650	101,084	47,447	(6,305)	(60,180)	
116%		314,316	258,273	202,155	146,003	89,782	33,498	(22,938)	
118%		366,981	308,305	249,629	190,869	132,078	73,187	14,212	
120%		419,613	358,337	297,027	235,718	174,304	112,874	51,301	

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(231,005)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(109,255)	(144,769)	(189,548)	(231,005)	(272,844)	(315,236)	(358,036)
	10,000		(109,255)	(137,574)	(172,848)	(205,849)	(239,054)	(272,543)	(306,478)
	20,000		(109,255)	(130,379)	(156,185)	(180,764)	(205,441)	(230,258)	(255,256)
	30,000		(109,255)	(123,191)	(137,183)	(155,732)	(171,980)	(188,264)	(204,626)
	40,000		(109,255)	(116,022)	(122,793)	(129,597)	(136,400)	(143,204)	(154,413)
	50,000		(109,255)	(108,854)	(108,452)	(108,051)	(107,650)	(107,249)	(106,847)
	60,000		(109,255)	(101,685)	(94,115)	(86,545)	(78,975)	(71,413)	(63,863)
	70,000		(109,255)	(94,516)	(79,778)	(65,078)	(50,384)	(35,690)	(21,006)
	80,000		(109,255)	(87,348)	(65,483)	(43,645)	(21,810)	(41)	21,728
	90,000		(109,255)	(80,179)	(51,194)	(22,213)	6,679	35,570	64,371
	100,000		(109,255)	(73,032)	(36,905)	(846)	35,168	71,079	106,966

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Appraisal Ref: **San40** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **80**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	80 Units
AH Policy requirement (% Target)	15%
Open Market Sale (OMS) housing	85%
AH tenure split %	
Affordable Rent:	75.0%
Social Rent:	0.0%
First Homes:	25.0%
Other Intermediate (LCHO/Sub-Market etc.):	0.0%
	100.0%
	100.0%
	75.0% % Rented
	3.8% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) **20.64** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	13.6	12.4%	1.5	19%	15.1
3 bed House	40.0%	27.2	26.8%	3.2	38%	30.4
4 bed House	20.0%	13.6	20.0%	2.4	20%	16.0
5 bed House	5.0%	3.4	5.9%	0.7	5%	4.1
1 bed Flat	10.0%	6.8	22.5%	2.7	12%	9.5
2 bed Flat	5.0%	3.4	12.4%	1.5	6%	4.9
<b>Total number of units</b>	<b>100.0%</b>	<b>68.0</b>	<b>100.0%</b>	<b>12.0</b>	<b>100%</b>	<b>80.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,074	11,565	118	1,265	1,192	12,830
3 bed House	2,720	29,278	322	3,462	3,042	32,740
4 bed House	1,741	18,738	307	3,307	2,048	22,044
5 bed House	544	5,856	113	1,219	657	7,075
1 bed Flat	400	4,306	159	1,710	559	6,015
2 bed Flat	280	3,014	123	1,319	403	4,333
	<b>6,759</b>	<b>72,755</b>	<b>1,141</b>	<b>12,282</b>	<b>7,900</b>	<b>85,037</b>

AH % by floor area: **14.44% AH % by floor area (difference due to mix)**

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	2,866,720
3 bed House	240,000	2,400	223	7,299,840
4 bed House	300,000	2,344	218	4,800,000
5 bed House	355,000	2,219	206	1,458,340
1 bed Flat	135,000	2,700	251	1,282,500
2 bed Flat	150,000	2,143	199	733,200
				<b>18,440,600</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	13.6	@	190,000	2,584,000
3 bed House	27.2	@	240,000	6,528,000
4 bed House	13.6	@	300,000	4,080,000
5 bed House	3.4	@	355,000	1,207,000
1 bed Flat	6.8	@	135,000	918,000
2 bed Flat	3.4	@	150,000	510,000
	68.0			15,827,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	1.1	@	114,000	127,224
3 bed House	2.4	@	144,000	347,328
4 bed House	1.8	@	180,000	324,000
5 bed House	0.5	@	213,000	113,103
1 bed Flat	2.0	@	81,000	164,025
2 bed Flat	1.1	@	90,000	100,440
	9.0			1,176,120
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.4	@	133,000	49,476
3 bed House	0.8	@	168,000	135,072
4 bed House	0.6	@	210,000	126,000
5 bed House	0.2	@	248,500	43,985
1 bed Flat	0.7	@	94,500	63,788
2 bed Flat	0.4	@	105,000	39,060
	3.0			457,380
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	12.0		-
<b>Sub-total GDV Residential</b>	<b>80</b>			<b>17,460,500</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>980,100</b>
		<b>124 £ psm (total GIA sqm)</b>	<b>12,251 £ per unit (total units)</b>	
<b>Grant</b>	12	AH units @	0 per unit	-
<b>Total GDV</b>				<b>17,460,500</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(26,999)
Planning Application Professional Fees, Surveys and reports					(80,000)
CIL					(139,510)
		6,759 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.80% % of GDV	1,744 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	9,633 per unit		(770,640)
	Sub-total				(770,640)
<b>S106 analysis:</b>		385,320 £ per ha	4.41% % of GDV	9,633 £ per unit (total units)	
<b>Comm. Sum analysis:</b>			7,900 sqm (total)	0 £ psm	
<b>Comm. Sum analysis:</b>			0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					-
		2.00 ha @		0 £ per ha (if brownfield)	
<b>Site Infrastructure costs -</b>					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	0 per unit		-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm		-
2 bed House		1,192 sqm @	1,211 psm		(1,443,454)
3 bed House		3,042 sqm @	1,211 psm		(3,683,378)
4 bed House		2,048 sqm @	1,211 psm		(2,480,128)
5 bed House		657 sqm @	1,211 psm		(795,966)
1 bed Flat		559 sqm @	1,410 psm		(787,941)
2 bed Flat		403 sqm @	1,410 psm		(567,583)
Garages for 3 bed House	(OMS only)	27 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	14 units @	75% @	11,754 £ per garage	(119,891)
Garages for 5 bed House	(OMS only)	3 units @	120% @	11,754 £ per garage	(47,956)
<b>External works</b>					(1,488,945)
<b>Ext. Works analysis:</b>			15.0%	18,612 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					(80,240)
		80 units @		1,003 £ per unit	
M4(2) Category 2 Housing	Aff units	12 units @	100% @	521 £ per unit	(6,252)
M4(2) Category 2 Housing	OMS units	68 units @	100% @	521 £ per unit	(35,428)
M4(3) Category 3 Housing	Aff units	12 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	68 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS					(355,920)
		80 units @		4,449 £ per unit	
Renewable Energy					-
		80 units @		0 £ per unit	
EV Charging Points - Houses					-
		66 units @		0 £ per unit	
EV Charging Points - Flats					-
		14 units @	4 flats per charger	0 £ per 4 units	
Water Efficiency					-
		80 units @		0 £ per unit	
<b>Sub-total</b>					(477,840)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)	
<b>Contingency (on construction)</b>					(594,654)
		11,893,081 @		5.0%	

## 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

**Scheme Typology:** Medium Value Greenfield      No Units: **80**  
**Site Typology:** Location / Value Zone: Medium      Greenfield/Brownfield: Greenfield  
**Notes:**

<b>Professional Fees</b>	11,893,081 @				(773,050)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	15,827,000 OMS @		3.00%	5,935 £ per unit	(474,810)
Residential Sales Agent Costs	15,827,000 OMS @		1.00%	1,978 £ per unit	(158,270)
Residential Sales Legal Costs	15,827,000 OMS @		0.25%	495 £ per unit	(39,568)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<i>Disposal Cost analysis:</i>				8,533 £ per unit (exc. EPC)	
<b>Interest (on Development Costs) -</b>		7.00% APR		0.565% pcm	(111,867)
<b>Developers Profit -</b>					
Profit on OMS	15,827,000		18.00%		(2,848,860)
Margin on AH	1,633,500		6.00%	on AH values	(98,010)
<i>Profit analysis:</i>				16.88% blended GDV	(2,946,870)
	17,460,500		19.42% on costs	(2,946,870)	
	15,172,449				
<b>TOTAL COSTS</b>					<b>(18,119,319)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(658,819)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		1.0%		-
Acquisition Legal fees	- @		0.5%		-
Interest on Land	- @		7.00%		-
Residual Land Value					<b>(658,819)</b>
<i>RLV analysis:</i>				(8,235) £ per plot	
	(329,409) £ per ha (net)		(133,310) £ per acre (net)		
	(263,528) £ per ha (gross)		(106,648) £ per acre (gross)		
			-3.77% % RLV / GDV		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		40.0	dph (net)		
Site Area (net)		2.00	ha (net)	4.94	acres (net)
Net to Gross ratio		80%			
Site Area (gross)		2.50	ha (gross)	6.18	acres (gross)
<i>Density analysis:</i>				3,950 sqm/ha (net)	17,207 sqft/ac (net)
		32	dph (gross)		
Benchmark Land Value (net)	9,266 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)
<i>BLV analysis:</i>				120,000	£ per acre (gross)
		296,520	£ per ha (gross)		
					<b>741,300</b>

<b>BALANCE</b>					
Surplus/(Deficit)		(700,059) £ per ha (net)		(283,310) £ per acre (net)	<b>(1,400,119)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(283,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(137,508)	(176,383)	(214,945)	(253,777)	(293,019)	(332,789)	(372,648)
	10.00		(154,529)	(192,134)	(229,947)	(268,064)	(306,607)	(345,600)	(384,605)
	20.00		(171,073)	(207,926)	(245,001)	(282,391)	(320,259)	(358,410)	(396,561)
	30.00		(187,654)	(223,744)	(260,075)	(296,751)	(333,924)	(371,221)	(408,518)
	40.00		(204,236)	(239,594)	(275,202)	(311,185)	(347,589)	(384,032)	(420,475)
	50.00		(220,887)	(255,485)	(290,370)	(325,665)	(361,254)	(396,843)	(432,431)
	60.00		(237,539)	(271,415)	(305,575)	(340,184)	(374,919)	(409,653)	(444,452)
	70.00		(254,259)	(287,383)	(320,859)	(354,703)	(388,584)	(422,464)	(456,476)
	80.00		(270,990)	(303,418)	(336,195)	(369,222)	(402,248)	(435,275)	(468,501)
	90.00		(287,798)	(319,493)	(351,568)	(383,741)	(415,913)	(448,100)	(480,525)
	100.00		(304,639)	(335,628)	(366,941)	(398,259)	(429,578)	(460,983)	(492,549)
	110.00		(321,533)	(351,849)	(382,314)	(412,778)	(443,243)	(473,866)	(504,574)
	120.00		(338,508)	(368,076)	(397,687)	(427,297)	(456,908)	(486,749)	(516,598)
	130.00		(355,547)	(384,303)	(413,060)	(441,816)	(470,643)	(499,633)	(528,622)
	140.00		(372,628)	(400,530)	(428,433)	(456,335)	(484,385)	(512,516)	(540,647)
	150.00		(389,709)	(416,757)	(443,805)	(470,855)	(498,127)	(525,399)	(552,671)
	160.00		(406,790)	(432,984)	(459,178)	(485,456)	(511,869)	(538,282)	(564,695)
	170.00		(423,871)	(449,211)	(474,551)	(500,057)	(525,611)	(551,165)	(576,720)
	180.00		(440,952)	(465,438)	(489,963)	(514,658)	(539,353)	(564,049)	(588,744)
	190.00		(458,033)	(481,665)	(505,422)	(529,259)	(553,095)	(576,932)	(600,768)
200.00		(475,114)	(497,905)	(520,882)	(543,860)	(566,837)	(589,815)	(612,793)	
210.00		(492,195)	(514,223)	(536,342)	(558,461)	(580,580)	(602,698)	(624,817)	
220.00		(509,282)	(530,542)	(551,802)	(573,062)	(594,322)	(615,581)	(636,841)	
230.00		(526,460)	(546,861)	(567,262)	(587,663)	(608,064)	(628,465)	(648,866)	
240.00		(543,637)	(563,180)	(582,722)	(602,264)	(621,806)	(641,348)	(660,890)	
250.00		(560,815)	(579,498)	(598,181)	(616,865)	(635,548)	(654,231)	(672,914)	

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(283,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(29,046)	(60,466)	(91,956)	(123,526)	(158,490)	(195,323)	(232,423)
	1,000		(43,314)	(74,743)	(106,273)	(137,897)	(175,171)	(212,093)	(249,333)
	2,000		(57,583)	(89,060)	(120,611)	(155,092)	(191,888)	(228,921)	(266,322)
	3,000		(71,852)	(103,378)	(134,982)	(171,772)	(208,640)	(245,803)	(283,382)
	4,000		(86,165)	(117,697)	(151,708)	(188,453)	(225,442)	(262,733)	(300,528)
	5,000		(100,483)	(132,068)	(168,373)	(205,205)	(242,272)	(279,729)	(317,712)
	6,000		(114,800)	(146,439)	(185,054)	(221,963)	(259,182)	(296,815)	(334,897)
	7,000		(129,153)	(164,975)	(201,769)	(238,791)	(276,140)	(313,984)	(352,081)
	8,000		(143,524)	(181,655)	(218,521)	(255,652)	(293,160)	(331,169)	(369,265)
	9,000		(161,584)	(198,335)	(235,312)	(272,561)	(310,256)	(348,353)	(386,449)
	10,000		(178,256)	(215,086)	(252,141)	(289,548)	(327,441)	(365,537)	(403,633)
	11,000		(194,936)	(231,838)	(269,031)	(306,593)	(344,625)	(382,721)	(420,817)
	12,000		(211,651)	(248,662)	(285,959)	(323,712)	(361,809)	(399,905)	(438,029)
	13,000		(228,403)	(265,501)	(302,955)	(340,897)	(378,993)	(417,008)	(455,310)
	14,000		(245,182)	(282,410)	(320,026)	(358,081)	(396,177)	(434,273)	(472,592)

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(283,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(69,250)	(105,973)	(142,890)	(187,234)	(230,709)	(274,457)	(318,205)
	17.5%		(153,296)	(191,042)	(229,010)	(267,297)	(306,063)	(345,101)	(384,140)
	20.0%		(247,489)	(280,525)	(313,783)	(347,361)	(381,417)	(415,746)	(450,074)
	22.5%		(341,681)	(370,008)	(398,557)	(427,425)	(456,771)	(486,390)	(516,009)
	25.0%		(435,874)	(459,491)	(483,330)	(507,489)	(532,125)	(557,035)	(581,944)
	27.5%		(530,067)	(548,974)	(568,103)	(587,552)	(607,480)	(627,679)	(647,879)

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(283,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(122,135)	(158,938)	(195,965)	(233,310)	(271,134)	(309,230)	(347,327)
	150,000		(172,135)	(208,938)	(245,965)	(283,310)	(321,134)	(359,230)	(397,327)
	200,000		(222,135)	(258,938)	(295,965)	(333,310)	(371,134)	(409,230)	(447,327)
	250,000		(272,135)	(308,938)	(345,965)	(383,310)	(421,134)	(459,230)	(497,327)
	300,000		(322,135)	(358,938)	(395,965)	(433,310)	(471,134)	(509,230)	(547,327)
	350,000		(372,135)	(408,938)	(445,965)	(483,310)	(521,134)	(559,230)	(597,327)
	400,000		(422,135)	(458,938)	(495,965)	(533,310)	(571,134)	(609,230)	(647,327)
	450,000		(472,135)	(508,938)	(545,965)	(583,310)	(621,134)	(659,230)	(697,327)
	500,000		(522,135)	(558,938)	(595,965)	(633,310)	(671,134)	(709,230)	(747,327)
	550,000		(572,135)	(608,938)	(645,965)	(683,310)	(721,134)	(759,230)	(797,327)
	600,000		(622,135)	(658,938)	(695,965)	(733,310)	(771,134)	(809,230)	(847,327)
	650,000		(672,135)	(708,938)	(745,965)	(783,310)	(821,134)	(859,230)	(897,327)
	700,000		(722,135)	(758,938)	(795,965)	(833,310)	(871,134)	(909,230)	(947,327)
	750,000		(772,135)	(808,938)	(845,965)	(883,310)	(921,134)	(959,230)	(997,327)
	800,000		(822,135)	(858,938)	(895,965)	(933,310)	(971,134)	(1,009,230)	(1,047,327)
	850,000		(872,135)	(908,938)	(945,965)	(983,310)	(1,021,134)	(1,059,230)	(1,097,327)

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(283,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		502,505	470,755	439,005	407,255	375,505	343,755	312,005
	75%		391,782	360,121	328,461	296,800	265,140	233,480	201,800
	80%		280,865	249,280	217,695	186,111	154,526	122,901	91,262
	85%		169,667	138,144	106,621	75,075	43,483	11,892	(19,774)
	90%		58,100	26,616	(4,941)	(36,504)	(68,158)	(99,872)	(131,692)
	95%		(54,018)	(85,577)	(117,226)	(151,285)	(188,164)	(225,305)	(262,792)
	100%		(172,135)	(208,938)	(245,965)	(283,310)	(321,134)	(359,230)	(397,327)
	105%		(304,667)	(342,291)	(380,246)	(418,201)	(456,156)	(494,385)	(532,625)
	110%		(439,923)	(477,737)	(515,733)	(553,832)	(591,930)	(630,028)	(668,126)
	115%		(575,891)	(613,847)	(651,803)	(689,759)	(727,715)	(765,671)	(803,627)
	120%		(712,245)	(750,059)	(787,872)	(825,686)	(863,500)	(901,314)	(939,127)
	125%		(848,599)	(886,270)	(923,942)	(961,613)	(999,285)	(1,036,957)	(1,074,628)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(283,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(95,434)	(126,988)	(162,464)	(199,259)	(236,289)	(273,677)	(311,591)
	1,000		(111,479)	(143,095)	(181,162)	(218,040)	(255,216)	(292,803)	(330,862)
	2,000		(127,546)	(163,101)	(199,882)	(236,891)	(274,215)	(312,036)	(350,132)
	3,000		(143,653)	(181,800)	(218,663)	(255,790)	(293,298)	(331,307)	(369,403)
	4,000		(163,739)	(200,505)	(237,493)	(274,753)	(312,481)	(350,578)	(388,674)
	5,000		(182,437)	(219,286)	(256,363)	(293,812)	(331,752)	(369,848)	(407,945)
	6,000		(201,136)	(238,095)	(275,325)	(312,956)	(351,023)	(389,119)	(427,216)
	7,000		(219,910)	(256,963)	(294,350)	(332,197)	(370,294)	(408,390)	(446,562)
	8,000		(238,697)	(275,898)	(313,451)	(351,468)	(389,565)	(427,661)	(465,942)
	9,000		(257,565)	(294,888)	(332,643)	(370,739)	(408,835)	(446,939)	(485,322)
	10,000		(276,472)	(313,947)	(351,913)	(390,010)	(428,106)	(466,319)	(504,701)
	11,000		(295,433)	(333,108)	(371,184)	(409,281)	(447,377)	(485,699)	(524,081)
	12,000		(314,485)	(352,359)	(390,455)	(428,551)	(466,696)	(505,078)	(543,461)
	13,000		(333,604)	(371,630)	(409,726)	(447,822)	(486,076)	(524,458)	(562,841)
	14,000		(352,804)	(390,900)	(428,997)	(467,093)	(505,455)	(543,838)	(582,220)
	15,000		(372,075)	(410,171)	(448,267)	(486,453)	(524,835)	(563,218)	(601,600)
	16,000		(391,346)	(429,442)	(467,538)	(505,832)	(544,215)	(582,597)	(620,980)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(283,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(793,179)	(800,244)	(807,309)	(814,374)	(821,439)	(828,504)	(835,569)
	82%		(730,544)	(740,741)	(750,938)	(761,134)	(771,331)	(781,528)	(791,725)
	84%		(667,909)	(681,238)	(694,566)	(707,895)	(721,223)	(734,552)	(747,880)
	86%		(605,274)	(621,734)	(638,195)	(654,655)	(671,115)	(687,575)	(704,036)
	88%		(542,639)	(562,231)	(581,823)	(601,415)	(621,007)	(640,599)	(660,191)
	90%		(480,004)	(502,728)	(525,452)	(548,176)	(570,899)	(593,623)	(616,347)
	92%		(417,720)	(443,368)	(469,080)	(494,936)	(520,791)	(546,647)	(572,502)
	94%		(355,478)	(384,237)	(412,997)	(441,757)	(470,683)	(499,671)	(528,658)
	96%		(293,610)	(325,131)	(356,979)	(388,851)	(420,723)	(452,694)	(484,613)
	98%		(232,590)	(266,697)	(301,096)	(335,944)	(370,928)	(405,912)	(440,969)
	100%		(172,135)	(208,938)	(245,965)	(283,310)	(321,134)	(359,230)	(397,327)
	102%		(115,055)	(151,630)	(191,365)	(231,352)	(271,674)	(312,548)	(353,757)
	104%		(63,336)	(100,000)	(136,775)	(179,868)	(222,827)	(266,190)	(310,186)
	106%		(11,778)	(50,913)	(90,121)	(129,461)	(174,403)	(220,390)	(266,859)
	108%		39,637	(1,969)	(43,648)	(85,418)	(127,343)	(174,970)	(224,041)
110%		90,937	46,875	2,698	(41,541)	(85,892)	(130,421)	(181,569)	
112%		142,193	95,582	48,961	2,223	(44,592)	(91,542)	(138,694)	
114%		193,329	144,257	95,101	45,916	(3,393)	(52,801)	(102,368)	
116%		244,464	192,836	141,207	89,493	37,739	(14,150)	(66,168)	
118%		295,496	241,415	187,229	133,044	78,758	24,411	(30,062)	
120%		346,517	289,885	233,251	176,509	119,767	62,896	5,941	

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(283,310)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(172,135)	(208,938)	(245,965)	(283,310)	(321,134)	(359,230)	(397,327)
	10,000		(172,135)	(200,553)	(229,121)	(257,881)	(286,879)	(316,265)	(345,768)
	20,000		(172,135)	(192,193)	(212,337)	(232,568)	(252,924)	(273,443)	(294,210)
	30,000		(172,135)	(183,843)	(195,567)	(207,351)	(219,172)	(231,045)	(243,010)
	40,000		(172,135)	(175,493)	(178,851)	(182,210)	(185,595)	(188,993)	(192,392)
	50,000		(172,135)	(167,143)	(162,151)	(157,159)	(152,167)	(145,432)	(141,114)
	60,000		(172,135)	(158,792)	(143,966)	(132,454)	(120,941)	(109,428)	(97,927)
	70,000		(172,135)	(150,473)	(129,577)	(110,869)	(92,215)	(73,565)	(54,945)
	80,000		(172,135)	(141,089)	(115,187)	(89,359)	(63,551)	(37,814)	(12,096)
	90,000		(172,135)	(133,895)	(100,841)	(67,853)	(34,973)	(2,139)	30,638
	100,000		(172,135)	(126,700)	(86,504)	(46,420)	(6,427)	33,472	73,266

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Appraisal Ref: **San41** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **150**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	150 Units
AH Policy requirement (% Target)	15%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 85%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented 3.8% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	25.5	12.4%	2.8	19%	28.3
3 bed House	40.0%	51.0	26.8%	6.0	38%	57.0
4 bed House	20.0%	25.5	20.0%	4.5	20%	30.0
5 bed House	5.0%	6.4	5.9%	1.3	5%	7.7
1 bed Flat	10.0%	12.8	22.5%	5.1	12%	17.8
2 bed Flat	5.0%	6.4	12.4%	2.8	6%	9.2
<b>Total number of units</b>	<b>100.0%</b>	<b>127.5</b>	<b>100.0%</b>	<b>22.5</b>	<b>100%</b>	<b>150.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	2,015	21,684	220	2,372	2,235	24,056
3 bed House	5,100	54,896	603	6,491	5,703	61,387
4 bed House	3,264	35,133	576	6,200	3,840	41,333
5 bed House	1,020	10,979	212	2,286	1,232	13,265
1 bed Flat	750	8,073	298	3,205	1,048	11,278
2 bed Flat	525	5,651	230	2,473	755	8,124
	<b>12,674</b>	<b>136,416</b>	<b>2,139</b>	<b>23,028</b>	<b>14,813</b>	<b>159,444</b>

AH % by floor area: 14.44% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	5,375,100
3 bed House	240,000	2,400	223	13,687,200
4 bed House	300,000	2,344	218	9,000,000
5 bed House	355,000	2,219	206	2,734,388
1 bed Flat	135,000	2,700	251	2,404,688
2 bed Flat	150,000	2,143	199	1,374,750
				<b>34,576,125</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology:

Medium Value Greenfield

No Units: 150

Site Typology:

Location / Value Zone:

Medium

Greenfield/Brownfield:

Greenfield

Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	25.5	@	190,000	4,845,000
3 bed House	51.0	@	240,000	12,240,000
4 bed House	25.5	@	300,000	7,650,000
5 bed House	6.4	@	355,000	2,263,125
1 bed Flat	12.8	@	135,000	1,721,250
2 bed Flat	6.4	@	150,000	956,250
	127.5			29,675,625
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	2.1	@	114,000	238,545
3 bed House	4.5	@	144,000	651,240
4 bed House	3.4	@	180,000	607,500
5 bed House	1.0	@	213,000	212,068
1 bed Flat	3.8	@	81,000	307,547
2 bed Flat	2.1	@	90,000	188,325
	16.9			2,205,225
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	0.7	@	133,000	92,768
3 bed House	1.5	@	168,000	253,260
4 bed House	1.1	@	210,000	236,250
5 bed House	0.3	@	248,500	82,471
1 bed Flat	1.3	@	94,500	119,602
2 bed Flat	0.7	@	105,000	73,238
	5.6			857,588
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	22.5		-
<b>Sub-total GDV Residential</b>				
	150			32,738,438
<b>AH on-site cost analysis:</b>				
	124	£ psm (total GIA sqm)	£MV (no AH) less £GDV (inc. AH)	1,837,688
			12,251	£ per unit (total units)
<b>Grant</b>				
	23	AH units @	0	per unit
<b>Total GDV</b>				
				32,738,438

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(36,659)
Planning Application Professional Fees, Surveys and reports					(110,000)
CIL					(261,581)
		12,674 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.80% % of GDV	1,744 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		150 units @	9,633 per unit		(1,444,950)
<b>Sub-total</b>				(1,444,950)	
<b>S106 analysis:</b>		385,320 £ per ha	4.41% % of GDV	9,633 £ per unit (total units)	
<b>AH Commuted Sum</b>					
14,813 sqm (total)					0 £ psm
<b>Comm. Sum analysis:</b>			0.00% % of GDV		
<b>Construction Costs -</b>					
<b>Site Clearance, Demolition &amp; Remediation</b>					
3.75 ha @					0 £ per ha (if brownfield)
<b>Site Infrastructure costs -</b>					
Year 1			0		-
Year 2			0		-
Year 3			0		-
Year 4			0		-
Year 5			0		-
Year 6			0		-
Year 7			0		-
Year 8			0		-
Year 9			0		-
Year 10			0		-
Year 11			0		-
Year 12			0		-
Year 13			0		-
Year 14			0		-
Year 15			0		-
Years 1-15		150 units @	0 per unit		-
<b>Sub-total</b>					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
<b>1 bed House</b>					
-					1,211 psm
					(2,706,476)
<b>2 bed House</b>					
2,235 sqm @					1,211 psm
					(6,906,333)
<b>3 bed House</b>					
5,703 sqm @					1,211 psm
					(4,650,240)
<b>4 bed House</b>					
3,840 sqm @					1,211 psm
					(1,492,436)
<b>5 bed House</b>					
1,232 sqm @					1,211 psm
					(1,477,390)
<b>1 bed Flat</b>					
1,048 sqm @					1,410 psm
					(1,064,218)
<b>2 bed Flat</b>					
14,813					755 sqm @
					1,410 psm
					(89,918)
<b>Garages for 3 bed House (OMS only)</b>					
51 units @					0% @
					11,754 £ per garage
<b>Garages for 4 bed House (OMS only)</b>					
26 units @					75% @
					11,754 £ per garage
<b>Garages for 5 bed House (OMS only)</b>					
6 units @					120% @
					11,754 £ per garage
					(89,918)
<b>External works</b>					
18,611,807 @					15.0%
					18,612 £ per unit (total units)
<b>Policy Costs on design -</b>					
<b>Net Biodiversity costs</b>					
150 units @					1,003 £ per unit
					(150,450)
<b>M4(2) Category 2 Housing Aff units</b>					
23 units @					100% @
					521 £ per unit
					(11,723)
<b>M4(2) Category 2 Housing OMS units</b>					
128 units @					100% @
					521 £ per unit
					(66,428)
<b>M4(3) Category 3 Housing Aff units</b>					
23 units @					0% @
					10,111 £ per unit
					-
<b>M4(3) Category 3 Housing OMS units</b>					
128 units @					0% @
					10,111 £ per unit
					-
<b>Part L 2025/FHS</b>					
150 units @					4,449 £ per unit
					(667,350)
<b>Renewable Energy</b>					
150 units @					0 £ per unit
					-
<b>EV Charging Points - Houses</b>					
123 units @					0 £ per unit
					-
<b>EV Charging Points - Flats</b>					
27 units @					4 flats per charger
					0 £ per 4 units
					-
<b>Water Efficiency</b>					
150 units @					0 £ per unit
					-
<b>Sub-total</b>					(895,950)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)	
<b>Contingency (on construction)</b>					
22,299,528 @					5.0%
					(1,114,976)

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	22,299,528 @		<b>6.5%</b>		(1,449,469)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	29,675,625 OMS @		<b>3.00%</b>	5,935 £ per unit	(890,269)
Residential Sales Agent Costs	29,675,625 OMS @		<b>1.00%</b>	1,978 £ per unit	(296,756)
Residential Sales Legal Costs	29,675,625 OMS @		<b>0.25%</b>	495 £ per unit	(74,189)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,475 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(140,012)
<b>Developers Profit -</b>					
Profit on OMS	29,675,625		<b>18.00%</b>		(5,341,613)
Margin on AH	3,062,813		<b>6.00%</b> on AH values		(183,769)
<b>Profit analysis:</b>	<b>32,738,438</b>		<b>16.88% blended GDV</b>	<b>(5,525,381)</b>	
	<b>28,228,390</b>		<b>19.57% on costs</b>	<b>(5,525,381)</b>	
<b>TOTAL COSTS</b>					<b>(33,753,771)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,015,334)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(1,015,334)</b>
<b>RLV analysis:</b>	<b>(6,769) £ per plot</b>	<b>(270,756) £ per ha (net)</b>	<b>(109,573) £ per acre (net)</b>		
		<b>(216,605) £ per ha (gross)</b>	<b>(87,659) £ per acre (gross)</b>		
			<b>-3.10% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		3.75 ha (net)		9.27 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		4.69 ha (gross)		11.58 acres (gross)	
<b>Density analysis:</b>		<b>3,950 sqm/ha (net)</b>		<b>17,207 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>1,389,938</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(641,406) £ per ha (net)</b>	<b>(259,573) £ per acre (net)</b>		<b>(2,405,271)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(259,573)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(119,277)	(153,915)	(192,160)	(230,560)	(269,190)	(308,165)	(347,740)	(386,315)
	10.00	(133,432)	(169,501)	(206,967)	(244,602)	(282,483)	(320,758)	(359,671)	(398,584)
	20.00	(147,586)	(185,087)	(221,791)	(258,673)	(295,817)	(333,386)	(371,660)	(409,934)
	30.00	(164,924)	(200,713)	(236,642)	(272,762)	(309,180)	(346,056)	(383,714)	(421,602)
	40.00	(181,330)	(216,343)	(251,505)	(286,880)	(322,572)	(358,775)	(395,839)	(433,270)
	50.00	(197,750)	(231,998)	(266,403)	(301,034)	(336,008)	(371,550)	(408,058)	(444,922)
	60.00	(214,203)	(247,674)	(281,318)	(315,213)	(349,493)	(384,389)	(420,370)	(456,572)
	70.00	(230,655)	(263,373)	(296,266)	(329,433)	(363,026)	(397,299)	(432,712)	(468,222)
	80.00	(247,155)	(279,099)	(311,251)	(343,701)	(376,614)	(410,287)	(445,055)	(480,875)
	90.00	(263,657)	(294,856)	(326,265)	(358,012)	(390,265)	(423,378)	(457,397)	(492,527)
	100.00	(280,207)	(310,634)	(341,322)	(372,375)	(403,987)	(436,572)	(469,740)	(504,177)
	110.00	(296,768)	(326,469)	(356,431)	(386,798)	(417,798)	(449,796)	(482,082)	(515,827)
	120.00	(313,377)	(342,336)	(371,589)	(401,289)	(431,705)	(463,020)	(495,425)	(527,475)
	130.00	(330,019)	(358,245)	(386,805)	(415,857)	(445,721)	(476,244)	(507,677)	(539,123)
	140.00	(346,696)	(374,206)	(402,085)	(430,512)	(459,827)	(489,468)	(519,165)	(550,770)
	150.00	(363,426)	(390,226)	(417,441)	(445,280)	(473,933)	(502,692)	(531,577)	(562,417)
	160.00	(380,213)	(406,316)	(432,879)	(460,160)	(488,038)	(515,916)	(543,989)	(574,064)
	170.00	(397,058)	(422,484)	(448,429)	(475,148)	(502,144)	(529,154)	(556,401)	(585,711)
	180.00	(413,971)	(438,740)	(464,087)	(490,135)	(516,250)	(542,453)	(568,814)	(597,258)
	190.00	(430,959)	(455,092)	(479,889)	(505,122)	(530,355)	(555,751)	(581,226)	(608,805)
200.00	(448,034)	(471,559)	(495,758)	(520,110)	(544,462)	(569,050)	(593,654)	(620,352)	
210.00	(465,226)	(488,167)	(511,627)	(535,097)	(558,648)	(583,349)	(606,136)	(631,899)	
220.00	(482,530)	(504,907)	(527,496)	(550,084)	(572,833)	(597,648)	(618,619)	(643,446)	
230.00	(499,981)	(521,658)	(543,365)	(565,090)	(587,019)	(608,947)	(631,101)	(654,993)	
240.00	(517,583)	(538,408)	(559,234)	(580,162)	(601,204)	(622,299)	(643,584)	(666,540)	
250.00	(535,215)	(555,159)	(575,102)	(595,235)	(615,389)	(635,673)	(656,066)	(677,087)	

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(259,573)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(11,639)	(42,976)	(74,363)	(105,799)	(137,311)	(173,192)	(209,900)	(246,608)
	1,000	(25,813)	(57,159)	(88,569)	(120,039)	(153,146)	(189,744)	(226,539)	(263,534)
	2,000	(39,988)	(71,365)	(102,785)	(134,279)	(169,658)	(206,333)	(243,205)	(280,299)
	3,000	(54,162)	(85,571)	(117,025)	(148,555)	(186,210)	(222,934)	(259,914)	(297,058)
	4,000	(68,366)	(99,777)	(131,266)	(166,145)	(202,766)	(239,588)	(276,679)	(313,930)
	5,000	(82,572)	(114,012)	(145,522)	(182,675)	(219,367)	(256,267)	(293,497)	(330,967)
	6,000	(96,778)	(128,252)	(162,638)	(199,227)	(235,983)	(272,984)	(310,377)	(347,069)
	7,000	(110,998)	(142,492)	(179,144)	(215,800)	(252,636)	(289,752)	(327,328)	(364,179)
	8,000	(125,238)	(159,131)	(195,693)	(232,401)	(269,328)	(306,578)	(344,371)	(381,618)
	9,000	(139,478)	(175,637)	(212,244)	(249,032)	(286,056)	(323,465)	(361,516)	(399,167)
	10,000	(155,625)	(192,158)	(228,834)	(265,685)	(302,829)	(340,422)	(378,779)	(416,920)
	11,000	(172,130)	(208,710)	(245,435)	(282,390)	(319,660)	(357,469)	(396,186)	(434,633)
	12,000	(188,636)	(225,267)	(262,080)	(299,129)	(336,554)	(374,614)	(413,777)	(451,828)
	13,000	(205,176)	(241,868)	(278,742)	(315,911)	(353,517)	(391,869)	(431,515)	(469,620)
14,000	(221,727)	(258,476)	(295,451)	(332,746)	(370,568)	(409,270)	(449,254)	(488,042)	

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(259,573)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(50,721)	(87,197)	(123,793)	(163,497)	(206,245)	(249,422)	(293,307)	(336,992)
	17.5%	(132,197)	(168,188)	(205,787)	(243,561)	(281,600)	(320,067)	(359,242)	(398,117)
	20.0%	(224,921)	(257,671)	(290,560)	(323,624)	(356,954)	(390,711)	(425,177)	(459,352)
	22.5%	(319,114)	(347,154)	(375,333)	(403,688)	(432,308)	(461,355)	(491,112)	(520,578)
	25.0%	(413,307)	(436,637)	(460,107)	(483,752)	(507,662)	(532,000)	(557,047)	(581,794)
	27.5%	(507,499)	(526,120)	(544,880)	(563,816)	(583,016)	(602,644)	(622,982)	(643,030)

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(259,573)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(98,493)	(136,085)	(172,741)	(209,573)	(246,670)	(284,195)	(322,429)	(360,872)
	150,000	(148,493)	(186,085)	(222,741)	(259,573)	(296,670)	(334,195)	(372,429)	(410,872)
	200,000	(198,493)	(236,085)	(272,741)	(309,573)	(346,670)	(384,195)	(422,429)	(460,872)
	250,000	(248,493)	(286,085)	(322,741)	(359,573)	(396,670)	(434,195)	(472,429)	(510,872)
	300,000	(298,493)	(336,085)	(372,741)	(409,573)	(446,670)	(484,195)	(522,429)	(560,872)
	350,000	(348,493)	(386,085)	(422,741)	(459,573)	(496,670)	(534,195)	(572,429)	(610,872)
	400,000	(398,493)	(436,085)	(472,741)	(509,573)	(546,670)	(584,195)	(622,429)	(660,872)
	450,000	(448,493)	(486,085)	(522,741)	(559,573)	(596,670)	(634,195)	(672,429)	(710,872)
	500,000	(498,493)	(536,085)	(572,741)	(609,573)	(646,670)	(684,195)	(722,429)	(760,872)
	550,000	(548,493)	(586,085)	(622,741)	(659,573)	(696,670)	(734,195)	(772,429)	(810,872)
	600,000	(598,493)	(636,085)	(672,741)	(709,573)	(746,670)	(784,195)	(822,429)	(860,872)
	650,000	(648,493)	(686,085)	(722,741)	(759,573)	(796,670)	(834,195)	(872,429)	(910,872)
	700,000	(698,493)	(736,085)	(772,741)	(809,573)	(846,670)	(884,195)	(922,429)	(960,872)
	750,000	(748,493)	(786,085)	(822,741)	(859,573)	(896,670)	(934,195)	(972,429)	(1,010,872)
	800,000	(798,493)	(836,085)	(872,741)	(909,573)	(946,670)	(984,195)	(1,022,429)	(1,060,872)
	850,000	(848,493)	(886,085)	(922,741)	(959,573)	(996,670)	(1,034,195)	(1,072,429)	(1,110,872)

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(259,573)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		517,508	485,724	453,939	422,154	390,369	358,584	326,798
	75%		407,076	375,389	343,702	312,015	280,328	248,640	216,941
	80%		296,515	264,917	233,318	201,720	170,121	138,497	106,862
	85%		185,768	154,249	122,730	91,197	59,632	28,067	(3,544)
	90%		74,776	43,324	11,820	(19,684)	(51,252)	(82,856)	(114,523)
	95%		(36,578)	(68,040)	(99,567)	(131,157)	(166,142)	(202,893)	(239,858)
	100%		(148,493)	(186,085)	(222,741)	(259,573)	(296,670)	(334,195)	(372,429)
	105%		(280,110)	(317,050)	(354,338)	(392,174)	(430,944)	(470,866)	(510,892)
	110%		(412,881)	(451,121)	(490,489)	(530,361)	(570,380)	(610,577)	(651,112)
	115%		(550,715)	(590,441)	(630,456)	(670,583)	(710,983)	(752,719)	(794,664)
	120%		(691,118)	(731,192)	(771,444)	(813,160)	(854,955)	(896,750)	(938,544)
	125%		(832,562)	(874,206)	(915,850)	(957,493)	(999,137)	(1,040,781)	(1,082,424)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(259,573)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(77,646)	(109,059)	(140,553)	(176,894)	(213,547)	(250,390)	(287,549)
	1,000		(93,547)	(125,001)	(158,858)	(195,424)	(232,143)	(269,106)	(306,439)
	2,000		(109,449)	(140,944)	(177,340)	(213,970)	(250,793)	(287,882)	(325,421)
	3,000		(125,392)	(159,304)	(195,861)	(232,565)	(269,485)	(306,729)	(344,514)
	4,000		(141,334)	(177,787)	(214,398)	(251,196)	(288,233)	(325,657)	(363,743)
	5,000		(159,751)	(196,298)	(232,987)	(269,864)	(307,046)	(344,692)	(383,134)
	6,000		(178,233)	(214,835)	(251,599)	(288,587)	(325,935)	(363,836)	(402,719)
	7,000		(196,735)	(233,410)	(270,257)	(307,375)	(344,910)	(383,116)	(422,539)
	8,000		(215,272)	(252,005)	(288,966)	(326,227)	(363,981)	(402,557)	(442,432)
	9,000		(233,832)	(270,660)	(307,726)	(345,154)	(383,174)	(422,199)	(462,326)
	10,000		(252,428)	(289,346)	(326,544)	(364,168)	(402,501)	(442,055)	(482,220)
	11,000		(271,063)	(308,076)	(345,432)	(383,292)	(421,999)	(461,949)	(502,113)
	12,000		(289,725)	(326,868)	(364,400)	(402,528)	(441,692)	(481,843)	(522,078)
	13,000		(308,448)	(345,725)	(383,457)	(421,908)	(461,572)	(501,736)	(542,084)
	14,000		(327,218)	(364,650)	(402,615)	(441,450)	(481,466)	(521,630)	(562,091)
	15,000		(346,042)	(383,654)	(421,899)	(461,196)	(501,360)	(541,607)	(582,097)
	16,000		(364,929)	(402,749)	(441,322)	(481,089)	(521,253)	(561,613)	(602,167)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(259,573)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(781,920)	(790,654)	(799,389)	(808,123)	(816,857)	(825,591)	(834,325)
	82%		(714,592)	(726,692)	(738,793)	(750,893)	(762,994)	(775,094)	(787,195)
	84%		(648,905)	(663,538)	(678,198)	(693,664)	(709,131)	(724,598)	(740,065)
	86%		(583,714)	(601,422)	(619,200)	(637,109)	(655,268)	(674,101)	(692,935)
	88%		(518,847)	(539,609)	(560,547)	(581,510)	(602,599)	(623,785)	(645,805)
	90%		(454,296)	(478,169)	(502,165)	(526,182)	(550,399)	(574,642)	(599,104)
	92%		(391,491)	(417,431)	(443,989)	(471,188)	(498,417)	(525,797)	(553,268)
	94%		(330,085)	(358,438)	(387,166)	(416,479)	(446,678)	(477,141)	(507,704)
	96%		(269,484)	(300,450)	(331,676)	(363,282)	(395,461)	(428,636)	(462,333)
	98%		(209,369)	(243,083)	(276,971)	(311,113)	(345,643)	(380,802)	(417,061)
	100%		(148,493)	(186,085)	(222,741)	(259,573)	(296,670)	(334,195)	(372,429)
	102%		(96,987)	(131,030)	(168,834)	(208,425)	(248,227)	(288,320)	(328,904)
104%		(45,621)	(82,137)	(118,720)	(157,558)	(200,120)	(242,912)	(286,047)	
106%		5,640	(33,369)	(72,426)	(111,564)	(152,255)	(197,808)	(243,630)	
108%		56,810	15,304	(26,246)	(67,856)	(109,562)	(152,927)	(201,491)	
110%		107,899	63,914	19,850	(24,251)	(68,426)	(112,713)	(159,574)	
112%		158,960	112,431	65,893	19,280	(27,383)	(74,136)	(121,017)	
114%		209,943	160,927	111,856	62,764	13,593	(35,644)	(84,986)	
116%		260,926	209,361	157,795	106,175	54,529	2,789	(49,032)	
118%		311,839	257,794	203,680	149,566	95,386	41,166	(13,136)	
120%		362,745	306,155	249,565	192,901	136,238	79,490	22,686	

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(259,573)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(148,493)	(186,085)	(222,741)	(259,573)	(296,670)	(334,195)	(372,429)
	10,000		(148,493)	(177,820)	(206,146)	(234,572)	(263,148)	(291,930)	(321,039)
	20,000		(148,493)	(169,555)	(189,570)	(209,634)	(229,778)	(250,015)	(270,385)
	30,000		(148,493)	(161,291)	(173,014)	(184,767)	(196,541)	(208,358)	(220,210)
	40,000		(148,493)	(153,026)	(156,484)	(159,943)	(163,402)	(166,875)	(170,361)
	50,000		(148,493)	(144,335)	(140,178)	(136,021)	(131,863)	(127,706)	(123,548)
	60,000		(148,493)	(137,204)	(125,917)	(114,629)	(103,341)	(92,054)	(80,785)
	70,000		(148,493)	(130,074)	(111,656)	(93,248)	(74,868)	(56,488)	(38,133)
	80,000		(148,493)	(122,944)	(97,402)	(71,909)	(46,428)	(20,991)	4,432
	90,000		(148,493)	(115,814)	(83,176)	(60,576)	(18,041)	14,458	46,923
	100,000		(148,493)	(108,683)	(68,951)	(29,286)	10,320	49,867	89,342

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Appraisal Ref: **San42** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **225**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		225 Units						
AH Policy requirement (% Target)		15%						
Open Market Sale (OMS) housing		85%						
AH tenure split %		75.0% Rented						
Open Market Sale (OMS)		85%						
Affordable Rent:		75.0%						
Social Rent:		0.0%						
First Homes:		25.0%						
Other Intermediate (LCHO/Sub-Market etc.):		0.0%						
		3.8% % of total (>10% First Homes PPG 023)						
		100% 100.0%						
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	38.3	12.4%	4.2	19%	42.4		
3 bed House	40.0%	76.5	26.8%	9.0	38%	85.5		
4 bed House	20.0%	38.3	20.0%	6.8	20%	45.0		
5 bed House	5.0%	9.6	5.9%	2.0	5%	11.6		
1 bed Flat	10.0%	19.1	22.5%	7.6	12%	26.7		
2 bed Flat	5.0%	9.6	12.4%	4.2	6%	13.7		
Total number of units	100.0%	191.3	100.0%	33.8	100%	225.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	3,022	32,526	331	3,559	3,352	36,085		
3 bed House	7,650	82,344	905	9,736	8,555	92,080		
4 bed House	4,896	52,700	864	9,300	5,760	62,000		
5 bed House	1,530	16,469	319	3,429	1,849	19,898		
1 bed Flat	1,125	12,109	447	4,808	1,572	16,918		
2 bed Flat	788	8,477	345	3,710	1,132	12,186		
	19,010	204,625	3,209	34,542	22,219	239,167		
<b>AH % by floor area:</b>		<b>14.44% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	150,000	2,419	225	0				
2 bed House	190,000	2,405	223	8,062,650				
3 bed House	240,000	2,400	223	20,530,800				
4 bed House	300,000	2,344	218	13,500,000				
5 bed House	355,000	2,219	206	4,101,581				
1 bed Flat	135,000	2,700	251	3,607,031				
2 bed Flat	150,000	2,143	199	2,062,125				
				51,864,188				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
					* capped @£250K			

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	38.3	@	190,000	7,267,500
3 bed House	76.5	@	240,000	18,360,000
4 bed House	38.3	@	300,000	11,475,000
5 bed House	9.6	@	355,000	3,394,688
1 bed Flat	19.1	@	135,000	2,581,875
2 bed Flat	9.6	@	150,000	1,434,375
	191.3			44,513,438
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	3.1	@	114,000	357,818
3 bed House	6.8	@	144,000	976,860
4 bed House	5.1	@	180,000	911,250
5 bed House	1.5	@	213,000	318,102
1 bed Flat	5.7	@	81,000	461,320
2 bed Flat	3.1	@	90,000	282,488
	25.3			3,307,838
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	1.0	@	133,000	139,151
3 bed House	2.3	@	168,000	379,890
4 bed House	1.7	@	210,000	354,375
5 bed House	0.5	@	248,500	123,706
1 bed Flat	1.9	@	94,500	179,402
2 bed Flat	1.0	@	105,000	109,856
	8.4			1,286,381
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	33.8		-
<b>Sub-total GDV Residential</b>				<b>225</b>
<b>AH on-site cost analysis:</b>				
			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>2,756,531</b>
			124 £ psm (total GIA sqm)	12,251 £ per unit (total units)
<b>Grant</b>				
		34	AH units @	0 per unit
<b>Total GDV</b>				<b>49,107,656</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential) (47,009)					
Planning Application Professional Fees, Surveys and reports (140,000)					
CIL 19,010 sqm (Market only) 20.64 £ psm (392,372)					
CIL analysis: 0.80% % of GDV 1,744 £ per unit (total units)					
Site Specific S106 Contributions					
Year 1				0	-
Year 2				0	-
Year 3				0	-
Year 4				0	-
Year 5				0	-
Year 6				0	-
Year 7				0	-
Year 8				0	-
Year 9				0	-
Year 10				0	-
Year 11				0	-
Year 12				0	-
Year 13				0	-
Year 14				0	-
Year 15				0	-
Years 1-15		225 units @		9,633 per unit	(2,167,425)
Sub-total					(2,167,425)
S106 analysis: 385,320 £ per ha 4.41% % of GDV 9,633 £ per unit (total units)					
AH Commuted Sum 22,219 sqm (total) 0 £ psm					
Comm. Sum analysis: 0.00% % of GDV					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation 5.63 ha @ 0 £ per ha (if brownfield)					
Site Infrastructure costs -					
Year 1				0	-
Year 2				0	-
Year 3				0	-
Year 4				0	-
Year 5				0	-
Year 6				0	-
Year 7				0	-
Year 8				0	-
Year 9				0	-
Year 10				0	-
Year 11				0	-
Year 12				0	-
Year 13				0	-
Year 14				0	-
Year 15				0	-
Years 1-15		225 units @		0 per unit	-
Sub-total					-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)					
1 bed House		- sqm @		1,211 psm	-
2 bed House		3,352 sqm @		1,211 psm	(4,059,714)
3 bed House		8,555 sqm @		1,211 psm	(10,359,500)
4 bed House		5,760 sqm @		1,211 psm	(6,975,360)
5 bed House		1,849 sqm @		1,211 psm	(2,238,655)
1 bed Flat		1,572 sqm @		1,410 psm	(2,216,085)
2 bed Flat		1,132 sqm @		1,410 psm	(1,596,327)
Garages for 3 bed House (OMS only)	77 units @		0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)	38 units @		75% @	11,754 £ per garage	(337,193)
Garages for 5 bed House (OMS only)	10 units @		120% @	11,754 £ per garage	(134,877)
External works 27,917,710 @ 15.0% (4,187,657)					
Ext. Works analysis: 18,612 £ per unit (total units)					
Policy Costs on design -					
Net Biodiversity costs 225 units @ 1,003 £ per unit (225,675)					
M4(2) Category 2 Housing	Aff units	34 units @	100% @	521 £ per unit	(17,584)
M4(2) Category 2 Housing	OMS units	191 units @	100% @	521 £ per unit	(99,641)
M4(3) Category 3 Housing	Aff units	34 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	191 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		225 units @		4,449 £ per unit	(1,001,025)
Renewable Energy		225 units @		0 £ per unit	-
EV Charging Points - Houses		185 units @		0 £ per unit	-
EV Charging Points - Flats		40 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		225 units @		0 £ per unit	-
Sub-total					(1,343,925)
Policy Costs analysis: (design costs only) 5,973 £ per unit (total units)					
Contingency (on construction) 33,449,292 @ 5.0% (1,672,465)					



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	33,449,292 @		<b>6.5%</b>		(2,174,204)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	44,513,438 OMS @		<b>3.00%</b>	5,935 £ per unit	(1,335,403)
Residential Sales Agent Costs	44,513,438 OMS @		<b>1.00%</b>	1,978 £ per unit	(445,134)
Residential Sales Legal Costs	44,513,438 OMS @		<b>0.25%</b>	495 £ per unit	(111,284)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,453 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(203,822)
<b>Developers Profit -</b>					
Profit on OMS	44,513,438		<b>18.00%</b>		(8,012,419)
Margin on AH	4,594,219		<b>6.00%</b> on AH values		(275,653)
<b>Profit analysis:</b>				<b>16.88% blended GDV</b>	<b>(8,288,072)</b>
	<b>49,107,656</b>			<b>19.62% on costs</b>	<b>(8,288,072)</b>
<b>TOTAL COSTS</b>					<b>(50,536,480)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(1,428,824)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(1,428,824)</b>
<b>RLV analysis:</b>	<b>(6,350) £ per plot</b>	<b>(254,013) £ per ha (net)</b>	<b>(102,798) £ per acre (net)</b>		
		<b>(203,211) £ per ha (gross)</b>	<b>(82,238) £ per acre (gross)</b>		
			<b>-2.91% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		7.03 ha (gross)		17.37 acres (gross)	
<b>Density analysis:</b>		<b>3,950 sqm/ha (net)</b>		<b>17,207 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>2,084,906</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(624,663) £ per ha (net)</b>	<b>(252,798) £ per acre (net)</b>		<b>(3,513,730)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(252,798)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		(113,855)	(146,816)	(185,420)	(223,802)	(262,396)	(301,332)	(340,811)
	10.00		(128,010)	(162,779)	(200,227)	(237,829)	(275,683)	(313,903)	(352,718)
	20.00		(142,164)	(178,365)	(215,034)	(251,897)	(289,004)	(326,507)	(364,676)
	30.00		(158,201)	(193,973)	(229,884)	(265,969)	(302,346)	(339,155)	(376,697)
	40.00		(174,608)	(209,603)	(244,735)	(280,086)	(315,730)	(351,854)	(388,791)
	50.00		(191,014)	(225,240)	(259,627)	(294,221)	(329,153)	(364,603)	(400,961)
	60.00		(207,463)	(240,916)	(274,525)	(308,389)	(342,614)	(377,410)	(413,218)
	70.00		(223,915)	(256,597)	(289,472)	(322,600)	(356,122)	(390,283)	(425,561)
	80.00		(240,398)	(272,323)	(304,438)	(336,845)	(369,684)	(403,239)	(437,903)
	90.00		(256,899)	(288,062)	(319,439)	(351,133)	(383,308)	(416,280)	(450,246)
	100.00		(273,432)	(303,841)	(334,488)	(365,471)	(397,001)	(429,421)	(462,588)
	110.00		(289,985)	(319,656)	(349,576)	(379,868)	(410,771)	(442,645)	(474,931)
	120.00		(306,583)	(335,502)	(364,711)	(394,332)	(424,626)	(455,869)	(487,273)
	130.00		(323,206)	(351,396)	(379,901)	(408,871)	(438,597)	(469,093)	(499,616)
	140.00		(339,873)	(367,345)	(395,156)	(423,493)	(452,676)	(482,317)	(511,976)
	150.00		(356,592)	(383,347)	(410,484)	(438,207)	(466,781)	(495,541)	(524,388)
	160.00		(373,358)	(399,411)	(425,893)	(453,041)	(480,887)	(508,765)	(536,800)
170.00		(390,180)	(415,546)	(441,393)	(467,996)	(494,993)	(521,989)	(549,213)	
180.00		(407,067)	(431,762)	(457,006)	(482,984)	(509,098)	(535,264)	(561,625)	
190.00		(424,030)	(448,076)	(472,745)	(497,971)	(523,204)	(548,563)	(574,037)	
200.00		(441,077)	(464,502)	(488,607)	(512,958)	(537,310)	(561,862)	(586,449)	
210.00		(458,219)	(481,052)	(504,475)	(527,945)	(551,459)	(575,160)	(598,909)	
220.00		(475,482)	(497,756)	(520,344)	(542,933)	(565,644)	(588,459)	(611,391)	
230.00		(492,875)	(514,506)	(536,213)	(557,920)	(579,830)	(601,758)	(623,874)	
240.00		(510,432)	(531,257)	(552,082)	(572,974)	(594,015)	(615,071)	(636,356)	
250.00		(528,064)	(548,007)	(567,951)	(588,046)	(608,201)	(628,445)	(648,839)	

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(252,798)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		(6,248)	(37,584)	(68,957)	(100,377)	(131,874)	(166,452)	(203,142)
	1,000		(20,422)	(51,758)	(83,163)	(114,617)	(146,151)	(183,004)	(219,763)
	2,000		(34,596)	(65,958)	(97,368)	(128,857)	(162,929)	(199,575)	(236,417)
	3,000		(48,770)	(80,164)	(111,604)	(143,118)	(179,470)	(216,176)	(253,121)
	4,000		(62,959)	(94,370)	(125,844)	(159,423)	(196,021)	(232,812)	(269,866)
	5,000		(77,165)	(108,590)	(140,085)	(175,935)	(212,609)	(249,473)	(286,663)
	6,000		(91,371)	(122,830)	(155,916)	(192,487)	(229,210)	(266,182)	(303,521)
	7,000		(105,577)	(137,070)	(172,421)	(209,042)	(245,861)	(282,939)	(320,449)
	8,000		(119,816)	(152,409)	(188,953)	(225,643)	(262,535)	(299,745)	(337,457)
	9,000		(134,056)	(168,915)	(205,504)	(242,256)	(279,244)	(316,610)	(354,559)
	10,000		(148,296)	(185,420)	(222,076)	(258,910)	(296,011)	(333,543)	(371,783)
	11,000		(165,408)	(201,970)	(238,677)	(275,596)	(312,826)	(350,554)	(389,139)
	12,000		(181,914)	(218,522)	(255,305)	(292,316)	(329,698)	(367,657)	(406,660)
	13,000		(198,436)	(235,110)	(271,958)	(309,084)	(346,637)	(384,878)	(424,364)
	14,000		(214,987)	(251,711)	(288,658)	(325,908)	(363,651)	(402,222)	(442,103)

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(252,798)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		(45,298)	(81,760)	(118,326)	(156,721)	(199,433)	(242,543)	(286,321)
	17.5%		(126,775)	(161,466)	(199,029)	(236,785)	(274,787)	(313,188)	(352,256)
	20.0%		(218,216)	(250,949)	(283,802)	(316,849)	(350,141)	(383,832)	(418,191)
	22.5%		(312,409)	(340,432)	(368,576)	(396,912)	(425,495)	(454,477)	(484,126)
	25.0%		(406,602)	(429,915)	(453,349)	(476,976)	(500,849)	(525,121)	(550,061)
	27.5%		(500,794)	(519,398)	(538,122)	(557,040)	(576,203)	(595,766)	(615,996)

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(252,798)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		(93,070)	(129,363)	(165,984)	(202,798)	(239,858)	(277,317)	(315,443)
	150,000		(143,070)	(179,363)	(215,984)	(252,798)	(289,858)	(327,317)	(365,443)
	200,000		(193,070)	(229,363)	(265,984)	(302,798)	(339,858)	(377,317)	(415,443)
	250,000		(243,070)	(279,363)	(315,984)	(352,798)	(389,858)	(427,317)	(465,443)
	300,000		(293,070)	(329,363)	(365,984)	(402,798)	(439,858)	(477,317)	(515,443)
	350,000		(343,070)	(379,363)	(415,984)	(452,798)	(489,858)	(527,317)	(565,443)
	400,000		(393,070)	(429,363)	(465,984)	(502,798)	(539,858)	(577,317)	(615,443)
	450,000		(443,070)	(479,363)	(515,984)	(552,798)	(589,858)	(627,317)	(665,443)
	500,000		(493,070)	(529,363)	(565,984)	(602,798)	(639,858)	(677,317)	(715,443)
	550,000		(543,070)	(579,363)	(615,984)	(652,798)	(689,858)	(727,317)	(765,443)
	600,000		(593,070)	(629,363)	(665,984)	(702,798)	(739,858)	(777,317)	(815,443)
	650,000		(643,070)	(679,363)	(715,984)	(752,798)	(789,858)	(827,317)	(865,443)
	700,000		(693,070)	(729,363)	(765,984)	(802,798)	(839,858)	(877,317)	(915,443)
	750,000		(743,070)	(779,363)	(815,984)	(852,798)	(889,858)	(927,317)	(965,443)
	800,000		(793,070)	(829,363)	(865,984)	(902,798)	(939,858)	(977,317)	(1,015,443)
	850,000		(843,070)	(879,363)	(915,984)	(952,798)	(989,858)	(1,027,317)	(1,065,443)

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Build Cost 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(252,798)							
			522,812	491,027	459,242	427,457	395,672	363,887	332,102
			412,394	380,707	349,020	317,332	285,645	253,958	222,271
			301,848	270,249	238,651	207,052	175,454	143,844	112,209
			191,115	159,596	128,077	96,558	64,994	33,429	1,832
			80,138	48,689	17,197	(14,307)	(45,861)	(77,449)	(109,101)
			(31,186)	(62,639)	(94,160)	(125,735)	(159,420)	(196,149)	(233,082)
			(143,070)	(179,363)	(215,984)	(252,798)	(289,858)	(327,317)	(365,443)
			(273,334)	(310,237)	(347,483)	(385,245)	(423,866)	(463,714)	(503,732)
			(405,978)	(444,105)	(483,338)	(523,210)	(563,192)	(603,388)	(643,884)
			(543,563)	(583,289)	(623,267)	(663,355)	(703,755)	(745,329)	(787,274)
			(683,929)	(723,964)	(764,217)	(805,770)	(847,565)	(889,360)	(931,154)
			(825,269)	(866,816)	(908,460)	(950,103)	(991,747)	(1,033,391)	(1,075,034)

**TABLE 7**

		Affordable Housing - % on site 15%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Part L 2025/FHS 4,449	Balance (RLV - BLV £ per acre (n))	(252,798)							
			(72,239)	(103,649)	(135,131)	(170,171)	(206,790)	(243,614)	(280,719)
			1,000	(88,140)	(119,579)	(152,136)	(188,684)	(225,385)	(262,312)
			2,000	(104,040)	(135,522)	(170,618)	(207,222)	(244,017)	(281,070)
			3,000	(119,970)	(152,582)	(189,121)	(225,807)	(262,692)	(299,896)
			4,000	(135,912)	(171,064)	(207,658)	(244,421)	(281,420)	(318,801)
			5,000	(153,029)	(189,558)	(226,230)	(263,078)	(300,213)	(337,796)
			6,000	(171,511)	(208,095)	(244,825)	(281,794)	(319,080)	(356,960)
			7,000	(189,995)	(226,652)	(263,481)	(300,562)	(338,031)	(376,140)
			8,000	(208,532)	(245,248)	(282,173)	(319,394)	(357,077)	(395,532)
			9,000	(227,074)	(263,884)	(300,913)	(338,298)	(376,228)	(415,106)
			10,000	(245,670)	(282,552)	(319,711)	(357,286)	(395,515)	(434,904)
			11,000	(264,287)	(301,275)	(338,577)	(376,366)	(414,951)	(454,798)
			12,000	(282,945)	(320,055)	(357,521)	(395,571)	(434,577)	(474,691)
			13,000	(301,654)	(338,891)	(376,554)	(414,900)	(454,421)	(494,585)
			14,000	(320,405)	(357,795)	(395,685)	(434,393)	(474,315)	(514,479)
			15,000	(339,208)	(376,775)	(414,925)	(454,070)	(494,208)	(534,418)
		16,000	(358,074)	(395,843)	(434,306)	(473,938)	(514,102)	(554,424)	

**TABLE 8**

		Affordable Housing - % on site 15%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Market Values 100% (105% = 5% increase)	Balance (RLV - BLV £ per acre (n))	(252,798)							
			(774,530)	(783,264)	(791,999)	(800,733)	(809,467)	(818,201)	(826,935)
			82%	(707,212)	(719,302)	(731,403)	(743,503)	(755,604)	(767,704)
			84%	(641,678)	(656,311)	(670,944)	(686,274)	(701,741)	(717,208)
			86%	(576,525)	(594,233)	(611,972)	(629,882)	(647,878)	(666,711)
			88%	(511,696)	(532,458)	(553,359)	(574,321)	(595,372)	(616,558)
			90%	(447,226)	(471,018)	(495,013)	(519,009)	(543,210)	(567,427)
			92%	(384,587)	(410,445)	(436,887)	(464,037)	(491,266)	(518,608)
			94%	(323,259)	(351,570)	(380,236)	(409,443)	(439,527)	(469,990)
			96%	(262,709)	(293,654)	(324,843)	(356,378)	(388,468)	(421,485)
			98%	(202,629)	(236,325)	(270,177)	(304,286)	(338,764)	(373,816)
			100%	(143,070)	(179,363)	(215,984)	(252,798)	(289,858)	(327,317)
			102%	(91,580)	(125,608)	(162,112)	(201,685)	(241,451)	(281,507)
		104%	(40,229)	(76,730)	(113,298)	(150,835)	(193,380)	(236,137)	
		106%	11,017	(27,978)	(67,020)	(106,143)	(145,381)	(191,068)	
		108%	62,186	20,681	(20,854)	(62,449)	(104,140)	(145,962)	
		110%	113,261	69,276	25,227	(18,859)	(63,019)	(107,291)	
		112%	164,307	117,793	71,255	24,657	(21,991)	(68,729)	
		114%	215,290	166,274	117,218	68,126	18,970	(30,252)	
		116%	266,265	214,708	163,143	111,536	59,891	8,166	
		118%	317,171	263,126	209,027	154,913	100,748	46,543	
		120%	368,078	311,488	254,898	198,248	141,585	84,851	

**TABLE 8**

		Affordable Housing - % on site 15%							
		0%	5.0%	10%	15.0%	20%	25.0%	30%	
Grant (£ per unit)	Balance (RLV - BLV £ per acre (n))	(252,798)							
			(143,070)	(179,363)	(215,984)	(252,798)	(289,858)	(327,317)	(365,443)
		10,000	(143,070)	(171,098)	(199,406)	(227,814)	(256,355)	(285,111)	(314,160)
		20,000	(143,070)	(162,833)	(182,830)	(202,891)	(223,020)	(243,233)	(263,572)
		30,000	(143,070)	(154,568)	(166,292)	(178,028)	(189,801)	(201,601)	(213,434)
		40,000	(143,070)	(146,047)	(149,039)	(153,221)	(156,679)	(160,138)	(163,621)
		50,000	(143,070)	(138,913)	(134,756)	(130,598)	(126,441)	(122,283)	(118,126)
		60,000	(143,070)	(131,783)	(120,495)	(109,207)	(97,919)	(86,646)	(75,379)
		70,000	(143,070)	(124,652)	(106,234)	(87,841)	(69,461)	(51,083)	(32,742)
		80,000	(143,070)	(117,522)	(91,995)	(66,503)	(41,037)	(15,599)	9,808
		90,000	(143,070)	(110,392)	(77,770)	(45,184)	(12,650)	19,835	52,294
	100,000	(143,070)	(103,262)	(63,544)	(23,894)	15,697	55,238	94,703	

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Appraisal Ref: **San43** (see Typologies Matrix)  
 Scheme Typology: **Medium Value Greenfield**  
 Site Typology: **Medium** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **350**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	350 Units
AH Policy requirement (% Target)	15%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 85%
AH tenure split %	Affordable Rent: 75.0%
	Social Rent: 0.0% 75.0% % Rented
	First Homes: 25.0%
	Other Intermediate (LCHO/Sub-Market etc.): 0.0% 3.8% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	59.5	12.4%	6.5	19%	66.0
3 bed House	40.0%	119.0	26.8%	14.1	38%	133.1
4 bed House	20.0%	59.5	20.0%	10.5	20%	70.0
5 bed House	5.0%	14.9	5.9%	3.1	5%	18.0
1 bed Flat	10.0%	29.8	22.5%	11.8	12%	41.6
2 bed Flat	5.0%	14.9	12.4%	6.5	6%	21.4
<b>Total number of units</b>	<b>100.0%</b>	<b>297.5</b>	<b>100.0%</b>	<b>52.5</b>	<b>100%</b>	<b>350.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	4,701	50,596	514	5,536	5,215	56,132
3 bed House	11,900	128,091	1,407	15,145	13,307	143,235
4 bed House	7,616	81,978	1,344	14,467	8,960	96,445
5 bed House	2,380	25,618	496	5,335	2,876	30,953
1 bed Flat	1,750	18,837	695	7,479	2,445	26,316
2 bed Flat	1,225	13,186	536	5,771	1,761	18,957
	<b>29,572</b>	<b>318,305</b>	<b>4,992</b>	<b>53,732</b>	<b>34,563</b>	<b>372,037</b>

AH % by floor area: 14.44% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	150,000	2,419	225	0
2 bed House	190,000	2,405	223	12,541,900
3 bed House	240,000	2,400	223	31,936,800
4 bed House	300,000	2,344	218	21,000,000
5 bed House	355,000	2,219	206	6,380,238
1 bed Flat	135,000	2,700	251	5,610,938
2 bed Flat	150,000	2,143	199	3,207,750
				<b>80,677,625</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed House	114,000	60%	95,000	50%	133,000	70%	142,500	75%
3 bed House	144,000	60%	120,000	50%	168,000	70%	180,000	75%
4 bed House	180,000	60%	150,000	50%	210,000	70%	225,000	75%
5 bed House	213,000	60%	177,500	50%	248,500	70%	266,250	75%
1 bed Flat	81,000	60%	67,500	50%	94,500	70%	101,250	75%
2 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	59.5	@	190,000	11,305,000
3 bed House	119.0	@	240,000	28,560,000
4 bed House	59.5	@	300,000	17,850,000
5 bed House	14.9	@	355,000	5,280,625
1 bed Flat	29.8	@	135,000	4,016,250
2 bed Flat	14.9	@	150,000	2,231,250
	297.5			69,243,125
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	4.9	@	114,000	556,605
3 bed House	10.6	@	144,000	1,519,560
4 bed House	7.9	@	180,000	1,417,500
5 bed House	2.3	@	213,000	494,826
1 bed Flat	8.9	@	81,000	717,609
2 bed Flat	4.9	@	90,000	439,425
	39.4			5,145,525
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	75,000	-
2 bed House	0.0	@	95,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	150,000	-
5 bed House	0.0	@	177,500	-
1 bed Flat	0.0	@	67,500	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	105,000	-
2 bed House	1.6	@	133,000	216,458
3 bed House	3.5	@	168,000	590,940
4 bed House	2.6	@	210,000	551,250
5 bed House	0.8	@	248,500	192,432
1 bed Flat	3.0	@	94,500	279,070
2 bed Flat	1.6	@	105,000	170,888
	13.1			2,001,038
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	112,500	-
2 bed House	0.0	@	142,500	-
3 bed House	0.0	@	180,000	-
4 bed House	0.0	@	225,000	-
5 bed House	0.0	@	266,250	-
1 bed Flat	0.0	@	101,250	-
2 bed Flat	0.0	@	112,500	-
	0.0	52.5		-
<b>Sub-total GDV Residential</b>				
	<b>350</b>			<b>76,389,688</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>4,287,938</b>
	<b>124 £ psm (total GIA sqm)</b>		<b>12,251 £ per unit (total units)</b>	
<b>Grant</b>	53	AH units @	0 per unit	-
<b>Total GDV</b>				<b>76,389,688</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(64,259)
Planning Application Professional Fees, Surveys and reports						(190,000)
CIL						(610,356)
<b>CIL analysis:</b>		29,572 sqm (Market only)	20.64 £ psm			
		0.80% % of GDV	1,744 £ per unit (total units)			
Site Specific S106 Contributions						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	350 units @	9,633 per unit			(3,371,550)
	Sub-total					(3,371,550)
<b>S106 analysis:</b>		385,320 £ per ha	4.41% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						
Comm. Sum analysis:						
						34,563 sqm (total)
						0 £ psm
						0.00% % of GDV
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						
						8.75 ha @
						0 £ per ha (if brownfield)
Site Infrastructure costs -						
	Year 1		0			-
	Year 2		0			-
	Year 3		0			-
	Year 4		0			-
	Year 5		0			-
	Year 6		0			-
	Year 7		0			-
	Year 8		0			-
	Year 9		0			-
	Year 10		0			-
	Year 11		0			-
	Year 12		0			-
	Year 13		0			-
	Year 14		0			-
	Year 15		0			-
	Years 1-15	350 units @	0 per unit			-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
2 bed House						(6,315,111)
3 bed House						(16,114,777)
4 bed House						(10,850,560)
5 bed House						(3,482,352)
1 bed Flat						(3,447,243)
2 bed Flat						(2,483,176)
Garages for 3 bed House (OMS only)						-
Garages for 4 bed House (OMS only)						(524,522)
Garages for 5 bed House (OMS only)						(209,809)
External works						(6,514,132)
<b>Ext. Works analysis:</b>		43,427,549 @	15.0%	18,612 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(351,050)
M4(2) Category 2 Housing						(27,353)
M4(2) Category 2 Housing						(154,998)
M4(3) Category 3 Housing						-
M4(3) Category 3 Housing						-
Part L 2025/FHS						(1,557,150)
Renewable Energy						-
EV Charging Points - Houses						-
EV Charging Points - Flats						-
Water Efficiency						-
Sub-total						(2,090,550)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		
Contingency (on construction)						(2,601,612)
						52,032,231 @
						5.0%

# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	52,032,231 @		<b>6.5%</b>		(3,382,095)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	69,243,125 OMS @		<b>3.00%</b>	5,935 £ per unit	(2,077,294)
Residential Sales Agent Costs	69,243,125 OMS @		<b>1.00%</b>	1,978 £ per unit	(692,431)
Residential Sales Legal Costs	69,243,125 OMS @		<b>0.25%</b>	495 £ per unit	(173,108)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,437 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(310,170)
<b>Developers Profit -</b>					
Profit on OMS	69,243,125		<b>18.00%</b>		(12,463,763)
Margin on AH	7,146,563		<b>6.00%</b> on AH values		(428,794)
<b>Profit analysis:</b>	<b>76,389,688</b>		<b>16.88% blended GDV</b>	<b>(12,892,556)</b>	
	<b>65,615,106</b>		<b>19.65% on costs</b>	<b>(12,892,556)</b>	
<b>TOTAL COSTS</b>					<b>(78,507,662)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(2,117,975)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(2,117,975)</b>
<b>RLV analysis:</b>	<b>(6,051) £ per plot</b>	<b>(242,054) £ per ha (net)</b>	<b>(97,958) £ per acre (net)</b>		
		<b>(193,643) £ per ha (gross)</b>	<b>(78,366) £ per acre (gross)</b>		
			<b>-2.77% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		8.75 ha (net)		21.62 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		10.94 ha (gross)		27.03 acres (gross)	
<b>Density analysis:</b>		<b>3,950 sqm/ha (net)</b>		<b>17,207 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>3,243,188</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>		<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(612,704) £ per ha (net)</b>		<b>(247,958) £ per acre (net)</b>	<b>(5,361,162)</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC

Scheme Typology: **Medium Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(247,958)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00	(109,982)	(142,937)	(180,605)	(218,975)	(257,544)	(296,451)	(335,880)	
	10.00	(124,137)	(157,977)	(195,412)	(233,002)	(270,831)	(309,006)	(347,768)	
	20.00	(138,292)	(173,564)	(210,220)	(247,058)	(284,138)	(321,602)	(359,707)	
	30.00	(153,400)	(189,159)	(225,057)	(261,128)	(297,472)	(334,241)	(371,704)	
	40.00	(169,806)	(204,789)	(239,908)	(275,234)	(310,849)	(346,923)	(383,765)	
	50.00	(186,213)	(220,418)	(254,787)	(289,355)	(324,256)	(359,653)	(395,903)	
	60.00	(202,648)	(236,090)	(269,686)	(303,522)	(337,701)	(372,440)	(408,133)	
	70.00	(219,101)	(251,766)	(284,620)	(317,718)	(351,192)	(385,291)	(420,453)	
	80.00	(235,571)	(267,483)	(299,572)	(331,948)	(364,739)	(398,213)	(432,795)	
	90.00	(252,072)	(283,210)	(314,573)	(346,224)	(378,343)	(411,222)	(445,138)	
	100.00	(268,592)	(298,988)	(329,607)	(360,553)	(392,011)	(424,330)	(457,480)	
	110.00	(285,145)	(314,789)	(344,679)	(374,935)	(405,759)	(437,537)	(469,823)	
	120.00	(301,731)	(330,624)	(359,797)	(389,378)	(419,592)	(450,761)	(482,165)	
	130.00	(318,340)	(346,514)	(374,974)	(403,889)	(433,516)	(463,985)	(494,508)	
	140.00	(335,007)	(362,448)	(390,212)	(418,482)	(447,568)	(477,209)	(506,850)	
	150.00	(351,711)	(378,434)	(405,515)	(433,173)	(461,673)	(490,433)	(519,253)	
	160.00	(368,461)	(394,480)	(420,903)	(447,963)	(475,779)	(503,657)	(531,666)	
	170.00	(385,266)	(410,597)	(436,381)	(462,888)	(489,885)	(516,881)	(544,078)	
	180.00	(402,136)	(426,792)	(451,958)	(477,875)	(503,990)	(530,129)	(556,490)	
	190.00	(419,080)	(443,076)	(467,662)	(492,863)	(518,096)	(543,428)	(568,902)	
200.00	(436,108)	(459,468)	(483,498)	(507,850)	(532,202)	(556,727)	(581,315)		
210.00	(453,229)	(475,986)	(499,367)	(522,837)	(546,324)	(570,026)	(593,746)		
220.00	(470,454)	(492,648)	(515,236)	(537,825)	(560,510)	(583,324)	(606,229)		
230.00	(487,817)	(509,398)	(531,105)	(552,812)	(574,695)	(596,623)	(618,711)		
240.00	(505,324)	(526,149)	(546,974)	(567,839)	(588,881)	(609,922)	(631,194)		
250.00	(522,956)	(542,899)	(562,843)	(582,911)	(603,066)	(623,283)	(643,676)		

**TABLE 2**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(247,958)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-	(2,396)	(33,733)	(65,095)	(96,505)	(127,998)	(161,638)	(198,315)	
	1,000	(16,571)	(47,907)	(79,301)	(110,745)	(142,267)	(178,190)	(214,924)	
	2,000	(30,745)	(62,096)	(93,506)	(124,985)	(158,128)	(194,748)	(231,577)	
	3,000	(44,919)	(76,302)	(107,731)	(139,234)	(174,655)	(211,349)	(248,268)	
	4,000	(59,098)	(90,508)	(121,971)	(154,621)	(191,207)	(227,972)	(265,000)	
	5,000	(73,303)	(104,717)	(136,211)	(171,126)	(207,782)	(244,626)	(281,782)	
	6,000	(87,509)	(118,957)	(151,114)	(187,673)	(224,383)	(261,330)	(298,624)	
	7,000	(101,715)	(133,197)	(167,620)	(204,224)	(241,021)	(278,073)	(315,535)	
	8,000	(115,943)	(147,445)	(184,138)	(220,816)	(257,682)	(294,864)	(332,526)	
	9,000	(130,184)	(164,113)	(200,690)	(237,417)	(274,391)	(311,713)	(349,605)	
	10,000	(144,424)	(180,619)	(217,249)	(254,070)	(291,145)	(328,629)	(366,793)	
	11,000	(160,606)	(197,156)	(233,850)	(270,744)	(307,945)	(345,623)	(384,111)	
	12,000	(177,112)	(213,707)	(250,465)	(287,453)	(324,802)	(362,703)	(401,589)	
	13,000	(193,622)	(230,283)	(267,119)	(304,218)	(341,723)	(379,888)	(419,256)	
	14,000	(210,173)	(246,884)	(283,805)	(321,027)	(358,720)	(397,201)	(436,994)	

**TABLE 3**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(247,958)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%	(41,426)	(77,876)	(114,429)	(151,882)	(194,566)	(237,635)	(281,351)	
	17.5%	(122,920)	(156,664)	(194,213)	(231,945)	(269,920)	(308,279)	(347,286)	
	20.0%	(213,427)	(246,147)	(278,986)	(312,009)	(345,274)	(378,924)	(413,220)	
	22.5%	(307,620)	(335,630)	(363,759)	(392,073)	(420,629)	(449,568)	(479,155)	
	25.0%	(401,812)	(425,113)	(448,533)	(472,136)	(495,983)	(520,213)	(545,090)	
	27.5%	(496,005)	(514,596)	(533,306)	(552,200)	(571,337)	(590,857)	(611,025)	

**TABLE 4**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(247,958)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000	(89,198)	(124,561)	(161,167)	(197,958)	(234,991)	(272,408)	(310,472)	
	150,000	(139,198)	(174,561)	(211,167)	(247,958)	(284,991)	(322,408)	(360,472)	
	200,000	(189,198)	(224,561)	(261,167)	(297,958)	(334,991)	(372,408)	(410,472)	
	250,000	(239,198)	(274,561)	(311,167)	(347,958)	(384,991)	(422,408)	(460,472)	
	300,000	(289,198)	(324,561)	(361,167)	(397,958)	(434,991)	(472,408)	(510,472)	
	350,000	(339,198)	(374,561)	(411,167)	(447,958)	(484,991)	(522,408)	(560,472)	
	400,000	(389,198)	(424,561)	(461,167)	(497,958)	(534,991)	(572,408)	(610,472)	
	450,000	(439,198)	(474,561)	(511,167)	(547,958)	(584,991)	(622,408)	(660,472)	
	500,000	(489,198)	(524,561)	(561,167)	(597,958)	(634,991)	(672,408)	(710,472)	
	550,000	(539,198)	(574,561)	(611,167)	(647,958)	(684,991)	(722,408)	(760,472)	
	600,000	(589,198)	(624,561)	(661,167)	(697,958)	(734,991)	(772,408)	(810,472)	
	650,000	(639,198)	(674,561)	(711,167)	(747,958)	(784,991)	(822,408)	(860,472)	
	700,000	(689,198)	(724,561)	(761,167)	(797,958)	(834,991)	(872,408)	(910,472)	
	750,000	(739,198)	(774,561)	(811,167)	(847,958)	(884,991)	(922,408)	(960,472)	
	800,000	(789,198)	(824,561)	(861,167)	(897,958)	(934,991)	(972,408)	(1,010,472)	
	850,000	(839,198)	(874,561)	(911,167)	(947,958)	(984,991)	(1,022,408)	(1,060,472)	



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Scheme Typology: **Medium Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Medium** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(247,958)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		526,600	494,815	463,030	431,245	399,460	367,675	335,890
	75%		416,192	384,505	352,818	321,131	289,444	257,757	226,070
	80%		305,656	274,058	242,460	210,861	179,263	147,663	116,028
	85%		194,935	163,416	131,897	100,377	68,824	37,259	5,673
	90%		83,968	52,519	21,038	(10,466)	(42,009)	(73,587)	(105,231)
	95%		(27,335)	(58,788)	(90,298)	(121,862)	(154,619)	(191,334)	(228,243)
	100%		(139,198)	(174,561)	(211,167)	(247,958)	(284,991)	(322,408)	(360,472)
	105%		(268,495)	(305,371)	(342,586)	(380,295)	(418,831)	(458,606)	(498,624)
	110%		(401,047)	(439,112)	(478,230)	(518,102)	(558,057)	(598,253)	(638,722)
	115%		(538,455)	(578,181)	(618,132)	(658,193)	(698,593)	(991,444)	(1,394,420)
	120%		(678,794)	(718,802)	(759,054)	(1,082,358)	(1,484,396)	(1,886,433)	(2,288,471)
	125%		(820,106)	(1,177,025)	(1,578,124)	(1,979,224)	(2,380,323)	(2,781,423)	(3,182,522)

**TABLE 7**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(247,958)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		(68,377)	(99,787)	(131,258)	(165,370)	(201,971)	(238,775)	(275,853)
	1,000		(84,278)	(115,707)	(147,208)	(183,870)	(220,558)	(257,460)	(294,698)
	2,000		(100,178)	(131,649)	(165,816)	(202,407)	(239,178)	(276,203)	(313,628)
	3,000		(116,097)	(147,595)	(184,307)	(220,980)	(257,839)	(295,015)	(332,670)
	4,000		(132,039)	(166,263)	(202,844)	(239,581)	(276,562)	(313,904)	(351,822)
	5,000		(147,982)	(184,745)	(221,403)	(258,238)	(295,345)	(332,882)	(371,127)
	6,000		(166,709)	(203,281)	(239,998)	(276,941)	(314,195)	(351,959)	(390,620)
	7,000		(185,191)	(221,825)	(258,641)	(295,696)	(333,123)	(371,171)	(410,290)
	8,000		(203,718)	(240,421)	(277,320)	(314,513)	(352,146)	(390,520)	(430,173)
	9,000		(222,255)	(259,045)	(296,046)	(333,401)	(371,279)	(410,048)	(450,066)
	10,000		(240,843)	(277,702)	(314,838)	(352,372)	(390,525)	(429,796)	(469,960)
	11,000		(259,448)	(296,422)	(333,693)	(371,435)	(409,934)	(449,690)	(489,854)
	12,000		(278,105)	(315,188)	(352,619)	(390,602)	(429,517)	(469,583)	(509,755)
	13,000		(296,801)	(334,010)	(371,626)	(409,910)	(449,313)	(489,477)	(529,761)
	14,000		(315,539)	(352,898)	(390,735)	(429,359)	(469,207)	(509,371)	(549,767)
	15,000		(334,330)	(371,862)	(409,956)	(448,988)	(489,100)	(529,283)	(569,773)
	16,000		(353,191)	(390,911)	(429,295)	(468,830)	(508,994)	(549,290)	(589,779)

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(247,958)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(1,168,437)	(1,329,681)	(1,490,926)	(1,652,170)	(1,813,415)	(1,974,659)	(2,135,904)
	82%		(702,039)	(865,045)	(1,050,744)	(1,236,443)	(1,422,142)	(1,607,841)	(1,793,540)
	84%		(636,515)	(651,148)	(665,782)	(820,715)	(1,030,869)	(1,241,023)	(1,451,176)
	86%		(571,391)	(589,098)	(606,810)	(624,719)	(642,629)	(674,204)	(1,108,812)
	88%		(506,588)	(527,350)	(548,224)	(569,186)	(590,209)	(611,395)	(766,449)
	90%		(442,192)	(465,910)	(489,905)	(513,901)	(538,075)	(562,292)	(586,714)
	92%		(379,656)	(405,465)	(431,829)	(458,928)	(486,158)	(513,473)	(540,945)
	94%		(318,393)	(346,673)	(375,287)	(404,432)	(434,419)	(464,882)	(495,381)
	96%		(257,869)	(288,802)	(319,962)	(351,453)	(383,478)	(416,380)	(450,073)
	98%		(197,815)	(231,498)	(265,337)	(299,419)	(333,850)	(368,846)	(404,815)
	100%		(139,198)	(174,561)	(211,167)	(247,958)	(284,991)	(322,408)	(360,472)
	102%		(87,718)	(121,735)	(157,310)	(196,870)	(236,611)	(276,641)	(317,112)
104%		(36,378)	(72,868)	(109,426)	(146,084)	(188,566)	(231,297)	(274,368)	
106%		14,857	(24,126)	(63,158)	(102,278)	(141,497)	(186,253)	(232,015)	
108%		66,020	24,521	(17,003)	(58,595)	(100,278)	(142,078)	(189,933)	
110%		117,091	73,106	29,068	(15,008)	(59,164)	(103,418)	(147,827)	
112%		168,127	121,623	75,085	28,498	(18,140)	(64,867)	(111,722)	
114%		219,110	170,094	121,048	71,956	22,810	(26,401)	(75,717)	
116%		270,073	218,527	166,962	115,366	63,721	12,006	(39,789)	
118%		320,980	266,935	212,847	158,732	104,577	50,378	(3,915)	
120%		371,887	315,297	258,707	202,068	145,404	88,681	31,904	

**TABLE 8**

		Affordable Housing - % on site 15%							
Balance (RLV - BLV £ per acre (n))		(247,958)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		(139,198)	(174,561)	(211,167)	(247,958)	(284,991)	(322,408)	(360,472)
	10,000		(139,198)	(166,296)	(194,591)	(222,988)	(251,514)	(280,244)	(309,254)
	20,000		(139,198)	(158,032)	(178,020)	(198,077)	(218,193)	(238,393)	(258,706)
	30,000		(139,198)	(149,313)	(161,490)	(173,213)	(184,987)	(196,774)	(208,605)
	40,000		(139,198)	(142,170)	(145,155)	(148,147)	(151,878)	(155,336)	(158,807)
	50,000		(139,198)	(135,040)	(130,883)	(126,725)	(122,568)	(118,410)	(114,253)
	60,000		(139,198)	(127,910)	(116,622)	(105,334)	(94,051)	(82,784)	(71,517)
	70,000		(139,198)	(120,780)	(102,362)	(83,979)	(65,599)	(47,231)	(28,890)
	80,000		(139,198)	(113,649)	(88,133)	(62,641)	(37,185)	(11,748)	13,649
	90,000		(139,198)	(106,519)	(73,908)	(41,333)	(8,798)	23,675	56,124
	100,000		(139,198)	(99,400)	(59,682)	(20,043)	19,538	59,067	98,533

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

240920 Sandwell Local Plan Viability AH Appraisals (36-43) MVGF v0.3 PRAGMATIC - Summary Table

Appraisal Ref:	San36	San37	San38	San39	San40	San41	San42	San43
Scheme Typology:	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield	Medium Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Medium	Medium	Medium	Medium	Medium	Medium	Medium	Medium
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	1,900,000	3,352,783	6,668,813	10,108,406	17,460,500	32,738,438	49,107,656	76,389,688
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	15%	15%	15%	15%	15%	15%	15%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,748	1,748	1,776	1,744	1,744	1,744	1,744
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,381	11,381	11,409	11,377	11,377	11,377	11,377
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,381	11,381	11,409	11,377	11,377	11,377	11,377
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	16.84%	16.90%	16.91%	16.88%	16.88%	16.88%	16.88%
Developers Profit (% on costs)	25.19%	19.51%	19.79%	19.82%	19.42%	19.57%	19.62%	19.65%
Developers Profit Total (£)	342,000	564,542	1,126,879	1,709,252	2,946,870	5,525,381	8,288,072	12,892,556
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-
RLV (£/acre (net))	372,055	(113,683)	(81,831)	(81,005)	(133,310)	(109,573)	(102,798)	(97,958)
RLV (£/ha (net))	919,347	(280,910)	(202,204)	(200,165)	(329,409)	(270,756)	(254,013)	(242,054)
RLV (% of GDV)	9.68%	-3.14%	-2.27%	-2.23%	-3.77%	-3.10%	-2.91%	-2.77%
RLV Total (£)	183,869	(105,341)	(151,653)	(225,185)	(658,819)	(1,015,334)	(1,428,824)	(2,117,975)
BLV (£/acre (net))	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	3,243,188
Surplus/Deficit (£/acre) [RLV-BLV]	222,055	(263,683)	(231,831)	(231,005)	(283,310)	(259,573)	(252,798)	(247,958)
Surplus/Deficit (£/ha)	548,697	(651,560)	(572,854)	(570,815)	(700,059)	(641,406)	(624,663)	(612,704)
Surplus/Deficit Total (£)	109,739	(244,335)	(429,640)	(642,166)	(1,400,119)	(2,405,271)	(3,513,730)	(5,361,162)
Plan Viability comments	Viability	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San44** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: Location / Value Zone: **Higher** No Units: **8**  
 Notes: Greenfield/Brownfield: **Greenfield**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		8 Units						
AH Policy requirement (% Target)		0%						
Open Market Sale (OMS) housing		100%						
AH tenure split %		75.0% % Rented						
Open Market Sale (OMS)		100%						
Affordable Rent:		75.0%						
Social Rent:		0.0%						
First Homes:		25.0%						
Other Intermediate (LCHO/Sub-Market etc.):		0.0%						
		100% 100.0%						
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	2.8	12.4%	0.0	35%	2.8		
3 bed House	40.0%	3.2	26.8%	0.0	40%	3.2		
4 bed House	25.0%	2.0	20.0%	0.0	25%	2.0		
5 bed House	0.0%	0.0	5.9%	0.0	0%	0.0		
1 bed Flat	0.0%	0.0	22.5%	0.0	0%	0.0		
2 bed Flat	0.0%	0.0	12.4%	0.0	0%	0.0		
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	53.0	570		53.0	570			
2 bed House	72.0	775		72.0	775			
3 bed House	85.0	915		85.0	915			
4 bed House	105.0	1,130		105.0	1,130			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	202	2,170	0	0	202	2,170		
3 bed House	272	2,928	0	0	272	2,928		
4 bed House	210	2,260	0	0	210	2,260		
5 bed House	0	0	0	0	0	0		
1 bed Flat	0	0	0	0	0	0		
2 bed Flat	0	0	0	0	0	0		
	684	7,358	0	0	684	7,358		
AH % by floor area:		0.00% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	165,000	3,113	289	0				
2 bed House	210,000	2,917	271	588,000				
3 bed House	280,000	3,294	306	896,000				
4 bed House	325,000	3,095	288	650,000				
5 bed House	395,000	2,469	229	0				
1 bed Flat	150,000	3,000	279	0				
2 bed Flat	185,000	2,643	246	0				
				2,134,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750	75%
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500	75%
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000	75%
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750	75%
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	2.8	@	210,000	588,000
3 bed House	3.2	@	280,000	896,000
4 bed House	2.0	@	325,000	650,000
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	8.0			2,134,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	195,000	-
5 bed House	0.0	@	237,000	-
1 bed Flat	0.0	@	90,000	-
2 bed Flat	0.0	@	111,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.0	@	147,000	-
3 bed House	0.0	@	196,000	-
4 bed House	0.0	@	227,500	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	129,500	-
	0.0			-
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>				
	8			2,134,000
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	0	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>2,134,000</b>

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Scheme Typology: **Higher Value Greenfield** No Units: **8**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(3,696)
Planning Application Professional Fees, Surveys and reports					(10,000)
CIL					(14,110)
		684 sqm (Market only)	20.64 £ psm		
<b>CIL analysis:</b>		0.66% % of GDV	1,764 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0	-	
	Year 2		0	-	
	Year 3		0	-	
	Year 4		0	-	
	Year 5		0	-	
	Year 6		0	-	
	Year 7		0	-	
	Year 8		0	-	
	Year 9		0	-	
	Year 10		0	-	
	Year 11		0	-	
	Year 12		0	-	
	Year 13		0	-	
	Year 14		0	-	
	Year 15		0	-	
	Years 1-15	8 units @	0 per unit	-	
	Sub-total			-	
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum		684 sqm (total)	0 £ psm	-	
<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					0.20 ha @
					0 £ per ha (if brownfield)
Site Infrastructure costs -					
	Year 1		0	-	
	Year 2		0	-	
	Year 3		0	-	
	Year 4		0	-	
	Year 5		0	-	
	Year 6		0	-	
	Year 7		0	-	
	Year 8		0	-	
	Year 9		0	-	
	Year 10		0	-	
	Year 11		0	-	
	Year 12		0	-	
	Year 13		0	-	
	Year 14		0	-	
	Year 15		0	-	
	Years 1-15	8 units @	0 per unit	-	
	Sub-total			-	
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm	-	
2 bed House		202 sqm @	1,211 psm	(244,138)	
3 bed House		272 sqm @	1,211 psm	(329,392)	
4 bed House		210 sqm @	1,211 psm	(254,310)	
5 bed House		- sqm @	1,211 psm	-	
1 bed Flat		- sqm @	1,410 psm	-	
2 bed Flat		684 sqm @	1,410 psm	-	
Garages for 3 bed House	(OMS only)	3 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	2 units @	75% @	11,754 £ per garage	(17,631)
Garages for 5 bed House	(OMS only)	- units @	120% @	11,754 £ per garage	-
External works					845,471 @
					15.0%
					(126,821)
<b>Ext. Works analysis:</b>			15,853 £ per unit (total units)		
Policy Costs on design -					
Net Biodiversity costs					8 units @
					1,003 £ per unit
M4(2) Category 2 Housing	Aff units	- units @	100% @	521 £ per unit	-
M4(2) Category 2 Housing	OMS units	8 units @	100% @	521 £ per unit	(4,168)
M4(3) Category 3 Housing	Aff units	- units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	8 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		8 units @		4,449 £ per unit	(35,592)
Renewable Energy		8 units @		0 £ per unit	-
EV Charging Points - Houses		8 units @		0 £ per unit	-
EV Charging Points - Flats		- units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		8 units @		0 £ per unit	-
	Sub-total				(47,784)
<b>Policy Costs analysis: (design costs only)</b>			5,973 £ per unit (total units)		
Contingency (on construction)					1,020,075 @
					5.0%
					(51,004)

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 Notes:

<b>Professional Fees</b>	1,020,075 @		<b>6.5%</b>		(66,305)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	2,134,000 OMS @		<b>3.00%</b>	8,003 £ per unit	(64,020)
Residential Sales Agent Costs	2,134,000 OMS @		<b>1.00%</b>	2,668 £ per unit	(21,340)
Residential Sales Legal Costs	2,134,000 OMS @		<b>0.25%</b>	667 £ per unit	(5,335)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>12,587 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(1,505)
<b>Developers Profit -</b>					
Profit on OMS	2,134,000		<b>18.00%</b>		(384,120)
Margin on AH	0		<b>6.00%</b> on AH values		-
<b>Profit analysis:</b>	<b>2,134,000</b>		<b>18.00% blended GDV</b>		<b>(384,120)</b>
	<b>1,367,390</b>		<b>28.09% on costs</b>		<b>(384,120)</b>
<b>TOTAL COSTS</b>					<b>(1,751,510)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					382,490
SDLT	382,490 @		HMRC formula		(8,625)
Acquisition Agent fees	382,490 @		<b>1.0%</b>		(3,825)
Acquisition Legal fees	382,490 @		<b>0.5%</b>		(1,912)
Interest on Land	382,490 @		7.00%		(26,774)
Residual Land Value					<b>341,354</b>
<b>RLV analysis:</b>	<b>42,669 £ per plot</b>	<b>1,706,771 £ per ha (net)</b>	<b>690,721 £ per acre (net)</b>		
		<b>1,365,417 £ per ha (gross)</b>	<b>552,577 £ per acre (gross)</b>		
			<b>16.00% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.20 ha (net)		0.49 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.25 ha (gross)		0.62 acres (gross)	
<b>Density analysis:</b>		<b>3,418 sqm/ha (net)</b>		<b>14,889 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>74,130</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	<b>1,336,121</b> £ per ha (net)	<b>540,721</b> £ per acre (net)	<b>267,224</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **8**  
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 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		540,721	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		565,417	518,741	472,065	425,389	378,714	332,038	285,304
	10.00		553,452	507,374	461,297	415,219	369,141	323,064	276,922
	20.00		541,487	496,007	450,528	405,049	359,569	314,090	268,541
	30.00		529,522	484,641	439,759	394,878	349,997	305,116	260,159
	40.00		517,556	473,274	428,991	384,708	340,425	296,142	251,778
	50.00		505,591	461,907	418,222	374,538	330,853	287,169	243,396
	60.00		493,626	450,540	407,454	364,367	321,281	278,195	235,015
	70.00		481,661	439,173	396,685	354,197	311,709	269,221	226,633
	80.00		469,696	427,806	385,917	344,027	302,137	260,243	218,252
	90.00		457,731	416,440	375,148	333,857	292,565	251,263	209,870
	100.00		445,766	405,073	364,379	323,686	282,993	242,283	201,489
	110.00		433,801	393,706	353,611	313,516	273,421	233,303	193,108
	120.00		421,836	382,339	342,842	303,346	263,849	224,322	184,726
	130.00		409,871	370,972	332,074	293,175	254,277	215,342	176,345
	140.00		397,906	359,605	321,305	283,005	244,705	206,362	167,963
	150.00		385,941	348,239	310,537	272,835	235,133	197,382	159,582
	160.00		373,976	336,872	299,768	262,664	225,561	188,402	151,200
	170.00		362,011	325,505	289,000	252,494	215,988	179,422	142,819
	180.00		350,045	314,138	278,231	242,324	206,416	170,442	134,437
	190.00		338,080	302,771	267,462	232,153	196,844	161,461	126,056
200.00		326,115	291,405	256,694	221,983	187,272	152,481	117,674	
210.00		314,150	280,038	245,925	211,813	177,700	143,501	109,293	
220.00		302,185	268,671	235,157	201,642	168,128	134,521	100,911	
230.00		290,220	257,304	224,388	191,472	158,552	125,541	92,530	
240.00		278,255	245,937	213,620	181,302	148,973	116,561	84,148	
250.00		266,290	234,570	202,851	171,131	139,394	107,580	75,767	

**TABLE 2**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		540,721	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106	-		540,721	495,280	449,839	404,398	358,957	313,516	268,004
	1,000		526,718	481,277	435,836	390,395	344,954	299,513	253,992
	2,000		512,716	467,275	421,834	376,393	330,952	285,511	239,990
	3,000		498,714	453,273	407,832	362,391	316,949	271,508	225,967
	4,000		484,711	439,270	393,829	348,388	302,947	257,500	211,955
	5,000		470,709	425,268	379,827	334,386	288,945	243,488	197,943
	6,000		456,706	411,265	365,824	320,383	274,942	229,475	183,930
	7,000		442,704	397,263	351,822	306,381	260,940	215,463	169,918
	8,000		428,701	383,260	337,819	292,378	246,937	201,451	155,906
	9,000		414,699	369,258	323,817	278,376	232,935	187,438	141,893
	10,000		400,697	355,256	309,815	264,374	218,932	173,426	127,881
	11,000		386,694	341,253	295,812	250,371	204,930	159,414	113,869
	12,000		372,692	327,251	281,810	236,369	190,928	145,401	99,856
	13,000		358,689	313,248	267,807	222,366	176,925	131,389	85,844
	14,000		344,687	299,246	253,805	208,364	162,921	117,377	71,832

**TABLE 3**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		540,721	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		652,775	601,732	550,688	499,644	448,600	397,557	346,442
	17.5%		559,397	513,022	466,647	420,272	373,897	327,523	281,077
	20.0%		466,018	424,312	382,606	340,900	299,194	257,489	215,712
	22.5%		372,639	335,602	298,565	261,528	224,491	187,455	150,347
	25.0%		279,261	246,893	214,525	182,157	149,788	117,420	84,982
	27.5%		185,882	158,183	130,484	102,785	75,086	47,386	19,617

**TABLE 4**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		540,721	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		590,721	545,280	499,839	454,398	408,957	363,516	318,004
	150,000		540,721	495,280	449,839	404,398	358,957	313,516	268,004
	200,000		490,721	445,280	399,839	354,398	308,957	263,516	218,004
	250,000		440,721	395,280	349,839	304,398	258,957	213,516	168,004
	300,000		390,721	345,280	299,839	254,398	208,957	163,516	118,004
	350,000		340,721	295,280	249,839	204,398	158,957	113,516	68,004
	400,000		290,721	245,280	199,839	154,398	108,957	63,516	18,004
	450,000		240,721	195,280	149,839	104,398	58,957	13,516	(31,996)
	500,000		190,721	145,280	99,839	54,398	8,957	(36,484)	(81,996)
	550,000		140,721	95,280	49,839	4,398	(41,043)	(86,484)	(131,996)
	600,000		90,721	45,280	(161)	(45,602)	(91,043)	(136,484)	(181,996)
	650,000		40,721	(4,720)	(50,161)	(95,602)	(141,043)	(186,484)	(231,996)
	700,000		(9,279)	(54,720)	(100,161)	(145,602)	(191,043)	(236,484)	(281,996)
	750,000		(59,279)	(104,720)	(150,161)	(195,602)	(241,043)	(286,484)	(331,996)
	800,000		(109,279)	(154,720)	(200,161)	(245,602)	(291,043)	(336,484)	(381,996)
	850,000		(159,279)	(204,720)	(250,161)	(295,602)	(341,043)	(386,484)	(431,996)

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Scheme Typology: **Higher Value Greenfield**      No Units: **8**  
 Site Typology: Location / Value Zone: **Higher**      Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		540,721	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		1,098,770	1,054,695	1,010,620	966,545	922,470	878,377	834,242
	75%		1,005,820	961,528	917,235	872,938	828,586	784,233	739,881
	80%		912,871	868,361	823,800	779,230	734,660	690,090	645,519
	85%		819,886	775,098	730,310	685,522	640,734	595,946	551,158
	90%		726,831	681,825	636,820	591,814	546,808	501,803	456,797
	95%		633,776	588,553	543,329	498,106	452,883	407,659	362,436
	100%		540,721	495,280	449,839	404,398	358,957	313,516	268,004
	105%		447,666	402,007	356,348	310,690	265,008	219,245	173,482
	110%		354,611	308,734	262,858	216,903	170,923	124,942	78,961
	115%		261,556	215,434	169,235	123,036	76,837	30,638	(15,643)
	120%		168,419	122,002	75,585	29,168	(17,251)	(63,815)	(110,379)
	125%		75,206	28,571	(18,064)	(64,767)	(111,550)	(184,196)	(238,449)

**TABLE 7**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		540,721	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		610,300	564,859	519,418	473,977	428,536	383,095	337,654
	1,000		594,661	549,220	503,779	458,338	412,897	367,455	322,014
	2,000		579,021	533,580	488,139	442,698	397,257	351,816	306,375
	3,000		563,382	517,941	472,500	427,059	381,618	336,177	290,704
	4,000		547,743	502,302	456,861	411,420	365,979	320,538	275,038
	5,000		532,104	486,663	441,222	395,781	350,340	304,899	259,372
	6,000		516,464	471,023	425,582	380,141	334,700	289,251	243,707
	7,000		500,825	455,384	409,943	364,502	319,061	273,586	228,041
	8,000		485,186	439,745	394,304	348,863	303,422	257,920	212,375
	9,000		469,547	424,106	378,665	333,224	287,783	242,254	196,709
	10,000		453,907	408,466	363,025	317,584	272,133	226,588	181,043
	11,000		438,268	392,827	347,386	301,945	256,467	210,922	165,377
	12,000		422,629	377,188	331,747	286,306	240,801	195,256	149,711
	13,000		406,990	361,549	316,108	270,667	225,135	179,590	134,045
	14,000		391,350	345,909	300,468	255,014	209,469	163,924	118,380
	15,000		375,711	330,270	284,829	239,348	193,803	148,259	102,714
	16,000		360,072	314,631	269,190	223,682	178,137	132,593	87,048

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		540,721	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(40,774)	(57,216)	(73,659)	(90,148)	(106,675)	(123,201)	(162,686)
	82%		17,431	(1,922)	(21,274)	(40,627)	(60,012)	(79,455)	(98,897)
	84%		75,636	53,373	31,110	8,847	(13,416)	(35,709)	(58,068)
	86%		133,840	108,667	83,494	58,321	33,148	7,975	(17,238)
	88%		191,986	163,962	138,878	107,795	79,711	51,628	23,545
	90%		250,108	219,198	188,263	157,269	126,275	95,282	64,288
	92%		308,231	274,414	240,598	206,743	172,839	138,935	105,031
	94%		366,353	329,631	292,908	256,185	219,403	182,589	145,774
	96%		424,476	384,847	345,218	305,590	265,961	226,242	186,518
	98%		482,598	440,063	397,529	354,994	312,459	269,896	227,261
	100%		540,721	495,280	449,839	404,398	358,957	313,516	268,004
	102%		598,843	550,496	502,149	453,802	405,455	357,108	308,748
104%		656,966	605,713	554,459	503,206	451,953	400,700	349,446	
106%		715,088	660,929	606,770	552,610	498,451	444,291	390,132	
108%		773,211	716,145	659,080	602,014	544,949	487,883	430,818	
110%		831,333	771,362	711,390	651,418	591,447	531,475	471,504	
112%		889,456	826,578	763,700	700,823	637,945	575,067	512,189	
114%		947,579	881,795	816,011	750,227	684,443	618,659	552,875	
116%		1,005,701	937,011	868,321	799,631	730,941	662,251	593,561	
118%		1,063,806	992,227	920,631	849,035	777,439	705,843	634,247	
120%		1,121,887	1,047,444	972,941	898,439	823,937	749,435	674,932	

**TABLE 8**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre (n))		540,721	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		540,721	495,280	449,839	404,398	358,957	313,516	268,004
	10,000		540,721	502,285	463,849	425,413	386,977	348,542	310,083
	20,000		540,721	509,290	477,860	446,429	414,998	383,567	352,137
	30,000		540,721	516,295	491,870	467,444	443,019	418,593	394,168
	40,000		540,721	523,301	505,880	488,460	471,040	453,619	436,199
	50,000		540,721	530,306	519,891	509,475	499,060	488,645	478,230
	60,000		540,721	537,311	533,901	530,491	527,081	523,671	520,261
	70,000		540,721	544,316	547,911	551,506	555,102	558,697	562,292
	80,000		540,721	551,321	561,922	572,522	583,122	593,723	604,323
	90,000		540,721	558,326	575,932	593,537	611,143	628,749	646,354
	100,000		540,721	565,332	589,942	614,553	639,164	663,774	688,385

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



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Appraisal Ref: **San45** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher** No Units: **15**  
 Notes: Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				15 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				20.64 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	3.9	12.4%	0.5	29%	4.4		
3 bed House	40.0%	4.5	26.8%	1.0	37%	5.5		
4 bed House	25.0%	2.8	20.0%	0.8	24%	3.6		
5 bed House	0.0%	0.0	5.9%	0.2	1%	0.2		
1 bed Flat	0.0%	0.0	22.5%	0.8	6%	0.8		
2 bed Flat	0.0%	0.0	12.4%	0.5	3%	0.5		
Total number of units	100.0%	11.3	100.0%	3.8	100%	15.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
			%	(sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>			
					(sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	311	3,348	37	395	348	3,744		
3 bed House	450	4,844	101	1,082	551	5,926		
4 bed House	360	3,875	96	1,033	456	4,908		
5 bed House	0	0	35	381	35	381		
1 bed Flat	0	0	50	534	50	534		
2 bed Flat	0	0	38	412	38	412		
	1,121	12,067	357	3,838	1,478	15,905		
AH % by floor area:		24.13% AH % by floor area (difference due to mix)						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	165,000	2,661	247	0				
2 bed House	210,000	2,658	247	924,525				
3 bed House	280,000	2,800	260	1,541,400				
4 bed House	325,000	2,539	236	1,157,813				
5 bed House	395,000	2,469	229	87,394				
1 bed Flat	150,000	3,000	279	126,563				
2 bed Flat	185,000	2,643	246	86,025				
				3,923,719				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750	75%
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500	75%
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000	75%
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750	75%
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750	75%
				* capped @£250K				

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	3.9	@	210,000	826,875
3 bed House	4.5	@	280,000	1,260,000
4 bed House	2.8	@	325,000	914,063
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	11.3			3,000,938
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.3	@	126,000	43,943
3 bed House	0.8	@	168,000	126,630
4 bed House	0.6	@	195,000	109,688
5 bed House	0.2	@	237,000	39,327
1 bed Flat	0.6	@	90,000	56,953
2 bed Flat	0.3	@	111,000	38,711
	2.8			415,252
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.1	@	147,000	17,089
3 bed House	0.3	@	196,000	49,245
4 bed House	0.2	@	227,500	42,656
5 bed House	0.1	@	250,000	13,828
1 bed Flat	0.2	@	105,000	22,148
2 bed Flat	0.1	@	129,500	15,054
	0.9			160,021
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	3.8		-
<b>Sub-total GDV Residential</b>				
	<b>15</b>			<b>3,576,210</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>347,509</b>
		<b>235 £ psm (total GIA sqm)</b>	<b>23,167 £ per unit (total units)</b>	
<b>Grant</b>				
	4	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>3,576,210</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(6,930)
Planning Application Professional Fees, Surveys and reports					(20,000)
CIL		1,121 sqm (Market only)		20.64 £ psm	(23,139)
	<b>CIL analysis:</b>	0.65% % of GDV		1,543 £ per unit (total units)	
Site Specific S106 Contributions	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	15 units @		9,633 per unit	(144,495)
	Sub-total				(144,495)
	<b>S106 analysis:</b>	385,320 £ per ha	4.04% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum		1,478 sqm (total)		0 £ psm	-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		0.38 ha @		0 £ per ha (if brownfield)	-
Site Infrastructure costs -	Year 1			0	-
	Year 2			0	-
	Year 3			0	-
	Year 4			0	-
	Year 5			0	-
	Year 6			0	-
	Year 7			0	-
	Year 8			0	-
	Year 9			0	-
	Year 10			0	-
	Year 11			0	-
	Year 12			0	-
	Year 13			0	-
	Year 14			0	-
	Year 15			0	-
	Years 1-15	15 units @		0 per unit	-
	Sub-total				-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @		1,211 psm	-
2 bed House		348 sqm @		1,211 psm	(421,183)
3 bed House		551 sqm @		1,211 psm	(666,656)
4 bed House		456 sqm @		1,211 psm	(552,216)
5 bed House		35 sqm @		1,211 psm	(42,869)
1 bed Flat		50 sqm @		1,410 psm	(69,982)
2 bed Flat		38 sqm @		1,410 psm	(53,995)
Garages for 3 bed House (OMS only)	5 units @		0% @	11,754 £ per garage	-
Garages for 4 bed House (OMS only)	3 units @		75% @	11,754 £ per garage	(24,794)
Garages for 5 bed House (OMS only)	- units @		120% @	11,754 £ per garage	-
External works		1,831,694 @		15.0%	(274,754)
	<b>Ext. Works analysis:</b>			18,317 £ per unit (total units)	
Policy Costs on design -					
Net Biodiversity costs		15 units @		1,003 £ per unit	(15,045)
M4(2) Category 2 Housing Aff units	4 units @		100% @	521 £ per unit	(1,954)
M4(2) Category 2 Housing OMS units	11 units @		100% @	521 £ per unit	(5,861)
M4(3) Category 3 Housing Aff units	4 units @		0% @	10,111 £ per unit	-
M4(3) Category 3 Housing OMS units	11 units @		0% @	10,111 £ per unit	-
Part L 2025/FHS	15 units @			4,449 £ per unit	(66,735)
Renewable Energy	15 units @			0 £ per unit	-
EV Charging Points - Houses	14 units @			0 £ per unit	-
EV Charging Points - Flats	1 units @		4 flats per charger	0 £ per 4 units	-
Water Efficiency	15 units @			0 £ per unit	-
	Sub-total				(89,595)
	<b>Policy Costs analysis: (design costs only)</b>			5,973 £ per unit (total units)	
Contingency (on construction)		2,196,043 @		5.0%	(109,802)

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Scheme Typology: **Higher Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	2,196,043 @		<b>6.5%</b>		(142,743)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	3,000,938 OMS @		<b>3.00%</b>	6,002 £ per unit	(90,028)
Residential Sales Agent Costs	3,000,938 OMS @		<b>1.00%</b>	2,001 £ per unit	(30,009)
Residential Sales Legal Costs	3,000,938 OMS @		<b>0.25%</b>	500 £ per unit	(7,502)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>9,169 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(21,726)
<b>Developers Profit -</b>					
Profit on OMS	3,000,938		<b>18.00%</b>		(540,169)
Margin on AH	575,273		<b>6.00%</b> on AH values		(34,516)
<b>Profit analysis:</b>		<b>3,576,210</b>		<b>16.07% blended GDV</b>	<b>(574,685)</b>
		<b>2,902,417</b>		<b>19.80% on costs</b>	<b>(574,685)</b>
<b>TOTAL COSTS</b>					<b>(3,477,102)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					99,108
SDLT	99,108 @		HMRC formula		5,545
Acquisition Agent fees	99,108 @		<b>1.0%</b>		(991)
Acquisition Legal fees	99,108 @		<b>0.5%</b>		(496)
Interest on Land	99,108 @		7.00%		(6,938)
Residual Land Value					<b>96,228</b>
<b>RLV analysis:</b>	<b>6,415 £ per plot</b>	<b>256,609 £ per ha (net)</b>		<b>103,848 £ per acre (net)</b>	
		<b>205,287 £ per ha (gross)</b>		<b>83,079 £ per acre (gross)</b>	
				<b>2.69% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.38 ha (net)		0.93 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.47 ha (gross)		1.16 acres (gross)	
<b>Density analysis:</b>		<b>3,940 sqm/ha (net)</b>		<b>17,164 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>138,994</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>		<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(114,041) £ per ha (net)</b>		<b>(46,152) £ per acre (net)</b>	<b>(42,765)</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(46,152)	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		184,847	143,219	101,583	59,880	18,073	(23,869)	(65,880)
	10.00		170,614	129,690	88,766	47,713	6,622	(34,665)	(75,956)
	20.00		156,373	116,161	75,922	35,547	(4,889)	(45,461)	(86,032)
	30.00		142,132	102,632	63,040	23,380	(16,405)	(56,257)	(96,109)
	40.00		127,890	89,102	50,157	11,211	(27,921)	(67,053)	(106,185)
	50.00		113,649	75,503	37,275	(1,024)	(39,437)	(77,849)	(116,261)
	60.00		99,408	61,905	24,392	(13,260)	(50,952)	(88,645)	(126,338)
	70.00		85,104	48,307	11,478	(25,495)	(62,468)	(99,441)	(136,414)
	80.00		70,790	34,709	(1,478)	(37,731)	(73,984)	(110,237)	(159,043)
	90.00		56,476	21,100	(14,433)	(49,967)	(85,500)	(121,033)	(170,692)
	100.00		42,163	7,425	(27,388)	(62,202)	(97,016)	(131,830)	(182,341)
	110.00		27,844	(6,250)	(40,344)	(74,438)	(108,532)	(154,575)	(193,990)
	120.00		13,449	(19,925)	(53,299)	(86,673)	(120,047)	(167,056)	(205,639)
	130.00		(945)	(33,600)	(66,254)	(98,909)	(131,563)	(179,537)	(217,288)
	140.00		(15,340)	(47,275)	(79,210)	(111,144)	(155,099)	(192,018)	(228,936)
	150.00		(29,735)	(60,950)	(92,165)	(123,380)	(168,412)	(204,499)	(240,585)
	160.00		(44,130)	(74,625)	(105,120)	(135,615)	(181,725)	(216,980)	(252,234)
	170.00		(58,524)	(88,300)	(118,076)	(160,616)	(195,038)	(229,461)	(263,883)
	180.00		(72,919)	(101,975)	(131,031)	(174,761)	(208,351)	(241,942)	(275,532)
	190.00		(87,314)	(115,650)	(156,147)	(188,906)	(221,664)	(254,423)	(287,214)
200.00		(101,709)	(129,325)	(171,125)	(203,051)	(234,977)	(266,904)	(298,929)	
210.00		(116,104)	(155,008)	(186,102)	(217,196)	(248,291)	(279,385)	(310,644)	
220.00		(130,498)	(170,817)	(201,079)	(231,341)	(261,604)	(291,923)	(322,358)	
230.00		(157,196)	(186,626)	(216,056)	(245,487)	(274,917)	(304,475)	(334,073)	
240.00		(173,837)	(202,436)	(231,034)	(259,632)	(288,265)	(317,027)	(345,788)	
250.00		(190,479)	(218,245)	(246,011)	(273,777)	(301,654)	(329,578)	(357,503)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(46,152)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		292,631	252,596	212,560	172,525	132,463	92,297	52,130
	1,000		278,405	238,369	198,334	158,298	118,172	78,005	37,784
	2,000		264,178	224,142	184,107	144,047	103,881	63,714	23,420
	3,000		249,951	209,916	169,880	129,756	89,589	49,386	9,056
	4,000		235,725	195,689	155,631	115,465	75,298	35,022	(5,308)
	5,000		221,498	181,463	141,340	101,173	60,987	20,657	(19,752)
	6,000		207,271	167,215	127,049	86,882	46,623	6,293	(34,197)
	7,000		193,045	152,924	112,757	72,589	32,259	(8,117)	(48,643)
	8,000		178,799	138,633	98,466	58,225	17,895	(22,563)	(63,088)
	9,000		164,508	124,341	84,175	43,861	3,518	(37,008)	(77,533)
	10,000		150,217	110,050	69,826	29,496	(10,928)	(51,453)	(91,979)
	11,000		135,925	95,759	55,462	15,132	(25,373)	(65,899)	(106,424)
	12,000		121,634	81,428	41,098	707	(39,818)	(80,344)	(120,869)
	13,000		107,343	67,064	26,734	(13,738)	(54,264)	(94,789)	(135,315)
	14,000		93,029	52,699	12,342	(28,183)	(68,709)	(109,235)	(162,823)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(46,152)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		267,516	221,747	175,947	130,014	84,017	37,889	(8,239)
	17.5%		174,137	133,037	91,906	50,642	9,314	(32,145)	(73,604)
	20.0%		80,759	44,327	7,865	(28,729)	(65,389)	(102,179)	(150,348)
	22.5%		(12,620)	(44,383)	(76,176)	(108,101)	(151,645)	(188,780)	(225,914)
	25.0%		(105,999)	(133,092)	(174,911)	(206,422)	(238,007)	(269,744)	(301,481)
	27.5%		(220,184)	(246,108)	(272,068)	(298,181)	(324,369)	(350,708)	(377,047)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(46,152)	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		205,461	165,295	125,098	84,768	44,374	3,848	(36,677)
	150,000		155,461	115,295	75,098	34,768	(5,626)	(46,152)	(86,677)
	200,000		105,461	65,295	25,098	(15,232)	(55,626)	(96,152)	(136,677)
	250,000		55,461	15,295	(24,902)	(65,232)	(105,626)	(146,152)	(186,677)
	300,000		5,461	(34,705)	(74,902)	(115,232)	(155,626)	(196,152)	(236,677)
	350,000		(44,539)	(84,705)	(124,902)	(165,232)	(205,626)	(246,152)	(286,677)
	400,000		(94,539)	(134,705)	(174,902)	(215,232)	(255,626)	(296,152)	(336,677)
	450,000		(144,539)	(184,705)	(224,902)	(265,232)	(305,626)	(346,152)	(386,677)
	500,000		(194,539)	(234,705)	(274,902)	(315,232)	(355,626)	(396,152)	(436,677)
	550,000		(244,539)	(284,705)	(324,902)	(365,232)	(405,626)	(446,152)	(486,677)
	600,000		(294,539)	(334,705)	(374,902)	(415,232)	(455,626)	(496,152)	(536,677)
	650,000		(344,539)	(384,705)	(424,902)	(465,232)	(505,626)	(546,152)	(586,677)
	700,000		(394,539)	(434,705)	(474,902)	(515,232)	(555,626)	(596,152)	(636,677)
	750,000		(444,539)	(484,705)	(524,902)	(565,232)	(605,626)	(646,152)	(686,677)
	800,000		(494,539)	(534,705)	(574,902)	(615,232)	(655,626)	(696,152)	(736,677)
850,000		(544,539)	(584,705)	(624,902)	(665,232)	(705,626)	(746,152)	(786,677)	

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Scheme Typology: **Higher Value Greenfield** No Units: **15**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(46,152)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		815,221	775,152	735,082	695,013	654,944	614,874	574,805
	75%		705,804	665,774	625,744	585,714	545,684	505,654	465,623
	80%		596,295	556,268	516,242	476,215	436,188	396,161	356,135
	85%		486,515	446,528	406,540	366,553	326,499	286,444	246,389
	90%		376,522	336,507	296,491	256,476	216,460	176,346	136,231
	95%		266,253	226,178	186,103	146,027	105,827	65,620	25,306
	100%		155,461	115,295	75,098	34,768	(5,626)	(46,152)	(86,677)
	105%		43,989	3,591	(36,894)	(77,380)	(117,865)	(172,754)	(219,557)
	110%		(68,324)	(108,769)	(162,191)	(208,948)	(255,706)	(302,580)	(349,604)
	115%		(198,619)	(245,329)	(292,094)	(339,070)	(386,047)	(433,023)	(479,999)
	120%		(328,818)	(375,747)	(422,677)	(469,607)	(516,536)	(563,618)	(610,896)
	125%		(459,494)	(506,377)	(553,260)	(600,337)	(647,568)	(694,798)	(742,066)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(46,152)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		226,542	186,507	146,420	106,254	66,088	25,771	(14,610)
	1,000		210,593	170,558	130,396	90,230	49,993	9,663	(30,808)
	2,000		194,645	154,538	114,372	74,205	33,886	(6,481)	(47,007)
	3,000		178,681	138,514	98,348	58,108	17,778	(22,680)	(63,206)
	4,000		162,656	122,490	82,323	42,000	1,647	(38,879)	(79,404)
	5,000		146,632	106,466	66,223	25,893	(14,552)	(55,077)	(95,603)
	6,000		130,608	90,441	50,115	9,775	(30,750)	(71,276)	(111,801)
	7,000		114,584	74,337	34,008	(6,423)	(46,949)	(87,474)	(128,000)
	8,000		98,559	58,230	17,900	(22,622)	(63,147)	(103,673)	(156,393)
	9,000		82,452	42,122	1,705	(38,820)	(79,346)	(119,871)	(175,120)
	10,000		66,345	26,015	(14,493)	(55,019)	(95,544)	(136,070)	(193,846)
	11,000		50,237	9,834	(30,692)	(71,217)	(111,743)	(165,723)	(212,573)
	12,000		34,130	(6,365)	(46,890)	(87,416)	(127,942)	(184,449)	(231,300)
	13,000		17,962	(22,563)	(63,089)	(103,615)	(156,326)	(203,176)	(250,026)
	14,000		1,763	(38,762)	(79,288)	(119,813)	(175,052)	(221,903)	(268,753)
	15,000		(14,435)	(54,961)	(95,486)	(136,012)	(193,779)	(240,629)	(287,514)
	16,000		(30,634)	(71,159)	(111,685)	(165,655)	(212,506)	(259,356)	(306,346)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(46,152)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(499,469)	(511,923)	(524,500)	(537,077)	(549,654)	(562,231)	(574,808)
	82%		(430,133)	(446,049)	(461,965)	(477,881)	(493,832)	(509,898)	(525,964)
	84%		(360,798)	(380,180)	(399,563)	(418,945)	(438,328)	(457,710)	(477,119)
	86%		(291,462)	(314,311)	(337,160)	(360,010)	(382,859)	(405,708)	(428,558)
	88%		(222,403)	(248,573)	(274,758)	(301,074)	(327,390)	(353,706)	(380,022)
	90%		(153,468)	(183,085)	(212,701)	(242,318)	(271,934)	(301,704)	(331,487)
	92%		(82,040)	(110,639)	(150,660)	(183,723)	(216,786)	(249,850)	(282,952)
	94%		(22,411)	(53,992)	(85,573)	(117,154)	(161,638)	(198,148)	(234,658)
	96%		37,122	2,656	(31,907)	(66,470)	(101,032)	(135,595)	(186,404)
	98%		96,420	59,076	21,712	(15,785)	(53,329)	(90,873)	(128,418)
	100%		155,461	115,295	75,098	34,768	(5,626)	(46,152)	(86,677)
	102%		214,387	171,385	128,266	85,148	41,892	(1,430)	(44,937)
104%		273,188	227,272	181,357	135,333	89,262	43,085	(3,197)	
106%		331,913	283,133	234,278	185,422	136,496	87,473	38,346	
108%		390,508	338,853	287,197	235,403	183,607	131,754	79,780	
110%		449,103	394,518	339,933	285,348	230,648	175,912	121,109	
112%		507,698	450,183	392,668	335,153	277,638	220,013	162,337	
114%		566,139	505,822	445,404	384,959	324,514	264,069	203,498	
116%		624,563	561,324	498,085	434,765	371,390	308,016	244,641	
118%		682,987	616,827	550,666	484,506	418,266	351,962	285,658	
120%		741,410	672,329	603,248	534,166	465,085	395,908	326,674	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(46,152)	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		155,461	115,295	75,098	34,768	(5,626)	(46,152)	(86,677)
	10,000		155,461	122,447	89,432	56,325	23,181	(10,036)	(43,339)
	20,000		155,461	129,599	103,736	77,874	51,924	25,966	(0)
	30,000		155,461	136,751	118,040	99,329	80,619	61,895	43,122
	40,000		155,461	143,903	132,344	120,785	109,226	97,668	86,109
	50,000		155,461	151,055	146,648	142,241	137,834	133,427	129,020
	60,000		155,461	158,207	160,952	163,668	166,362	169,055	171,749
	70,000		155,461	165,358	175,217	185,032	194,848	204,663	214,479
	80,000		155,461	172,510	189,460	206,397	223,334	240,232	257,052
	90,000		155,461	179,645	203,703	227,762	251,789	275,705	299,620
	100,000		155,461	186,766	217,946	249,126	280,168	311,178	342,188

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **San46** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: Location / Value Zone: **Higher** No Units: **30**  
 Notes: Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme			30 Units					
AH Policy requirement (% Target)			25%					
Open Market Sale (OMS) housing			75%					
AH tenure split %								
Open Market Sale (OMS)			75%					
Affordable Rent:			75.0%					
Social Rent:			0.0%		75.0% % Rented			
First Homes:			25.0%					
Other Intermediate (LCHO/Sub-Market etc.):			0.0%		6.3% % of total (>10% First Homes PPG 023)			
			100%		100.0%			
CIL Rate (£ psm)			20.64		£ psm			
Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	35.0%	7.9	12.4%	0.9	29%	8.8		
3 bed House	40.0%	9.0	26.8%	2.0	37%	11.0		
4 bed House	25.0%	5.6	20.0%	1.5	24%	7.1		
5 bed House	0.0%	0.0	5.9%	0.4	1%	0.4		
1 bed Flat	0.0%	0.0	22.5%	1.7	6%	1.7		
2 bed Flat	0.0%	0.0	12.4%	0.9	3%	0.9		
Total number of units	100.0%	22.5	100.0%	7.5	100%	30.0		
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	622	6,696	73	791	696	7,487		
3 bed House	900	9,688	201	2,164	1,101	11,851		
4 bed House	720	7,750	192	2,067	912	9,817		
5 bed House	0	0	71	762	71	762		
1 bed Flat	0	0	99	1,068	99	1,068		
2 bed Flat	0	0	77	824	77	824		
	2,242	24,134	713	7,676	2,955	31,810		
AH % by floor area:		24.13% AH % by floor area (difference due to mix)						
Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)				
1 bed House	165,000	2,661	247	0				
2 bed House	210,000	2,658	247	1,849,050				
3 bed House	280,000	2,800	260	3,082,800				
4 bed House	325,000	2,539	236	2,315,625				
5 bed House	395,000	2,469	229	174,788				
1 bed Flat	150,000	3,000	279	253,125				
2 bed Flat	185,000	2,643	246	172,050				
				7,847,438				
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750	75%
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500	75%
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000	75%
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750	75%
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750	75%
* capped @£250K								

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Scheme Typology: **Higher Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	7.9	@	210,000	1,653,750
3 bed House	9.0	@	280,000	2,520,000
4 bed House	5.6	@	325,000	1,828,125
5 bed House	0.0	@	395,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	22.5			6,001,875
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	0.7	@	126,000	87,885
3 bed House	1.5	@	168,000	253,260
4 bed House	1.1	@	195,000	219,375
5 bed House	0.3	@	237,000	78,654
1 bed Flat	1.3	@	90,000	113,906
2 bed Flat	0.7	@	111,000	77,423
	5.6			830,503
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.2	@	147,000	34,178
3 bed House	0.5	@	196,000	98,490
4 bed House	0.4	@	227,500	85,313
5 bed House	0.1	@	250,000	27,656
1 bed Flat	0.4	@	105,000	44,297
2 bed Flat	0.2	@	129,500	30,109
	1.9			320,042
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	7.5		-
<b>Sub-total GDV Residential</b>	<b>30</b>			<b>7,152,420</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>695,018</b>
		<b>235 £ psm (total GIA sqm)</b>	<b>23,167 £ per unit (total units)</b>	
<b>Grant</b>	<b>8</b>	AH units @	<b>0</b> per unit	-
<b>Total GDV</b>				<b>7,152,420</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(13,860)
Planning Application Professional Fees, Surveys and reports						(40,000)
CIL						(46,277)
		2,242 sqm (Market only)		20.64 £ psm		
		0.65% % of GDV		1,543 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	30 units @		9,633 per unit		(288,990)
	Sub-total					(288,990)
		385,320 £ per ha	4.04% % of GDV	9,633 £ per unit (total units)		
<b>S106 analysis:</b>						
AH Commuted Sum						-
		2,955 sqm (total)		0 £ psm		
<b>Comm. Sum analysis:</b>						
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		0.75 ha @		0 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	30 units @		0 per unit		-
	Sub-total					-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
1 bed House						-
		- sqm @		1,211 psm		
2 bed House						(842,366)
		696 sqm @		1,211 psm		
3 bed House						(1,333,311)
		1,101 sqm @		1,211 psm		
4 bed House						(1,104,432)
		912 sqm @		1,211 psm		
5 bed House						(85,739)
		71 sqm @		1,211 psm		
1 bed Flat						(139,963)
		99 sqm @		1,410 psm		
2 bed Flat						(107,989)
		77 sqm @		1,410 psm		
		2,955				
		9 units @	0% @	11,754 £ per garage		-
		6 units @	75% @	11,754 £ per garage		(49,587)
		- units @	120% @	11,754 £ per garage		-
Garages for 3 bed House (OMS only)						-
Garages for 4 bed House (OMS only)						(49,587)
Garages for 5 bed House (OMS only)						-
External works						(549,508)
		3,663,387 @		15.0%		
				18,317 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(30,090)
		30 units @		1,003 £ per unit		
M4(2) Category 2 Housing						(3,908)
		8 units @	100% @	521 £ per unit		
M4(2) Category 2 Housing						(11,723)
		23 units @	100% @	521 £ per unit		
M4(3) Category 3 Housing						-
		8 units @	0% @	10,111 £ per unit		
M4(3) Category 3 Housing						-
		23 units @	0% @	10,111 £ per unit		
Part L 2025/FHS						(133,470)
		30 units @		4,449 £ per unit		
Renewable Energy						-
		30 units @		0 £ per unit		
EV Charging Points - Houses						-
		27 units @		0 £ per unit		
EV Charging Points - Flats						-
		3 units @	4 flats per charger	0 £ per 4 units		
Water Efficiency						-
		30 units @		0 £ per unit		
		Sub-total				(179,190)
				5,973 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						(219,604)
		4,392,085 @		5.0%		

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Scheme Typology: **Higher Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	4,392,085 @		<b>6.5%</b>		(285,486)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	6,001,875 OMS @		<b>3.00%</b>	6,002 £ per unit	(180,056)
Residential Sales Agent Costs	6,001,875 OMS @		<b>1.00%</b>	2,001 £ per unit	(60,019)
Residential Sales Legal Costs	6,001,875 OMS @		<b>0.25%</b>	500 £ per unit	(15,005)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,836 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(18,056)
<b>Developers Profit -</b>					
Profit on OMS	6,001,875		<b>18.00%</b>		(1,080,338)
Margin on AH	1,150,545		<b>6.00%</b> on AH values		(69,033)
<b>Profit analysis:</b>		<b>7,152,420</b>		<b>16.07% blended GDV</b>	<b>(1,149,370)</b>
		<b>5,669,438</b>		<b>20.27% on costs</b>	<b>(1,149,370)</b>
<b>TOTAL COSTS</b>					<b>(6,818,808)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					333,612
SDLT	333,612 @		HMRC formula		(6,181)
Acquisition Agent fees	333,612 @		<b>1.0%</b>		(3,336)
Acquisition Legal fees	333,612 @		<b>0.5%</b>		(1,668)
Interest on Land	333,612 @		7.00%		(23,353)
Residual Land Value					<b>299,074</b>
<b>RLV analysis:</b>	<b>9,969 £ per plot</b>	<b>398,766 £ per ha (net)</b>	<b>161,378 £ per acre (net)</b>		
		<b>319,012 £ per ha (gross)</b>	<b>129,103 £ per acre (gross)</b>		
			<b>4.18% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		0.94 ha (gross)		2.32 acres (gross)	
<b>Density analysis:</b>		<b>3,940 sqm/ha (net)</b>		<b>17,164 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>277,988</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>		<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>			
Surplus/(Deficit)	<b>28,116 £ per ha (net)</b>	<b>11,378 £ per acre (net)</b>	<b>21,087</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,378	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		240,600	199,098	157,595	116,093	74,591	33,089	(8,486)
	10.00		226,587	185,785	144,984	104,182	63,381	22,579	(18,312)
	20.00		212,574	172,473	132,372	92,271	52,170	12,052	(28,138)
	30.00		198,561	159,160	119,760	80,360	40,960	1,524	(37,964)
	40.00		184,547	145,848	107,148	68,449	29,749	(9,004)	(47,789)
	50.00		170,534	132,536	94,537	56,538	18,539	(19,531)	(57,615)
	60.00		156,521	119,223	81,925	44,627	7,323	(30,059)	(67,441)
	70.00		142,508	105,911	69,313	32,716	(3,907)	(40,587)	(77,267)
	80.00		128,495	92,598	56,702	20,805	(15,136)	(51,115)	(87,093)
	90.00		114,482	79,286	44,090	8,894	(26,366)	(61,642)	(96,919)
	100.00		100,469	65,974	31,478	(3,021)	(37,595)	(72,170)	(106,745)
	110.00		86,456	52,661	18,866	(14,952)	(48,825)	(82,698)	(116,571)
	120.00		72,443	39,349	6,255	(26,884)	(60,055)	(93,226)	(126,397)
	130.00		58,430	26,036	(6,357)	(38,815)	(71,284)	(103,754)	(136,224)
	140.00		44,417	12,724	(18,979)	(50,747)	(82,514)	(114,281)	(152,008)
	150.00		30,404	(588)	(31,613)	(62,678)	(93,744)	(124,809)	(163,389)
	160.00		16,391	(13,901)	(44,246)	(74,610)	(104,973)	(135,337)	(174,771)
	170.00		2,378	(27,217)	(56,879)	(86,541)	(116,203)	(151,769)	(186,153)
	180.00		(11,635)	(40,553)	(69,513)	(98,473)	(127,433)	(163,947)	(197,535)
	190.00		(25,648)	(53,888)	(82,146)	(110,404)	(138,662)	(176,142)	(208,917)
200.00		(39,667)	(67,223)	(94,779)	(122,336)	(156,425)	(188,337)	(220,300)	
210.00		(53,704)	(80,558)	(107,413)	(134,267)	(169,407)	(200,532)	(231,682)	
220.00		(67,741)	(93,893)	(120,046)	(152,155)	(182,391)	(212,727)	(243,064)	
230.00		(81,778)	(107,229)	(132,679)	(165,949)	(195,399)	(224,923)	(254,446)	
240.00		(95,815)	(120,564)	(151,131)	(179,742)	(208,407)	(237,118)	(265,828)	
250.00		(109,852)	(133,899)	(165,736)	(193,536)	(221,415)	(249,313)	(277,211)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,378	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		347,007	307,011	267,016	226,970	186,915	146,859	106,803
	1,000		332,964	292,969	252,964	212,908	172,852	132,796	92,740
	2,000		318,922	278,927	238,902	198,846	158,790	118,734	78,678
	3,000		304,880	264,885	224,840	184,784	144,728	104,672	64,616
	4,000		290,838	250,833	210,777	170,721	130,665	90,610	50,554
	5,000		276,795	236,771	196,715	156,659	116,603	76,547	36,491
	6,000		262,753	222,709	182,653	142,597	102,541	62,485	22,409
	7,000		248,703	208,647	168,591	128,535	88,479	48,423	8,323
	8,000		234,640	194,584	154,528	114,472	74,416	34,360	(5,763)
	9,000		220,578	180,522	140,466	100,410	60,354	20,295	(19,850)
	10,000		206,516	166,460	126,404	86,348	46,292	6,209	(33,936)
	11,000		192,454	152,398	112,342	72,286	32,230	(7,878)	(48,022)
	12,000		178,391	138,335	98,279	58,223	18,167	(21,964)	(62,109)
	13,000		164,329	124,273	84,217	44,161	4,094	(36,050)	(76,195)
	14,000		150,267	110,211	70,155	30,099	(9,992)	(50,137)	(90,282)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,378	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		323,731	278,072	232,414	186,755	141,096	95,419	49,672
	17.5%		230,352	189,363	148,373	107,383	66,393	25,385	(15,693)
	20.0%		136,974	100,653	64,332	28,011	(8,310)	(44,649)	(81,059)
	22.5%		43,595	11,943	(19,709)	(51,361)	(83,013)	(114,683)	(152,415)
	25.0%		(49,784)	(76,767)	(103,750)	(130,733)	(165,470)	(196,685)	(227,982)
	27.5%		(143,162)	(174,442)	(200,238)	(226,035)	(251,831)	(277,649)	(303,549)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,378	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		261,677	221,621	181,565	141,509	101,453	61,378	21,234
	150,000		211,677	171,621	131,565	91,509	51,453	11,378	(28,766)
	200,000		161,677	121,621	81,565	41,509	1,453	(38,622)	(78,766)
	250,000		111,677	71,621	31,565	(8,491)	(48,547)	(88,622)	(128,766)
	300,000		61,677	21,621	(18,435)	(58,491)	(98,547)	(138,622)	(178,766)
	350,000		11,677	(28,379)	(68,435)	(108,491)	(148,547)	(188,622)	(228,766)
	400,000		(38,323)	(78,379)	(118,435)	(158,491)	(198,547)	(238,622)	(278,766)
	450,000		(88,323)	(128,379)	(168,435)	(208,491)	(248,547)	(288,622)	(328,766)
	500,000		(138,323)	(178,379)	(218,435)	(258,491)	(298,547)	(338,622)	(378,766)
	550,000		(188,323)	(228,379)	(268,435)	(308,491)	(348,547)	(388,622)	(428,766)
	600,000		(238,323)	(278,379)	(318,435)	(358,491)	(398,547)	(438,622)	(478,766)
	650,000		(288,323)	(328,379)	(368,435)	(408,491)	(448,547)	(488,622)	(528,766)
	700,000		(338,323)	(378,379)	(418,435)	(458,491)	(498,547)	(538,622)	(578,766)
	750,000		(388,323)	(428,379)	(468,435)	(508,491)	(548,547)	(588,622)	(628,766)
	800,000		(438,323)	(478,379)	(518,435)	(558,491)	(598,547)	(638,622)	(678,766)
	850,000		(488,323)	(528,379)	(568,435)	(608,491)	(648,547)	(688,622)	(728,766)

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **30**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,378	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		864,814	824,619	784,423	744,228	704,032	663,837	623,641
	75%		756,059	715,902	675,746	635,589	595,433	555,276	515,119
	80%		647,304	607,186	567,068	526,951	486,833	446,682	406,530
	85%		538,512	498,400	458,288	418,176	378,064	337,952	297,840
	90%		429,587	389,514	349,441	309,368	269,295	229,222	189,118
	95%		320,663	280,628	240,594	200,515	160,420	120,325	80,229
	100%		211,677	171,621	131,565	91,509	51,453	11,378	(28,766)
	105%		102,554	62,537	22,520	(17,565)	(57,671)	(97,776)	(137,924)
	110%		(6,599)	(46,665)	(86,732)	(126,798)	(176,122)	(222,576)	(269,069)
	115%		(115,949)	(163,459)	(209,836)	(256,244)	(302,688)	(349,263)	(395,934)
	120%		(243,731)	(290,094)	(336,488)	(383,018)	(429,609)	(476,338)	(523,297)
	125%		(370,471)	(416,956)	(463,465)	(510,149)	(556,985)	(604,078)	(651,620)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,378	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		281,577	241,582	201,531	161,475	121,419	81,363	41,307
	1,000		265,879	225,861	185,805	145,749	105,693	65,637	25,581
	2,000		250,181	210,135	170,079	130,023	89,967	49,911	9,828
	3,000		234,464	194,408	154,352	114,296	74,240	34,184	(5,932)
	4,000		218,738	178,682	138,626	98,570	58,514	18,454	(21,691)
	5,000		203,012	162,956	122,900	82,844	42,788	2,695	(37,450)
	6,000		187,285	147,229	107,173	67,117	27,061	(13,064)	(53,209)
	7,000		171,559	131,503	91,447	51,391	11,321	(28,823)	(68,968)
	8,000		155,832	115,777	75,721	35,665	(4,438)	(44,582)	(84,727)
	9,000		140,106	100,050	59,994	19,938	(20,197)	(60,341)	(100,486)
	10,000		124,380	84,324	44,268	4,189	(35,956)	(76,100)	(116,245)
	11,000		108,653	68,597	28,542	(11,570)	(51,715)	(91,860)	(132,033)
	12,000		92,927	52,871	12,815	(27,329)	(67,474)	(107,619)	(154,040)
	13,000		77,201	37,145	(2,944)	(43,088)	(83,233)	(123,378)	(172,301)
	14,000		61,474	21,418	(18,703)	(58,847)	(98,992)	(139,159)	(190,562)
	15,000		45,748	5,683	(34,462)	(74,606)	(114,751)	(162,279)	(208,824)
	16,000		30,022	(10,076)	(50,221)	(90,366)	(130,510)	(180,540)	(227,085)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,378	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(414,119)	(426,913)	(439,776)	(452,639)	(465,582)	(478,578)	(491,686)
	82%		(346,233)	(362,396)	(378,559)	(394,754)	(411,022)	(427,304)	(443,696)
	84%		(278,485)	(297,950)	(317,462)	(337,019)	(356,577)	(376,216)	(395,888)
	86%		(210,784)	(233,634)	(256,484)	(279,333)	(302,268)	(325,220)	(348,219)
	88%		(138,441)	(169,335)	(195,553)	(221,788)	(248,022)	(274,305)	(300,652)
	90%		(80,017)	(105,556)	(131,095)	(164,242)	(193,862)	(223,482)	(253,131)
	92%		(21,594)	(50,053)	(78,513)	(106,973)	(135,433)	(172,706)	(205,711)
	94%		36,748	5,438	(25,932)	(57,313)	(88,694)	(120,075)	(158,320)
	96%		95,058	60,833	26,608	(7,653)	(41,955)	(76,257)	(110,560)
	98%		153,367	116,227	79,086	41,946	4,784	(32,440)	(69,663)
	100%		211,677	171,621	131,565	91,509	51,453	11,378	(28,766)
	102%		269,956	227,015	184,043	141,072	98,100	55,129	12,130
104%		328,174	282,357	236,522	190,635	144,748	98,861	52,974	
106%		386,393	337,665	288,937	240,198	191,396	142,593	93,791	
108%		444,611	392,972	341,333	289,695	238,043	186,326	134,608	
110%		502,829	448,280	393,730	339,180	284,631	230,058	175,424	
112%		561,048	503,587	446,126	388,666	331,205	273,745	216,241	
114%		619,266	558,894	498,523	438,152	377,780	317,409	257,037	
116%		677,481	614,202	550,920	487,637	424,355	361,072	297,790	
118%		735,631	669,502	603,316	537,123	470,929	404,736	338,543	
120%		793,781	724,744	655,708	586,608	517,504	448,400	379,296	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,378	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		211,677	171,621	131,565	91,509	51,453	11,378	(28,766)
	10,000		211,677	178,660	145,643	112,627	79,610	46,594	13,547
	20,000		211,677	185,699	159,722	133,745	107,768	81,790	55,813
	30,000		211,677	192,739	173,801	154,863	135,925	116,987	98,049
	40,000		211,677	199,778	187,880	175,981	164,083	152,184	140,285
	50,000		211,677	206,818	201,958	197,099	192,240	187,381	182,522
	60,000		211,677	213,857	216,037	218,217	220,397	222,578	224,758
	70,000		211,677	220,896	230,116	239,335	248,553	257,775	266,960
	80,000		211,677	227,936	244,195	260,434	276,666	292,899	309,131
	90,000		211,677	234,975	258,259	281,519	304,780	328,041	351,301
	100,000		211,677	242,014	272,316	302,605	332,894	363,183	393,472

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San47** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher** No Units: **45**  
 Notes: Greenfield/Brownfield: **Greenfield**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	45 Units
AH Policy requirement (% Target)	25%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 75%
AH tenure split %	Affordable Rent: 75.0%
	Social Rent: 0.0% 75.0% % Rented
	First Homes: 25.0%
	Other Intermediate (LCHO/Sub-Market etc.): 0.0% 6.3% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	35.0%	11.8	12.4%	1.4	29%	13.2
3 bed House	40.0%	13.5	26.8%	3.0	37%	16.5
4 bed House	20.0%	6.8	20.0%	2.3	20%	9.0
5 bed House	5.0%	1.7	5.9%	0.7	5%	2.4
1 bed Flat	0.0%	0.0	22.5%	2.5	6%	2.5
2 bed Flat	0.0%	0.0	12.4%	1.4	3%	1.4
<b>Total number of units</b>	<b>100.0%</b>	<b>33.8</b>	<b>100.0%</b>	<b>11.3</b>	<b>100%</b>	<b>45.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	933	10,045	110	1,186	1,043	11,231
3 bed House	1,350	14,531	302	3,245	1,652	17,777
4 bed House	864	9,300	288	3,100	1,152	12,400
5 bed House	270	2,906	106	1,143	376	4,049
1 bed Flat	0	0	149	1,603	149	1,603
2 bed Flat	0	0	115	1,237	115	1,237
	<b>3,417</b>	<b>36,782</b>	<b>1,070</b>	<b>11,514</b>	<b>4,487</b>	<b>48,296</b>

AH % by floor area: 23.84% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	165,000	2,661	247	0
2 bed House	210,000	2,658	247	2,773,575
3 bed House	280,000	2,800	260	4,624,200
4 bed House	325,000	2,539	236	2,925,000
5 bed House	395,000	2,469	229	928,744
1 bed Flat	150,000	3,000	279	379,688
2 bed Flat	185,000	2,643	246	258,075
				<b>11,889,281</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750	75%
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500	75%
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000	75%
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750	75%
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	11.8	@	210,000	2,480,625
3 bed House	13.5	@	280,000	3,780,000
4 bed House	6.8	@	325,000	2,193,750
5 bed House	1.7	@	395,000	666,563
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	185,000	-
	33.8			9,120,938
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	1.0	@	126,000	131,828
3 bed House	2.3	@	168,000	379,890
4 bed House	1.7	@	195,000	329,063
5 bed House	0.5	@	237,000	117,982
1 bed Flat	1.9	@	90,000	170,859
2 bed Flat	1.0	@	111,000	116,134
	8.4			1,245,755
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.3	@	147,000	51,266
3 bed House	0.8	@	196,000	147,735
4 bed House	0.6	@	227,500	127,969
5 bed House	0.2	@	250,000	41,484
1 bed Flat	0.6	@	105,000	66,445
2 bed Flat	0.3	@	129,500	45,163
	2.8			480,063
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	11.3		-
<b>Sub-total GDV Residential</b>				
	<b>45</b>			<b>10,846,755</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,042,526</b>
		<b>232 £ psm (total GIA sqm)</b>	<b>23,167 £ per unit (total units)</b>	
<b>Grant</b>	11	AH units @	0 per unit	-
<b>Total GDV</b>				<b>10,846,755</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(20,790)
Planning Application Professional Fees, Surveys and reports						(60,000)
CIL						(70,531)
		3,417 sqm (Market only)		20.64 £ psm		
		0.65% % of GDV		1,567 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		9,633 per unit		(433,485)
	Sub-total					(433,485)
		385,320 £ per ha	4.00% % of GDV	9,633 £ per unit (total units)		
<b>S106 analysis:</b>						
AH Commuted Sum						-
		4,487 sqm (total)		0 £ psm		
<b>Comm. Sum analysis:</b>						
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		1.13 ha @		0 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	45 units @		0 per unit		-
	Sub-total					-
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
1 bed House						
		- sqm @		1,211 psm		-
2 bed House						
		1,043 sqm @		1,211 psm		(1,263,548)
3 bed House						
		1,652 sqm @		1,211 psm		(1,999,967)
4 bed House						
		1,152 sqm @		1,211 psm		(1,395,072)
5 bed House						
		376 sqm @		1,211 psm		(455,578)
1 bed Flat						
		149 sqm @		1,410 psm		(209,945)
2 bed Flat						
		115 sqm @		1,410 psm		(161,984)
		4,487				
Garages for 3 bed House (OMS only)						-
		14 units @	0% @	11,754 £ per garage		
Garages for 4 bed House (OMS only)						(59,505)
		7 units @	75% @	11,754 £ per garage		
Garages for 5 bed House (OMS only)						(23,802)
		2 units @	120% @	11,754 £ per garage		
<b>External works</b>						
		5,569,400 @		15.0%		(835,410)
				18,565 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(45,135)
		45 units @		1,003 £ per unit		
M4(2) Category 2 Housing						
	Aff units	11 units @	100% @	521 £ per unit		(5,861)
M4(2) Category 2 Housing						
	OMS units	34 units @	100% @	521 £ per unit		(17,584)
M4(3) Category 3 Housing						
	Aff units	11 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing						
	OMS units	34 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS						
		45 units @		4,449 £ per unit		(200,205)
Renewable Energy						
		45 units @		0 £ per unit		-
EV Charging Points - Houses						
		41 units @		0 £ per unit		-
EV Charging Points - Flats						
		4 units @	4 flats per charger	0 £ per 4 units		-
Water Efficiency						
		45 units @		0 £ per unit		-
	Sub-total					(268,785)
				5,973 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						(333,680)
		6,673,596 @		5.0%		

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **45**  
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 Notes:

<b>Professional Fees</b>	6,673,596 @		<b>6.5%</b>		(433,784)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	9,120,938	OMS @	<b>3.00%</b>	6,081 £ per unit	(273,628)
Residential Sales Agent Costs	9,120,938	OMS @	<b>1.00%</b>	2,027 £ per unit	(91,209)
Residential Sales Legal Costs	9,120,938	OMS @	<b>0.25%</b>	507 £ per unit	(22,802)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,836 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(39,086)
<b>Developers Profit -</b>					
Profit on OMS	9,120,938		<b>18.00%</b>		(1,641,769)
Margin on AH	1,725,818		<b>6.00%</b> on AH values		(103,549)
<b>Profit analysis:</b>	<b>10,846,755</b>		<b>16.09% blended GDV</b>	<b>(1,745,318)</b>	
	<b>8,562,591</b>		<b>20.38% on costs</b>	<b>(1,745,318)</b>	
<b>TOTAL COSTS</b>					<b>(10,307,908)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					538,847
SDLT	538,847 @		HMRC formula		(16,442)
Acquisition Agent fees	538,847 @		<b>1.0%</b>		(5,388)
Acquisition Legal fees	538,847 @		<b>0.5%</b>		(2,694)
Interest on Land	538,847 @		7.00%		(37,719)
Residual Land Value					<b>476,602</b>
<b>RLV analysis:</b>	<b>10,591 £ per plot</b>	<b>423,647 £ per ha (net)</b>	<b>171,447 £ per acre (net)</b>		
		<b>338,917 £ per ha (gross)</b>	<b>137,158 £ per acre (gross)</b>		
			<b>4.39% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		1.13 ha (net)		2.78 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		1.41 ha (gross)		3.47 acres (gross)	
<b>Density analysis:</b>		<b>3,988 sqm/ha (net)</b>		<b>17,374 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>416,981</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>52,997</b> £ per ha (net)		<b>21,447</b> £ per acre (net)	<b>59,621</b>



# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **45**  
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 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		21,447	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		251,307	209,822	168,335	126,848	85,286	43,706	2,051
	10.00		236,986	196,215	155,444	114,659	73,797	32,936	(8,030)
	20.00		222,662	182,607	142,552	102,452	62,309	22,139	(18,111)
	30.00		208,338	169,000	129,661	90,246	50,820	11,337	(28,192)
	40.00		194,015	155,392	116,747	78,039	39,332	536	(38,291)
	50.00		179,691	141,785	103,822	65,833	27,825	(10,265)	(48,404)
	60.00		165,367	128,169	90,898	53,626	16,303	(21,066)	(58,517)
	70.00		151,044	114,526	77,973	41,420	4,782	(31,868)	(68,630)
	80.00		136,719	100,884	65,049	29,190	(6,740)	(42,703)	(78,743)
	90.00		122,358	87,241	52,124	16,948	(18,261)	(53,538)	(88,873)
	100.00		107,998	73,599	39,196	4,707	(29,782)	(64,373)	(99,021)
	110.00		93,637	59,956	26,235	(7,534)	(41,335)	(75,209)	(109,169)
	120.00		79,277	46,314	13,273	(19,776)	(52,893)	(86,048)	(119,316)
	130.00		64,916	32,641	312	(32,022)	(64,451)	(96,920)	(129,488)
	140.00		50,556	18,959	(12,650)	(44,302)	(76,008)	(107,793)	(139,673)
	150.00		36,196	5,277	(25,611)	(56,582)	(87,571)	(118,665)	(154,203)
	160.00		21,836	(8,044)	(38,601)	(68,862)	(99,168)	(129,552)	(165,994)
	170.00		7,476	(22,086)	(51,603)	(81,142)	(110,766)	(140,465)	(177,816)
	180.00		(7,039)	(35,789)	(64,605)	(93,444)	(122,363)	(155,960)	(189,638)
	190.00		(21,441)	(49,513)	(77,608)	(105,766)	(133,981)	(168,583)	(201,484)
200.00		(35,866)	(63,238)	(90,618)	(118,088)	(145,622)	(181,250)	(213,357)	
210.00		(50,313)	(76,963)	(103,665)	(130,410)	(162,762)	(193,916)	(225,229)	
220.00		(64,760)	(90,692)	(116,712)	(142,776)	(176,239)	(206,602)	(237,154)	
230.00		(79,207)	(104,464)	(129,759)	(160,313)	(189,750)	(219,323)	(249,081)	
240.00		(93,655)	(118,236)	(142,840)	(174,611)	(203,261)	(232,044)	(261,051)	
250.00		(108,102)	(132,007)	(161,228)	(188,961)	(216,809)	(244,819)	(273,035)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		21,447	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		357,776	317,838	277,899	237,961	197,986	157,977	117,968
	1,000		343,661	303,723	263,785	223,847	183,839	143,830	103,822
	2,000		329,547	289,608	249,670	209,701	169,692	129,684	89,640
	3,000		315,432	275,494	235,556	195,555	155,546	115,537	75,457
	4,000		301,317	261,379	221,417	181,408	141,399	101,371	61,273
	5,000		287,203	247,265	207,270	167,261	127,252	87,187	47,090
	6,000		273,088	233,132	193,123	153,114	113,102	73,004	32,907
	7,000		258,974	218,985	178,976	138,967	98,918	58,821	18,695
	8,000		244,847	204,838	164,829	124,820	84,735	44,638	4,471
	9,000		230,700	190,691	150,682	110,649	70,552	30,451	(9,753)
	10,000		216,553	176,544	136,536	96,466	56,368	16,227	(23,977)
	11,000		202,406	162,398	122,380	82,283	42,185	2,003	(38,218)
	12,000		188,260	148,251	108,197	68,099	27,983	(12,221)	(52,487)
	13,000		174,113	134,104	94,013	53,916	13,759	(26,444)	(66,755)
	14,000		159,966	119,928	79,830	39,733	(464)	(40,696)	(81,024)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		21,447	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		335,270	289,585	243,900	198,167	152,393	106,591	60,711
	17.5%		240,666	199,711	158,756	117,754	76,710	35,638	(5,512)
	20.0%		146,062	109,837	73,613	37,340	1,027	(35,315)	(71,735)
	22.5%		51,458	19,964	(11,531)	(43,073)	(74,656)	(106,268)	(137,957)
	25.0%		(43,146)	(69,910)	(96,674)	(123,486)	(154,759)	(185,836)	(217,003)
	27.5%		(137,750)	(165,677)	(191,150)	(216,678)	(242,254)	(267,862)	(293,561)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		21,447	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		271,745	231,736	191,727	151,671	111,574	71,447	31,244
	150,000		221,745	181,736	141,727	101,671	61,574	21,447	(18,756)
	200,000		171,745	131,736	91,727	51,671	11,574	(28,553)	(68,756)
	250,000		121,745	81,736	41,727	1,671	(38,426)	(78,553)	(118,756)
	300,000		71,745	31,736	(8,273)	(48,329)	(88,426)	(128,553)	(168,756)
	350,000		21,745	(18,264)	(58,273)	(98,329)	(138,426)	(178,553)	(218,756)
	400,000		(28,255)	(68,264)	(108,273)	(148,329)	(188,426)	(228,553)	(268,756)
	450,000		(78,255)	(118,264)	(158,273)	(198,329)	(238,426)	(278,553)	(318,756)
	500,000		(128,255)	(168,264)	(208,273)	(248,329)	(288,426)	(328,553)	(368,756)
	550,000		(178,255)	(218,264)	(258,273)	(298,329)	(338,426)	(378,553)	(418,756)
	600,000		(228,255)	(268,264)	(308,273)	(348,329)	(388,426)	(428,553)	(468,756)
	650,000		(278,255)	(318,264)	(358,273)	(398,329)	(438,426)	(478,553)	(518,756)
	700,000		(328,255)	(368,264)	(408,273)	(448,329)	(488,426)	(528,553)	(568,756)
	750,000		(378,255)	(418,264)	(458,273)	(498,329)	(538,426)	(578,553)	(618,756)
	800,000		(428,255)	(468,264)	(508,273)	(548,329)	(588,426)	(628,553)	(668,756)
850,000		(478,255)	(518,264)	(558,273)	(598,329)	(638,426)	(678,553)	(718,756)	

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **45**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		21,447	0%	5.0%	10%	15.0%	20%	25.0%	30%
			887,733	847,143	806,553	765,963	725,374	684,784	644,194
			777,059	736,595	696,132	655,669	615,206	574,742	534,264
	Build Cost		666,285	625,929	585,573	545,217	504,861	464,505	424,149
	100%		555,410	515,181	474,944	434,678	394,412	354,147	313,881
	(105% = 5% increase)		444,369	404,231	364,092	323,953	283,773	243,581	203,388
			333,177	293,112	253,046	212,981	172,856	132,720	92,583
			221,745	181,736	141,727	101,671	61,574	21,447	(18,756)
			109,986	70,017	29,988	(10,087)	(50,249)	(90,491)	(130,882)
			(2,188)	(42,230)	(82,327)	(122,549)	(169,337)	(216,310)	(263,689)
			(115,022)	(160,421)	(207,110)	(254,131)	(301,578)	(349,703)	(398,105)
			(245,612)	(292,646)	(340,159)	(388,298)	(436,544)	(484,791)	(533,338)
			(379,431)	(427,513)	(475,605)	(523,696)	(572,141)	(620,587)	(669,034)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		21,447	0%	5.0%	10%	15.0%	20%	25.0%	30%
			292,087	252,149	212,187	172,178	132,169	92,138	52,040
		1,000	276,291	236,353	196,350	156,341	116,332	76,255	36,158
		2,000	260,495	220,522	180,513	140,504	100,470	60,373	20,262
		3,000	244,693	204,684	164,676	124,667	84,588	44,490	4,329
		4,000	228,856	188,847	148,838	108,802	68,705	28,601	(11,603)
	Part L 2025/FHS	5,000	213,019	173,010	133,001	92,920	52,822	12,669	(27,535)
	4,449	6,000	197,182	157,173	117,135	77,037	36,940	(3,264)	(43,507)
		7,000	181,345	141,336	101,252	61,155	21,008	(19,196)	(59,494)
		8,000	165,507	125,467	85,369	45,272	5,076	(35,152)	(75,480)
		9,000	149,670	109,584	69,487	29,347	(10,857)	(51,138)	(91,508)
		10,000	133,799	93,702	53,604	13,415	(26,796)	(67,124)	(107,552)
		11,000	117,916	77,819	37,687	(2,517)	(42,782)	(83,126)	(123,618)
		12,000	102,034	61,936	21,754	(18,450)	(58,769)	(99,171)	(139,726)
		13,000	86,151	46,026	5,822	(34,427)	(74,755)	(115,215)	(161,131)
		14,000	70,269	30,094	(10,110)	(50,413)	(90,789)	(131,309)	(179,829)
		15,000	54,365	14,161	(26,071)	(66,399)	(106,834)	(151,379)	(198,565)
		16,000	38,433	(1,771)	(42,057)	(82,408)	(122,892)	(170,047)	(217,346)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		21,447	0%	5.0%	10%	15.0%	20%	25.0%	30%
			(422,812)	(435,544)	(448,276)	(461,048)	(473,911)	(486,775)	(499,639)
		82%	(350,541)	(366,886)	(383,232)	(399,578)	(415,923)	(432,269)	(448,731)
		84%	(278,991)	(298,534)	(318,240)	(338,147)	(358,106)	(378,066)	(398,025)
		86%	(208,440)	(231,216)	(254,096)	(277,119)	(300,361)	(323,862)	(347,435)
		88%	(136,311)	(164,588)	(190,736)	(216,984)	(243,374)	(269,966)	(296,849)
		90%	(76,195)	(101,619)	(127,074)	(157,397)	(187,039)	(216,821)	(246,827)
		92%	(16,328)	(44,655)	(73,005)	(101,423)	(129,903)	(164,178)	(197,393)
		94%	43,370	12,121	(19,128)	(50,449)	(81,793)	(113,247)	(144,799)
		96%	102,910	68,765	34,601	367	(33,881)	(68,220)	(102,631)
		98%	162,371	125,316	88,194	51,073	13,892	(23,327)	(60,636)
		100%	221,745	181,736	141,727	101,671	61,574	21,447	(18,756)
		102%	281,051	238,142	195,164	152,187	109,195	66,121	23,033
		104%	340,293	294,430	248,568	202,655	156,709	110,762	64,716
		106%	399,534	350,710	301,885	253,061	204,208	155,293	106,378
		108%	458,666	406,956	355,202	303,416	251,630	199,824	147,940
		110%	517,794	463,127	408,460	353,771	299,023	244,274	189,502
		112%	576,921	519,298	461,675	404,052	346,416	288,705	230,995
		114%	636,013	575,469	514,890	454,310	393,731	333,136	272,464
		116%	695,045	631,583	568,104	504,568	441,033	377,497	313,932
		118%	754,078	687,664	621,250	554,827	488,334	421,842	355,350
		120%	813,110	743,745	674,379	605,014	535,636	466,188	396,739

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		21,447	0%	5.0%	10%	15.0%	20%	25.0%	30%
			221,745	181,736	141,727	101,671	61,574	21,447	(18,756)
		10,000	221,745	188,820	155,894	122,969	89,981	56,986	23,977
		20,000	221,745	195,903	170,061	144,219	118,377	92,495	66,601
		30,000	221,745	202,987	184,228	165,469	146,711	127,952	109,193
		40,000	221,745	210,070	198,395	186,720	175,044	163,369	151,694
		50,000	221,745	217,153	212,562	207,970	203,378	198,786	194,188
		60,000	221,745	224,237	226,728	229,199	231,663	234,126	236,589
		70,000	221,745	231,320	240,870	250,400	259,930	269,460	278,990
		80,000	221,745	238,404	255,004	271,601	288,197	304,794	321,352
		90,000	221,745	245,474	269,138	292,801	316,465	340,080	363,665
		100,000	221,745	252,541	283,271	314,002	344,704	375,341	405,978

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San48** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher** No Units: **80**  
 Notes: Greenfield/Brownfield: **Greenfield**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		80 Units						
AH Policy requirement (% Target)		25%						
Open Market Sale (OMS) housing		75%						
AH tenure split %		75.0% Rented						
Open Market Sale (OMS)		75.0%						
Affordable Rent:		0.0%						
Social Rent:		25.0%						
First Homes:		0.0%						
Other Intermediate (LCHO/Sub-Market etc.):		6.3% % of total (>10% First Homes PPG 023)						
		100.0% 100.0%						
CIL Rate (£ psm)		20.64 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	20.0%	12.0	12.4%	2.5	18%	14.5		
3 bed House	40.0%	24.0	26.8%	5.4	37%	29.4		
4 bed House	20.0%	12.0	20.0%	4.0	20%	16.0		
5 bed House	5.0%	3.0	5.9%	1.2	5%	4.2		
1 bed Flat	10.0%	6.0	22.5%	4.5	13%	10.5		
2 bed Flat	5.0%	3.0	12.4%	2.5	7%	5.5		
Total number of units	100.0%	60.0	100.0%	20.0	100%	80.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>			
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	100.0	1,076		100.0	1,076			
4 bed House	128.0	1,378		128.0	1,378			
5 bed House	160.0	1,722		160.0	1,722			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	0	0	0	0	0	0		
2 bed House	948	10,204	196	2,109	1,144	12,313		
3 bed House	2,400	25,833	536	5,769	2,936	31,603		
4 bed House	1,536	16,533	512	5,511	2,048	22,044		
5 bed House	480	5,167	189	2,032	669	7,199		
1 bed Flat	353	3,799	265	2,849	618	6,648		
2 bed Flat	247	2,659	204	2,198	451	4,858		
	5,964	64,196	1,902	20,469	7,866	84,665		
<b>AH % by floor area:</b>		<b>24.18% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	165,000	2,661	247	0				
2 bed House	210,000	2,658	247	3,040,800				
3 bed House	280,000	2,800	260	8,220,800				
4 bed House	325,000	2,539	236	5,200,000				
5 bed House	395,000	2,469	229	1,651,100				
1 bed Flat	150,000	3,000	279	1,575,000				
2 bed Flat	185,000	2,643	246	1,013,800				
				20,701,500				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	107,250	65%	82,500	50%	115,500	70%	123,750	75%
2 bed House	136,500	65%	105,000	50%	147,000	70%	157,500	75%
3 bed House	182,000	65%	140,000	50%	196,000	70%	210,000	75%
4 bed House	211,250	65%	162,500	50%	227,500	70%	243,750	75%
5 bed House	256,750	65%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	97,500	65%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	120,250	65%	92,500	50%	129,500	70%	138,750	75%
					* capped @£250K			

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	12.0	@	210,000	2,520,000
3 bed House	24.0	@	280,000	6,720,000
4 bed House	12.0	@	325,000	3,900,000
5 bed House	3.0	@	395,000	1,185,000
1 bed Flat	6.0	@	150,000	900,000
2 bed Flat	3.0	@	185,000	555,000
	60.0			15,780,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	107,250	-
2 bed House	1.9	@	136,500	253,890
3 bed House	4.0	@	182,000	731,640
4 bed House	3.0	@	211,250	633,750
5 bed House	0.9	@	256,750	227,224
1 bed Flat	3.4	@	97,500	329,063
2 bed Flat	1.9	@	120,250	223,665
	15.0			2,399,231
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	0.6	@	147,000	91,140
3 bed House	1.3	@	196,000	262,640
4 bed House	1.0	@	227,500	227,500
5 bed House	0.3	@	250,000	73,750
1 bed Flat	1.1	@	105,000	118,125
2 bed Flat	0.6	@	129,500	80,290
	5.0			853,445
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	20.0		-
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>19,032,676</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,668,824</b>
		<b>212 £ psm (total GIA sqm)</b>	<b>20,860 £ per unit (total units)</b>	
<b>Grant</b>				
	20	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>19,032,676</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(26,999)
Planning Application Professional Fees, Surveys and reports					(80,000)
CIL					(123,097)
<b>CIL analysis:</b>		5,964 sqm (Market only)	20.64 £ psm		
		0.65% % of GDV	1,539 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	9,633 per unit		(770,640)
	Sub-total				(770,640)
<b>S106 analysis:</b>		385,320 £ per ha	4.05% % of GDV	9,633 £ per unit (total units)	
<b>Comm. Sum analysis:</b>			7,866 sqm (total)	0 £ psm	
			0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					-
		2.00 ha @		£ per ha (if brownfield)	
<b>Site Infrastructure costs -</b>					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	80 units @	0 per unit		-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm		-
2 bed House		1,144 sqm @	1,211 psm		(1,385,287)
3 bed House		2,936 sqm @	1,211 psm		(3,555,496)
4 bed House		2,048 sqm @	1,211 psm		(2,480,128)
5 bed House		669 sqm @	1,211 psm		(809,917)
1 bed Flat		618 sqm @	1,410 psm		(870,882)
2 bed Flat		451 sqm @	1,410 psm		(636,325)
Garages for 3 bed House	(OMS only)	24 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	12 units @	75% @	11,754 £ per garage	(105,786)
Garages for 5 bed House	(OMS only)	3 units @	120% @	11,754 £ per garage	(42,314)
External works					(1,482,920)
<b>Ext. Works analysis:</b>		9,886,135 @	15.0%	18,537 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					(80,240)
M4(2) Category 2 Housing	Aff units	20 units @	100% @	521 £ per unit	(10,420)
M4(2) Category 2 Housing	OMS units	60 units @	100% @	521 £ per unit	(31,260)
M4(3) Category 3 Housing	Aff units	20 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	60 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		80 units @		4,449 £ per unit	(355,920)
Renewable Energy		80 units @		0 £ per unit	-
EV Charging Points - Houses		64 units @		0 £ per unit	-
EV Charging Points - Flats		16 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		80 units @		0 £ per unit	-
	Sub-total				(477,840)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)	
Contingency (on construction)					(592,345)
		11,846,896 @	5.0%		

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Scheme Typology: **Higher Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**

Notes:

<b>Professional Fees</b>	11,846,896 @	6.5%		(770,048)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	15,780,000 OMS @	3.00%	5,918 £ per unit	(473,400)
Residential Sales Agent Costs	15,780,000 OMS @	1.00%	1,973 £ per unit	(157,800)
Residential Sales Legal Costs	15,780,000 OMS @	0.25%	493 £ per unit	(39,450)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>8,508 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(65,988)
<b>Developers Profit -</b>				
Profit on OMS	15,780,000	18.00%		(2,840,400)
Margin on AH	3,252,676	6.00% on AH values		(195,161)
<b>Profit analysis:</b>	<b>19,032,676</b>	<b>15.95% blended GDV</b>	<b>(3,035,561)</b>	
	<b>15,056,662</b>	<b>20.16% on costs</b>	<b>(3,035,561)</b>	
<b>TOTAL COSTS</b>				<b>(18,092,223)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				940,453
SDLT	940,453 @	HMRC formula		(36,523)
Acquisition Agent fees	940,453 @	1.0%		(9,405)
Acquisition Legal fees	940,453 @	0.5%		(4,702)
Interest on Land	940,453 @	7.00%		(65,832)
<b>Residual Land Value</b>				<b>823,992</b>
<b>RLV analysis:</b>	<b>10,300 £ per plot</b>	<b>411,996 £ per ha (net)</b>	<b>166,733 £ per acre (net)</b>	
		<b>329,597 £ per ha (gross)</b>	<b>133,386 £ per acre (gross)</b>	
			<b>4.33% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	2.00 ha (net)		4.94 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	2.50 ha (gross)		6.18 acres (gross)	
<b>Density analysis:</b>	<b>3,933 sqm/ha (net)</b>	<b>17,132 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	741,300
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>41,346 £ per ha (net)</b>	<b>16,733 £ per acre (net)</b>	<b>82,692</b>

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Scheme Typology: **Higher Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	16,733	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0.00	196,703	165,118	133,534	101,904	70,254	38,604	6,888
	10.00	182,641	151,760	120,865	89,920	58,975	28,015	(3,009)
CL £ psm	20.00	168,579	138,401	108,177	77,937	47,697	17,411	(12,906)
20.64	30.00	154,517	125,024	95,489	65,954	36,417	6,807	(22,803)
	40.00	140,455	111,631	82,800	53,970	25,107	(3,797)	(32,712)
	50.00	126,363	98,237	70,112	41,987	13,796	(14,401)	(42,640)
	60.00	112,265	84,844	57,424	29,974	2,485	(25,004)	(52,569)
	70.00	98,166	71,451	44,735	17,957	(8,826)	(35,633)	(62,497)
	80.00	84,068	58,058	32,014	5,939	(20,137)	(46,271)	(72,425)
	90.00	69,970	44,658	19,290	(6,079)	(31,463)	(56,908)	(82,368)
	100.00	55,872	31,227	6,565	(18,097)	(42,810)	(67,545)	(92,330)
	110.00	41,750	17,795	(6,160)	(30,130)	(54,156)	(78,183)	(102,293)
	120.00	27,611	4,363	(18,885)	(42,185)	(65,503)	(88,855)	(112,255)
	130.00	13,473	(9,068)	(31,632)	(54,241)	(76,849)	(99,529)	(122,236)
	140.00	(666)	(22,500)	(44,397)	(66,296)	(88,226)	(110,203)	(132,235)
	150.00	(14,805)	(35,972)	(57,162)	(78,352)	(99,611)	(120,881)	(142,234)
	160.00	(28,965)	(49,446)	(69,927)	(90,443)	(110,997)	(131,595)	(155,044)
	170.00	(43,148)	(62,920)	(82,698)	(102,540)	(122,384)	(142,308)	(166,650)
	180.00	(57,331)	(76,394)	(95,507)	(114,637)	(133,812)	(155,950)	(178,256)
	190.00	(71,514)	(89,896)	(108,315)	(126,744)	(145,240)	(168,377)	(189,871)
	200.00	(85,709)	(103,416)	(121,124)	(138,886)	(160,164)	(180,812)	(201,527)
	210.00	(99,941)	(116,937)	(133,960)	(153,644)	(173,420)	(193,248)	(213,183)
	220.00	(114,173)	(130,463)	(146,816)	(167,687)	(186,685)	(205,736)	(224,872)
	230.00	(128,405)	(144,034)	(163,639)	(181,780)	(199,953)	(218,224)	(236,581)
	240.00	(142,679)	(161,247)	(178,533)	(195,873)	(213,274)	(230,741)	(248,310)
	250.00	(160,507)	(176,944)	(193,455)	(209,990)	(226,595)	(243,287)	(260,076)

**TABLE 2**

Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	16,733	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-	303,827	273,741	243,655	213,556	183,423	153,290	123,157
	1,000	289,712	259,626	229,541	199,409	169,277	139,144	109,011
Site Specific S106	2,000	275,598	245,512	215,396	185,263	155,130	124,997	94,846
9,633	3,000	261,483	231,382	201,249	171,116	140,983	110,850	80,663
	4,000	247,368	217,235	187,102	156,969	126,836	96,675	66,480
	5,000	233,221	203,088	172,955	142,822	112,686	82,491	52,296
	6,000	219,074	188,941	158,808	128,675	98,503	68,308	38,113
	7,000	204,927	174,794	144,661	114,515	84,320	54,125	23,912
	8,000	190,781	160,648	130,515	100,331	70,136	39,941	9,688
	9,000	176,634	146,501	116,343	86,148	55,953	25,736	(4,536)
	10,000	162,487	132,354	102,160	71,965	41,770	11,512	(18,759)
	11,000	148,340	118,171	87,976	57,782	27,560	(2,712)	(32,997)
	12,000	134,183	103,988	73,793	43,598	13,336	(16,935)	(47,265)
	13,000	120,000	89,805	59,610	29,384	(887)	(31,170)	(61,534)
	14,000	105,817	75,622	45,427	15,160	(15,111)	(45,439)	(75,803)

**TABLE 3**

Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	16,733	0%	5.0%	10%	15.0%	20%	25.0%	30%
	15.0%	278,158	242,501	206,796	171,077	135,358	99,592	63,796
	17.5%	186,092	155,038	123,937	92,821	61,706	30,542	(650)
Profit	20.0%	94,026	67,576	41,078	14,565	(11,947)	(38,507)	(65,096)
18.0%	22.5%	1,960	(19,887)	(41,782)	(63,691)	(85,600)	(107,557)	(129,542)
	25.0%	(90,106)	(107,350)	(124,641)	(141,947)	(163,153)	(183,215)	(203,310)
	27.5%	(189,649)	(204,262)	(218,931)	(233,616)	(248,301)	(263,041)	(277,814)

**TABLE 4**

Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	16,733	0%	5.0%	10%	15.0%	20%	25.0%	30%
	100,000	217,679	187,546	157,365	127,170	96,975	66,733	36,461
	150,000	167,679	137,546	107,365	77,170	46,975	16,733	(13,539)
BLV (£ per acre)	200,000	117,679	87,546	57,365	27,170	(3,025)	(33,267)	(63,539)
150,000	250,000	67,679	37,546	7,365	(22,830)	(53,025)	(83,267)	(113,539)
	300,000	17,679	(12,454)	(42,635)	(72,830)	(103,025)	(133,267)	(163,539)
	350,000	(32,321)	(62,454)	(92,635)	(122,830)	(153,025)	(183,267)	(213,539)
	400,000	(82,321)	(112,454)	(142,635)	(172,830)	(203,025)	(233,267)	(263,539)
	450,000	(132,321)	(162,454)	(192,635)	(222,830)	(253,025)	(283,267)	(313,539)
	500,000	(182,321)	(212,454)	(242,635)	(272,830)	(303,025)	(333,267)	(363,539)
	550,000	(232,321)	(262,454)	(292,635)	(322,830)	(353,025)	(383,267)	(413,539)
	600,000	(282,321)	(312,454)	(342,635)	(372,830)	(403,025)	(433,267)	(463,539)
	650,000	(332,321)	(362,454)	(392,635)	(422,830)	(453,025)	(483,267)	(513,539)
	700,000	(382,321)	(412,454)	(442,635)	(472,830)	(503,025)	(533,267)	(563,539)
	750,000	(432,321)	(462,454)	(492,635)	(522,830)	(553,025)	(583,267)	(613,539)
	800,000	(482,321)	(512,454)	(542,635)	(572,830)	(603,025)	(633,267)	(663,539)
	850,000	(532,321)	(562,454)	(592,635)	(622,830)	(653,025)	(683,267)	(713,539)



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Scheme Typology: **Higher Value Greenfield** No Units: **80**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		16,733	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		832,636	801,913	771,191	740,468	709,746	679,023	648,300
	75%		722,188	691,581	660,973	630,366	599,758	569,151	538,544
	80%		611,593	581,097	550,600	520,104	489,607	459,110	428,614
	85%		500,939	470,539	440,139	409,740	379,340	348,940	318,540
	90%		390,060	359,776	329,491	299,187	268,870	238,552	208,235
	95%		279,001	248,799	218,597	188,360	158,111	127,862	97,613
	100%		167,679	137,546	107,365	77,170	46,975	16,733	(13,539)
	105%		55,994	25,839	(4,316)	(34,526)	(64,773)	(95,099)	(125,503)
	110%		(56,265)	(86,458)	(116,698)	(147,054)	(184,274)	(219,677)	(255,370)
	115%		(174,831)	(209,972)	(245,303)	(280,878)	(316,803)	(353,159)	(389,584)
	120%		(307,220)	(343,001)	(379,187)	(415,471)	(451,755)	(488,052)	(524,619)
	125%		(442,206)	(478,349)	(514,491)	(550,846)	(587,271)	(623,695)	(660,120)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		16,733	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		238,138	208,005	177,872	147,739	117,607	87,442	57,247
	1,000		222,301	192,168	162,035	131,902	101,754	71,559	41,364
	2,000		206,464	176,331	146,198	116,065	85,872	55,677	25,479
	3,000		190,627	160,494	130,361	100,184	69,989	39,794	9,547
	4,000		174,790	144,657	114,496	84,301	54,106	23,886	(6,386)
	5,000		158,952	128,809	98,614	68,419	38,224	7,954	(22,318)
	6,000		143,115	112,926	82,731	52,536	22,293	(7,978)	(38,286)
	7,000		127,238	97,044	66,849	36,633	6,361	(23,911)	(54,272)
	8,000		111,356	81,161	50,966	20,701	(9,571)	(39,895)	(70,258)
	9,000		95,473	65,278	35,040	4,768	(25,518)	(55,881)	(86,289)
	10,000		79,591	49,380	19,108	(11,164)	(41,504)	(71,867)	(102,333)
	11,000		63,708	33,448	3,176	(27,126)	(57,490)	(87,907)	(118,401)
	12,000		47,787	17,515	(12,757)	(43,113)	(73,482)	(103,952)	(134,509)
	13,000		31,855	1,583	(28,735)	(59,099)	(89,526)	(120,023)	(153,191)
	14,000		15,923	(14,358)	(44,722)	(75,100)	(105,571)	(136,131)	(171,890)
	15,000		(10)	(30,344)	(60,708)	(91,145)	(121,646)	(155,063)	(190,626)
	16,000		(15,967)	(46,330)	(76,719)	(107,189)	(137,753)	(173,761)	(209,407)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		16,733	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(467,595)	(469,306)	(471,053)	(472,801)	(474,549)	(476,296)	(478,044)
	82%		(397,263)	(402,463)	(407,662)	(412,862)	(418,062)	(423,262)	(428,501)
	84%		(326,983)	(335,647)	(344,363)	(353,080)	(361,796)	(370,513)	(379,230)
	86%		(257,619)	(269,487)	(281,408)	(293,414)	(305,530)	(317,764)	(329,997)
	88%		(189,110)	(204,212)	(219,374)	(234,599)	(249,892)	(265,288)	(280,817)
	90%		(122,901)	(138,814)	(157,922)	(176,405)	(194,926)	(213,518)	(232,219)
	92%		(64,444)	(83,177)	(101,950)	(120,735)	(139,584)	(162,256)	(184,170)
	94%		(6,200)	(27,782)	(49,403)	(71,024)	(92,703)	(114,400)	(136,183)
	96%		51,895	27,435	2,973	(21,489)	(46,018)	(70,553)	(95,155)
	98%		109,825	82,527	55,228	27,894	527	(26,840)	(54,290)
	100%		167,679	137,546	107,365	77,170	46,975	16,733	(13,539)
	102%		225,460	192,438	159,416	126,394	93,319	60,227	27,129
104%		283,165	247,314	211,419	175,508	139,597	103,675	67,687	
106%		340,817	302,084	263,350	224,617	185,822	147,022	108,222	
108%		398,466	356,853	315,237	273,621	232,005	190,358	148,669	
110%		456,007	411,569	367,124	322,625	278,126	233,628	189,116	
112%		513,548	466,233	418,917	371,602	324,248	276,866	229,485	
114%		571,089	520,897	470,704	420,512	370,319	320,105	269,842	
116%		628,590	575,561	522,491	469,422	416,352	363,283	310,198	
118%		686,039	630,152	574,264	518,332	462,385	406,439	350,492	
120%		743,488	684,728	625,968	567,209	508,418	449,594	390,771	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		16,733	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		167,679	137,546	107,365	77,170	46,975	16,733	(13,539)
	10,000		167,679	144,629	121,569	98,476	75,383	52,289	29,194
	20,000		167,679	151,713	135,746	119,790	103,790	87,799	71,808
	30,000		167,679	158,796	149,913	141,031	132,148	123,265	114,382
	40,000		167,679	165,879	164,080	162,281	160,482	158,682	156,883
	50,000		167,679	172,963	178,247	183,531	188,815	194,099	199,353
	60,000		167,679	180,046	192,414	204,781	217,123	229,439	241,754
	70,000		167,679	187,130	206,581	226,008	245,391	264,773	284,155
	80,000		167,679	194,213	220,747	247,209	273,658	300,107	326,487
	90,000		167,679	201,297	234,893	268,409	301,925	335,384	368,800
	100,000		167,679	208,380	249,027	289,610	330,176	370,645	411,113

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San49** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Location / Value Zone: Higher Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **150**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	150 Units
AH Policy requirement (% Target)	25%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 75%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented
	6.3% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	22.5	12.4%	4.7	18%	27.2
3 bed House	40.0%	45.0	26.8%	10.1	37%	55.1
4 bed House	20.0%	22.5	20.0%	7.5	20%	30.0
5 bed House	5.0%	5.6	5.9%	2.2	5%	7.8
1 bed Flat	10.0%	11.3	22.5%	8.4	13%	19.7
2 bed Flat	5.0%	5.6	12.4%	4.7	7%	10.3
<b>Total number of units</b>	<b>100.0%</b>	<b>112.5</b>	<b>100.0%</b>	<b>37.5</b>	<b>100%</b>	<b>150.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,778	19,133	367	3,954	2,145	23,087
3 bed House	4,500	48,438	1,005	10,818	5,505	59,255
4 bed House	2,880	31,000	960	10,333	3,840	41,333
5 bed House	900	9,688	354	3,810	1,254	13,498
1 bed Flat	662	7,123	496	5,342	1,158	12,466
2 bed Flat	463	4,986	383	4,122	846	9,108
	<b>11,183</b>	<b>120,367</b>	<b>3,566</b>	<b>38,380</b>	<b>14,748</b>	<b>158,747</b>

AH % by floor area: 24.18% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	165,000	2,661	247	0
2 bed House	210,000	2,658	247	5,701,500
3 bed House	280,000	2,800	260	15,414,000
4 bed House	325,000	2,539	236	9,750,000
5 bed House	395,000	2,469	229	3,095,813
1 bed Flat	150,000	3,000	279	2,953,125
2 bed Flat	185,000	2,643	246	1,900,875
				<b>38,815,313</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750	75%
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500	75%
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000	75%
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750	75%
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750	75%

\* capped @£250K

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	22.5	@	210,000	4,725,000
3 bed House	45.0	@	280,000	12,600,000
4 bed House	22.5	@	325,000	7,312,500
5 bed House	5.6	@	395,000	2,221,875
1 bed Flat	11.3	@	150,000	1,687,500
2 bed Flat	5.6	@	185,000	1,040,625
	112.5			29,587,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	3.5	@	126,000	439,425
3 bed House	7.5	@	168,000	1,266,300
4 bed House	5.6	@	195,000	1,096,875
5 bed House	1.7	@	237,000	393,272
1 bed Flat	6.3	@	90,000	569,531
2 bed Flat	3.5	@	111,000	387,113
	28.1			4,152,516
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.2	@	147,000	170,888
3 bed House	2.5	@	196,000	492,450
4 bed House	1.9	@	227,500	426,563
5 bed House	0.6	@	250,000	138,281
1 bed Flat	2.1	@	105,000	221,484
2 bed Flat	1.2	@	129,500	150,544
	9.4			1,600,209
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	37.5		-
<b>Sub-total GDV Residential</b>				<b>35,340,225</b>
<b>AH on-site cost analysis:</b>				
			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>3,475,088</b>
			236 £ psm (total GIA sqm)	23,167 £ per unit (total units)
<b>Grant</b>				
		38 AH units @	0 per unit	-
<b>Total GDV</b>				<b>35,340,225</b>

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(36,659)
Planning Application Professional Fees, Surveys and reports						(110,000)
CIL						(230,807)
<b>CIL analysis:</b>		11,183 sqm (Market only)	20.64 £ psm			
		0.65% % of GDV	1,539 £ per unit (total units)			
<b>Site Specific S106 Contributions</b>						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		150 units @		9,633 per unit		(1,444,950)
<b>S106 analysis:</b>		385,320 £ per ha	4.09% % of GDV	9,633 £ per unit (total units)		(1,444,950)
<b>Comm. Sum analysis:</b>			14,748 sqm (total)	0 £ psm		-
<b>Comm. Sum analysis:</b>			0.00% % of GDV			-
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						3.75 ha @
						0 £ per ha (if brownfield)
<b>Site Infrastructure costs -</b>						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		150 units @		0 per unit		-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		-
<b>1 bed House</b>						
						- sqm @
						1,211 psm
						-
<b>2 bed House</b>						
						2,145 sqm @
						1,211 psm
						(2,597,413)
<b>3 bed House</b>						
						5,505 sqm @
						1,211 psm
						(6,666,555)
<b>4 bed House</b>						
						3,840 sqm @
						1,211 psm
						(4,650,240)
<b>5 bed House</b>						
						1,254 sqm @
						1,211 psm
						(1,518,594)
<b>1 bed Flat</b>						
						1,158 sqm @
						1,410 psm
						(1,632,904)
<b>2 bed Flat</b>						
						14,748 846 sqm @
						1,410 psm
						(1,193,109)
Garages for 3 bed House (OMS only)						45 units @
						0% @
						11,754 £ per garage
						-
Garages for 4 bed House (OMS only)						23 units @
						75% @
						11,754 £ per garage
						(198,349)
Garages for 5 bed House (OMS only)						6 units @
						120% @
						11,754 £ per garage
						(79,340)
<b>External works</b>						18,536,504 @
						15.0%
						(2,780,476)
<b>Ext. Works analysis:</b>				18,537 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs						150 units @
						1,003 £ per unit
						(150,450)
M4(2) Category 2 Housing	Aff units	38 units @	100% @	521 £ per unit		(19,538)
M4(2) Category 2 Housing	OMS units	113 units @	100% @	521 £ per unit		(58,613)
M4(3) Category 3 Housing	Aff units	38 units @	0% @	10,111 £ per unit		-
M4(3) Category 3 Housing	OMS units	113 units @	0% @	10,111 £ per unit		-
Part L 2025/FHS						150 units @
						4,449 £ per unit
						(667,350)
Renewable Energy						150 units @
						0 £ per unit
						-
EV Charging Points - Houses						120 units @
						0 £ per unit
						-
EV Charging Points - Flats						30 units @
						4 flats per charger
						0 £ per 4 units
						-
Water Efficiency						150 units @
						0 £ per unit
						-
<b>Sub-total</b>						(895,950)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		
<b>Contingency (on construction)</b>						22,212,929 @
						5.0%
						(1,110,646)

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	22,212,929 @	6.5%		(1,443,840)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	29,587,500 OMS @	3.00%	5,918 £ per unit	(887,625)
Residential Sales Agent Costs	29,587,500 OMS @	1.00%	1,973 £ per unit	(295,875)
Residential Sales Legal Costs	29,587,500 OMS @	0.25%	493 £ per unit	(73,969)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs				(100,000)
<b>Disposal Cost analysis:</b>			<b>8,450 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(88,446)
<b>Developers Profit -</b>				
Profit on OMS	29,587,500	18.00%		(5,325,750)
Margin on AH	5,752,725	6.00% on AH values		(345,164)
<b>Profit analysis:</b>	<b>35,340,225</b>	<b>16.05% blended GDV</b>	<b>(5,670,914)</b>	
	<b>28,045,747</b>	<b>20.22% on costs</b>	<b>(5,670,914)</b>	
<b>TOTAL COSTS</b>				<b>(33,716,661)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				1,623,564
SDLT	1,623,564 @	HMRC formula		(70,678)
Acquisition Agent fees	1,623,564 @	1.0%		(16,236)
Acquisition Legal fees	1,623,564 @	0.5%		(8,118)
Interest on Land	1,623,564 @	7.00%		(113,649)
Residual Land Value				<b>1,414,883</b>
<b>RLV analysis:</b>	<b>9,433 £ per plot</b>	<b>377,302 £ per ha (net)</b>	<b>152,692 £ per acre (net)</b>	
		<b>301,842 £ per ha (gross)</b>	<b>122,154 £ per acre (gross)</b>	
			<b>4.00% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	40.0 dph (net)			
Site Area (net)	3.75 ha (net)		9.27 acres (net)	
Net to Gross ratio	80%			
Site Area (gross)	4.69 ha (gross)		11.58 acres (gross)	
<b>Density analysis:</b>	<b>3,933 sqm/ha (net)</b>	<b>17,132 sqft/ac (net)</b>		
	<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	150,000 £ per acre (net)	<b>1,389,938</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>			
Surplus/(Deficit)	6,652 £ per ha (net)	2,692 £ per acre (net)	<b>24,946</b>

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Scheme Typology: **Higher Value Greenfield**      No Units: **150**  
 Site Typology: Location / Value Zone: **Higher**      Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		2,692	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		213,288	175,567	137,837	100,061	62,285	24,458	(13,390)
	10.00		199,277	162,257	125,206	88,132	51,052	13,912	(23,252)
	20.00		185,266	148,946	112,575	76,203	39,804	3,367	(33,115)
	30.00		171,255	135,616	99,945	64,273	28,555	(7,178)	(42,977)
	40.00		157,244	122,283	87,314	52,338	17,307	(17,737)	(52,840)
	50.00		143,218	108,950	74,683	40,386	6,059	(28,304)	(62,704)
	60.00		129,183	95,618	62,052	28,435	(5,190)	(38,871)	(72,588)
	70.00		115,149	82,285	49,405	16,484	(16,448)	(49,437)	(82,473)
	80.00		101,115	68,952	36,751	4,532	(27,719)	(60,004)	(92,357)
	90.00		87,080	55,612	24,096	(7,419)	(38,991)	(70,585)	(102,241)
	100.00		73,046	42,255	11,442	(19,386)	(50,262)	(81,176)	(112,142)
	110.00		59,007	28,897	(1,212)	(31,362)	(61,533)	(91,766)	(122,051)
	120.00		44,946	15,540	(13,870)	(43,337)	(72,819)	(102,357)	(131,959)
	130.00		30,886	2,182	(26,550)	(55,313)	(84,116)	(112,957)	(141,867)
	140.00		16,825	(11,175)	(39,231)	(67,289)	(95,412)	(123,573)	(153,391)
	150.00		2,765	(24,557)	(51,911)	(79,289)	(106,708)	(134,189)	(164,876)
	160.00		(11,296)	(37,942)	(64,591)	(91,291)	(118,018)	(144,805)	(176,360)
170.00		(25,382)	(51,326)	(77,286)	(103,294)	(129,341)	(157,601)	(187,867)	
180.00		(39,471)	(64,711)	(89,995)	(115,296)	(140,665)	(169,906)	(199,383)	
190.00		(53,560)	(78,108)	(102,703)	(127,325)	(153,609)	(182,211)	(210,900)	
200.00		(67,649)	(91,522)	(115,412)	(139,357)	(166,733)	(194,536)	(222,446)	
210.00		(81,753)	(104,937)	(128,139)	(152,915)	(179,858)	(206,875)	(233,997)	
220.00		(95,874)	(118,351)	(140,879)	(166,841)	(192,983)	(219,215)	(245,560)	
230.00		(109,994)	(131,785)	(155,493)	(180,787)	(206,141)	(231,585)	(257,148)	
240.00		(124,115)	(145,232)	(170,231)	(194,732)	(219,303)	(243,961)	(268,739)	
250.00		(138,261)	(161,343)	(184,997)	(208,697)	(232,474)	(256,354)	(280,366)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		2,692	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		320,072	283,839	247,602	211,327	175,052	138,777	102,465
	1,000		305,997	269,764	233,507	197,232	160,956	124,674	88,346
	2,000		291,923	255,686	219,411	183,136	146,861	110,555	74,227
	3,000		277,848	241,591	205,315	169,040	132,763	96,436	60,108
	4,000		263,770	227,495	191,220	154,945	118,644	82,316	45,981
	5,000		249,674	213,399	177,124	140,849	104,525	68,197	31,836
	6,000		235,579	199,304	163,029	126,734	90,406	54,078	17,690
	7,000		221,483	185,208	148,933	112,615	76,287	39,937	3,545
	8,000		207,388	171,113	134,824	98,496	62,168	25,791	(10,600)
	9,000		193,292	157,017	120,704	84,377	48,038	11,646	(24,774)
	10,000		179,196	142,913	106,585	70,257	33,892	(2,499)	(38,948)
	11,000		165,101	128,794	92,466	56,138	19,747	(16,655)	(53,122)
	12,000		151,003	114,675	78,347	41,994	5,602	(30,830)	(67,308)
	13,000		136,884	100,556	64,228	27,848	(8,543)	(45,004)	(81,514)
	14,000		122,765	86,437	50,095	13,703	(22,711)	(59,178)	(95,720)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		2,692	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		294,849	253,050	211,198	169,346	127,467	85,551	43,589
	17.5%		202,783	165,587	128,339	91,090	53,814	16,502	(20,857)
	20.0%		110,717	78,124	45,480	12,834	(19,838)	(52,547)	(85,303)
	22.5%		18,651	(9,338)	(37,380)	(65,422)	(93,491)	(121,597)	(151,020)
	25.0%		(73,415)	(96,801)	(120,239)	(143,678)	(171,130)	(198,300)	(225,524)
	27.5%		(169,207)	(190,921)	(212,696)	(234,471)	(256,277)	(278,126)	(300,029)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		2,692	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		234,370	198,094	161,767	125,439	89,084	52,692	16,254
	150,000		184,370	148,094	111,767	75,439	39,084	2,692	(33,746)
	200,000		134,370	98,094	61,767	25,439	(10,916)	(47,308)	(83,746)
	250,000		84,370	48,094	11,767	(24,561)	(60,916)	(97,308)	(133,746)
	300,000		34,370	(1,906)	(38,233)	(74,561)	(110,916)	(147,308)	(183,746)
	350,000		(15,630)	(51,906)	(88,233)	(124,561)	(160,916)	(197,308)	(233,746)
	400,000		(65,630)	(101,906)	(138,233)	(174,561)	(210,916)	(247,308)	(283,746)
	450,000		(115,630)	(151,906)	(188,233)	(224,561)	(260,916)	(297,308)	(333,746)
	500,000		(165,630)	(201,906)	(238,233)	(274,561)	(310,916)	(347,308)	(383,746)
	550,000		(215,630)	(251,906)	(288,233)	(324,561)	(360,916)	(397,308)	(433,746)
	600,000		(265,630)	(301,906)	(338,233)	(374,561)	(410,916)	(447,308)	(483,746)
	650,000		(315,630)	(351,906)	(388,233)	(424,561)	(460,916)	(497,308)	(533,746)
	700,000		(365,630)	(401,906)	(438,233)	(474,561)	(510,916)	(547,308)	(583,746)
	750,000		(415,630)	(451,906)	(488,233)	(524,561)	(560,916)	(597,308)	(633,746)
	800,000		(465,630)	(501,906)	(538,233)	(574,561)	(610,916)	(647,308)	(683,746)
850,000		(515,630)	(551,906)	(588,233)	(624,561)	(660,916)	(697,308)	(733,746)	

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **150**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		2,692	0%	5.0%	10%	15.0%	20%	25.0%	30%
	70%		847,374	810,510	773,647	736,784	699,921	663,058	626,194
	75%		737,125	700,377	663,629	626,880	590,128	553,369	516,611
	80%		626,777	590,134	553,491	516,848	480,206	443,563	406,920
	85%		516,391	479,843	443,294	406,746	370,198	333,650	297,101
	90%		405,855	369,422	332,980	296,516	260,052	223,587	187,123
	95%		295,199	258,850	222,490	186,100	149,709	113,318	76,876
	100%		184,370	148,094	111,767	75,439	39,084	2,692	(33,746)
	105%		73,302	37,027	751	(35,598)	(71,986)	(108,444)	(145,005)
	110%		(38,149)	(74,435)	(110,778)	(147,211)	(190,347)	(232,790)	(275,519)
	115%		(151,449)	(193,548)	(235,811)	(278,277)	(321,075)	(364,396)	(408,602)
	120%		(281,923)	(324,422)	(367,309)	(410,767)	(455,185)	(501,039)	(547,164)
	125%		(414,204)	(457,805)	(502,436)	(548,319)	(594,299)	(640,645)	(687,217)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		2,692	0%	5.0%	10%	15.0%	20%	25.0%	30%
	0		254,495	218,221	181,946	145,671	109,373	73,045	36,709
	1,000		238,734	202,459	166,184	129,908	93,580	57,252	20,883
	2,000		222,972	186,697	150,421	114,115	77,787	41,449	5,058
	3,000		207,209	170,934	134,651	98,323	61,995	25,624	(10,768)
	4,000		191,447	155,172	118,858	82,530	46,190	9,798	(26,624)
	5,000		175,685	139,393	103,065	66,737	30,364	(6,028)	(42,486)
	6,000		159,922	123,601	87,273	50,930	14,538	(21,881)	(58,348)
	7,000		144,136	107,808	71,480	35,104	(1,288)	(37,743)	(74,245)
	8,000		128,343	92,015	55,670	19,278	(17,138)	(53,604)	(90,146)
	9,000		112,551	76,223	39,844	3,453	(32,999)	(69,494)	(106,064)
	10,000		96,758	60,410	24,018	(12,394)	(48,861)	(85,364)	(122,006)
	11,000		80,965	44,584	8,193	(28,256)	(64,742)	(101,298)	(137,957)
	12,000		65,150	28,759	(7,651)	(44,118)	(80,643)	(117,240)	(155,870)
	13,000		49,325	12,933	(23,513)	(59,990)	(96,543)	(133,183)	(174,366)
	14,000		33,499	(2,908)	(39,375)	(75,891)	(112,475)	(150,338)	(192,903)
	15,000		17,673	(18,770)	(55,239)	(91,792)	(128,417)	(168,820)	(211,470)
	16,000		1,835	(34,631)	(71,139)	(107,709)	(144,374)	(187,342)	(230,066)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		2,692	0%	5.0%	10%	15.0%	20%	25.0%	30%
	80%		(441,655)	(451,529)	(461,662)	(471,832)	(482,002)	(492,172)	(502,453)
	82%		(371,197)	(383,941)	(396,873)	(410,035)	(423,545)	(437,363)	(451,187)
	84%		(302,211)	(318,050)	(334,007)	(350,107)	(366,413)	(383,010)	(400,046)
	86%		(234,051)	(253,073)	(272,174)	(291,382)	(310,721)	(330,250)	(350,045)
	88%		(166,380)	(188,631)	(210,953)	(233,346)	(255,829)	(278,449)	(301,249)
	90%		(104,772)	(126,856)	(150,111)	(175,730)	(201,428)	(227,216)	(253,147)
	92%		(46,722)	(71,627)	(96,564)	(121,545)	(146,569)	(176,352)	(205,471)
	94%		11,191	(16,553)	(44,328)	(72,131)	(99,972)	(127,880)	(158,077)
	96%		69,006	38,401	7,792	(22,851)	(53,523)	(84,252)	(115,034)
	98%		126,715	93,272	59,829	26,329	(7,172)	(40,737)	(74,340)
	100%		184,370	148,094	111,767	75,439	39,084	2,692	(33,746)
	102%		241,979	202,823	163,668	124,491	85,278	46,057	6,774
	104%		299,536	257,550	215,516	173,480	131,444	89,346	47,247
	106%		357,059	312,197	267,335	222,448	177,532	132,615	87,643
	108%		414,579	366,844	319,106	271,368	223,619	175,822	128,025
	110%		472,028	421,464	370,877	320,263	269,648	219,029	168,352
	112%		529,478	476,040	422,603	369,157	315,667	262,177	208,678
	114%		586,927	530,617	474,307	417,998	361,685	305,319	248,952
	116%		644,349	585,194	526,011	466,829	407,647	348,461	289,219
	118%		701,737	639,730	577,716	515,661	453,606	391,552	329,485
	120%		759,124	694,248	629,372	564,493	499,566	434,639	369,712

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		2,692	0%	5.0%	10%	15.0%	20%	25.0%	30%
	-		184,370	148,094	111,767	75,439	39,084	2,692	(33,746)
	10,000		184,370	155,151	125,904	96,644	67,385	38,102	8,792
	20,000		184,370	162,207	140,040	117,849	95,658	73,467	51,275
	30,000		184,370	169,263	154,156	139,048	123,931	108,808	93,685
	40,000		184,370	176,319	168,268	160,217	152,166	144,114	136,063
	50,000		184,370	183,375	182,380	181,385	180,390	179,395	178,400
	60,000		184,370	190,431	196,492	202,553	208,614	214,673	220,709
	70,000		184,370	197,487	210,604	223,721	236,816	249,897	262,979
	80,000		184,370	204,543	224,716	244,869	264,996	285,122	305,249
	90,000		184,370	211,599	238,828	266,004	293,176	320,347	347,468
	100,000		184,370	218,655	252,923	287,139	321,356	355,530	389,679

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Appraisal Ref: **San50** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher** No Units: **225**  
 Notes: Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				225 Units			
AH Policy requirement (% Target)				25%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%			
AH tenure split %		Affordable Rent:		75.0%			
		Social Rent:		0.0%		75.0% % Rented	
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				20.64		£ psm	
<b>Unit mix -</b>		<b>OMS Unit mix%</b>		<b>MV # units</b>		<b>AH mix%</b>	
						<b>AH # units</b>	
						<b>Overall mix%</b>	
						<b>Total # units</b>	
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		20.0%	33.8	12.4%	7.0	18%	40.7
3 bed House		40.0%	67.5	26.8%	15.1	37%	82.6
4 bed House		20.0%	33.8	20.0%	11.3	20%	45.0
5 bed House		5.0%	8.4	5.9%	3.3	5%	11.8
1 bed Flat		10.0%	16.9	22.5%	12.7	13%	29.5
2 bed Flat		5.0%	8.4	12.4%	7.0	7%	15.4
Total number of units		100.0%	168.8	100.0%	56.3	100%	225.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		62.0	667			62.0	667
2 bed House		79.0	850			79.0	850
3 bed House		100.0	1,076			100.0	1,076
4 bed House		128.0	1,378			128.0	1,378
5 bed House		160.0	1,722			160.0	1,722
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		0	0	0	0	0	0
2 bed House		2,666	28,699	551	5,931	3,217	34,630
3 bed House		6,750	72,656	1,508	16,227	8,258	88,883
4 bed House		4,320	46,500	1,440	15,500	5,760	62,000
5 bed House		1,350	14,531	531	5,716	1,881	20,247
1 bed Flat		993	10,685	744	8,014	1,737	18,698
2 bed Flat		695	7,479	574	6,183	1,269	13,662
		16,774	180,551	5,348	57,570	22,122	238,121
<b>AH % by floor area:</b>				<b>24.18% AH % by floor area (difference due to mix)</b>			
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£ psm</b>		<b>£ psf</b>	
						<b>total MV £ (no AH)</b>	
1 bed House		165,000	2,661	247		0	
2 bed House		210,000	2,658	247		8,552,250	
3 bed House		280,000	2,800	260		23,121,000	
4 bed House		325,000	2,539	236		14,625,000	
5 bed House		395,000	2,469	229		4,643,719	
1 bed Flat		150,000	3,000	279		4,429,688	
2 bed Flat		185,000	2,643	246		2,851,313	
						58,222,969	
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>		<b>% of MV</b>		<b>Social Rent £</b>	
						<b>% of MV</b>	
						<b>First Homes £*</b>	
						<b>% of MV</b>	
						<b>Other Int. £</b>	
						<b>% of MV</b>	
1 bed House		99,000	60%	82,500	50%	115,500	70%
2 bed House		126,000	60%	105,000	50%	147,000	70%
3 bed House		168,000	60%	140,000	50%	196,000	70%
4 bed House		195,000	60%	162,500	50%	227,500	70%
5 bed House		237,000	60%	197,500	50%	250,000	70%
1 bed Flat		90,000	60%	75,000	50%	105,000	70%
2 bed Flat		111,000	60%	92,500	50%	129,500	70%
						* capped @£250K	

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	33.8	@	210,000	7,087,500
3 bed House	67.5	@	280,000	18,900,000
4 bed House	33.8	@	325,000	10,968,750
5 bed House	8.4	@	395,000	3,332,813
1 bed Flat	16.9	@	150,000	2,531,250
2 bed Flat	8.4	@	185,000	1,560,938
	<b>168.8</b>			<b>44,381,250</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	5.2	@	126,000	659,138
3 bed House	11.3	@	168,000	1,899,450
4 bed House	8.4	@	195,000	1,645,313
5 bed House	2.5	@	237,000	589,908
1 bed Flat	9.5	@	90,000	854,297
2 bed Flat	5.2	@	111,000	580,669
	<b>42.2</b>			<b>6,228,773</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	<b>0.0</b>			<b>-</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	1.7	@	147,000	256,331
3 bed House	3.8	@	196,000	738,675
4 bed House	2.8	@	227,500	639,844
5 bed House	0.8	@	250,000	207,422
1 bed Flat	3.2	@	105,000	332,227
2 bed Flat	1.7	@	129,500	225,816
	<b>14.1</b>			<b>2,400,314</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	<b>0.0</b>	<b>56.3</b>		<b>-</b>
<b>Sub-total GDV Residential</b>				<b>53,010,338</b>
<b>AH on-site cost analysis:</b>				
			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>5,212,631</b>
			<b>236 £ psm (total GIA sqm)</b>	<b>23,167 £ per unit (total units)</b>
<b>Grant</b>				
	56	AH units @	0	per unit
<b>Total GDV</b>				<b>53,010,338</b>



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Scheme Typology: **Higher Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(47,009)
Planning Application Professional Fees, Surveys and reports					(140,000)
CIL					(346,210)
<b>CIL analysis:</b>		16,774 sqm (Market only)	20.64 £ psm		
		0.65% % of GDV	1,539 £ per unit (total units)		
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	225 units @	9,633 per unit		(2,167,425)
	Sub-total				(2,167,425)
<b>S106 analysis:</b>		385,320 £ per ha	4.09% % of GDV	9,633 £ per unit (total units)	
AH Commuted Sum					22,122 sqm (total)
<b>Comm. Sum analysis:</b>					0 £ psm
					0.00% % of GDV
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					5.63 ha @
					0 £ per ha (if brownfield)
Site Infrastructure costs -					
	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	Years 1-15	225 units @	0 per unit		-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed House		- sqm @	1,211 psm		-
2 bed House		3,217 sqm @	1,211 psm		(3,896,120)
3 bed House		8,258 sqm @	1,211 psm		(9,999,833)
4 bed House		5,760 sqm @	1,211 psm		(6,975,360)
5 bed House		1,881 sqm @	1,211 psm		(2,277,891)
1 bed Flat		1,737 sqm @	1,410 psm		(2,449,357)
2 bed Flat		1,269 sqm @	1,410 psm		(1,789,663)
Garages for 3 bed House	(OMS only)	68 units @	0% @	11,754 £ per garage	-
Garages for 4 bed House	(OMS only)	34 units @	75% @	11,754 £ per garage	(297,523)
Garages for 5 bed House	(OMS only)	8 units @	120% @	11,754 £ per garage	(119,009)
External works					27,804,756 @
					15.0%
<b>Ext. Works analysis:</b>					18,537 £ per unit (total units)
Policy Costs on design -					
Net Biodiversity costs					225 units @
					1,003 £ per unit
M4(2) Category 2 Housing	Aff units	56 units @	100% @	521 £ per unit	(29,306)
M4(2) Category 2 Housing	OMS units	169 units @	100% @	521 £ per unit	(87,919)
M4(3) Category 3 Housing	Aff units	56 units @	0% @	10,111 £ per unit	-
M4(3) Category 3 Housing	OMS units	169 units @	0% @	10,111 £ per unit	-
Part L 2025/FHS		225 units @		4,449 £ per unit	(1,001,025)
Renewable Energy		225 units @		0 £ per unit	-
EV Charging Points - Houses		180 units @		0 £ per unit	-
EV Charging Points - Flats		45 units @	4 flats per charger	0 £ per 4 units	-
Water Efficiency		225 units @		0 £ per unit	-
	Sub-total				(1,343,925)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)	
Contingency (on construction)					33,319,394 @
					5.0%
					(1,665,970)

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Scheme Typology: **Higher Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	33,319,394 @		<b>6.5%</b>		(2,165,761)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	44,381,250 OMS @		<b>3.00%</b>	5,918 £ per unit	(1,331,438)
Residential Sales Agent Costs	44,381,250 OMS @		<b>1.00%</b>	1,973 £ per unit	(443,813)
Residential Sales Legal Costs	44,381,250 OMS @		<b>0.25%</b>	493 £ per unit	(110,953)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,428 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(128,182)
<b>Developers Profit -</b>					
Profit on OMS	44,381,250		<b>18.00%</b>		(7,988,625)
Margin on AH	8,629,088		<b>6.00%</b> on AH values		(517,745)
<b>Profit analysis:</b>				<b>16.05% blended GDV</b>	<b>(8,506,370)</b>
	<b>41,976,154</b>		<b>20.26% on costs</b>		<b>(8,506,370)</b>
<b>TOTAL COSTS</b>					<b>(50,482,524)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					2,527,813
SDLT	2,527,813 @		HMRC formula		(115,891)
Acquisition Agent fees	2,527,813 @		<b>1.0%</b>		(25,278)
Acquisition Legal fees	2,527,813 @		<b>0.5%</b>		(12,639)
Interest on Land	2,527,813 @		7.00%		(176,947)
Residual Land Value					<b>2,197,058</b>
<b>RLV analysis:</b>	<b>9,765 £ per plot</b>	<b>390,588 £ per ha (net)</b>	<b>158,069 £ per acre (net)</b>		
		<b>312,471 £ per ha (gross)</b>	<b>126,455 £ per acre (gross)</b>		
			<b>4.14% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		5.63 ha (net)		13.90 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		7.03 ha (gross)		17.37 acres (gross)	
<b>Density analysis:</b>		<b>3,933 sqm/ha (net)</b>		<b>17,132 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)	<b>150,000</b> £ per acre (net)		<b>2,084,906</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>	<b>120,000 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>19,938</b> £ per ha (net)		<b>8,069</b> £ per acre (net)	<b>112,152</b>

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Scheme Typology: **Higher Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		8,069	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		218,635	180,914	143,193	105,423	67,647	29,834	(8,008)
	10.00		204,624	167,604	130,568	93,494	56,419	19,289	(17,861)
	20.00		190,613	154,294	117,937	81,565	45,180	8,744	(27,723)
	30.00		176,602	140,977	105,306	69,635	33,932	(1,802)	(37,586)
	40.00		162,591	127,645	92,675	57,706	22,684	(12,347)	(47,448)
	50.00		148,580	114,312	80,045	45,763	11,435	(22,912)	(57,310)
	60.00		134,545	100,979	67,414	33,812	187	(33,479)	(67,181)
	70.00		120,511	87,647	54,782	21,860	(11,061)	(44,046)	(77,066)
	80.00		106,477	74,314	42,128	9,909	(22,328)	(54,613)	(86,950)
	90.00		92,442	60,981	29,473	(2,042)	(33,599)	(65,179)	(96,835)
	100.00		78,408	47,631	16,819	(13,994)	(44,870)	(75,769)	(106,721)
	110.00		64,373	34,274	4,164	(25,970)	(56,142)	(86,360)	(116,629)
	120.00		50,323	20,916	(8,490)	(37,946)	(67,413)	(96,950)	(126,537)
	130.00		36,263	7,559	(21,159)	(49,921)	(78,709)	(107,541)	(136,445)
	140.00		22,202	(5,798)	(33,839)	(61,897)	(90,005)	(118,151)	(146,363)
	150.00		8,142	(19,165)	(46,519)	(73,882)	(101,302)	(128,767)	(158,153)
	160.00		(5,919)	(32,550)	(59,199)	(85,885)	(112,598)	(139,383)	(169,638)
	170.00		(19,990)	(45,935)	(71,880)	(97,887)	(123,920)	(150,879)	(181,127)
	180.00		(34,079)	(59,319)	(84,588)	(109,890)	(135,243)	(163,184)	(192,644)
	190.00		(48,168)	(72,704)	(97,296)	(121,903)	(146,567)	(175,488)	(204,160)
200.00		(62,257)	(86,115)	(110,005)	(133,935)	(160,011)	(187,796)	(215,688)	
210.00		(76,347)	(99,530)	(122,718)	(145,966)	(173,136)	(200,135)	(227,239)	
220.00		(90,467)	(112,945)	(135,457)	(160,119)	(186,261)	(212,475)	(238,790)	
230.00		(104,588)	(126,363)	(148,196)	(174,064)	(199,401)	(224,827)	(250,372)	
240.00		(118,708)	(139,810)	(163,515)	(188,010)	(212,563)	(237,203)	(261,960)	
250.00		(132,839)	(154,639)	(178,274)	(201,957)	(225,725)	(249,579)	(273,572)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		8,069	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		325,405	289,171	252,938	216,674	180,399	144,124	107,827
	1,000		311,330	275,096	238,854	202,579	166,304	130,029	93,708
	2,000		297,255	261,022	224,758	188,483	152,208	115,917	79,589
	3,000		283,180	246,938	210,663	174,388	138,112	101,797	65,470
	4,000		269,106	232,842	196,567	160,292	124,006	87,678	51,350
	5,000		255,022	218,747	182,471	146,196	109,887	73,559	37,212
	6,000		240,926	204,651	168,376	132,096	95,768	59,440	23,067
	7,000		226,830	190,555	154,280	117,977	81,649	45,313	8,922
	8,000		212,735	176,460	140,185	103,858	67,530	31,168	(5,224)
	9,000		198,639	162,364	126,066	89,739	53,411	17,023	(19,382)
	10,000		184,544	148,269	111,947	75,619	39,269	2,878	(33,556)
	11,000		170,448	134,156	97,828	61,500	25,124	(11,268)	(47,730)
	12,000		156,352	120,037	83,709	47,370	10,979	(25,438)	(61,905)
	13,000		142,246	105,918	69,590	33,225	(3,167)	(39,612)	(76,107)
	14,000		128,127	91,799	55,471	19,080	(17,320)	(53,786)	(90,313)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		8,069	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		300,196	258,397	216,560	174,708	132,844	90,928	48,981
	17.5%		208,130	170,934	133,701	96,452	59,191	21,879	(15,465)
	20.0%		116,064	83,471	50,841	18,196	(14,462)	(47,171)	(79,911)
	22.5%		23,998	(3,991)	(32,018)	(60,060)	(88,114)	(116,220)	(144,357)
	25.0%		(68,068)	(91,454)	(114,877)	(138,316)	(164,477)	(191,648)	(218,854)
	27.5%		(162,589)	(184,303)	(206,060)	(227,835)	(249,625)	(271,473)	(293,359)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		8,069	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		239,717	203,442	167,129	130,801	94,461	58,069	21,646
	150,000		189,717	153,442	117,129	80,801	44,461	8,069	(28,354)
	200,000		139,717	103,442	67,129	30,801	(5,539)	(41,931)	(78,354)
	250,000		89,717	53,442	17,129	(19,199)	(55,539)	(91,931)	(128,354)
	300,000		39,717	3,442	(32,871)	(69,199)	(105,539)	(141,931)	(178,354)
	350,000		(10,283)	(46,558)	(82,871)	(119,199)	(155,539)	(191,931)	(228,354)
	400,000		(60,283)	(96,558)	(132,871)	(169,199)	(205,539)	(241,931)	(278,354)
	450,000		(110,283)	(146,558)	(182,871)	(219,199)	(255,539)	(291,931)	(328,354)
	500,000		(160,283)	(196,558)	(232,871)	(269,199)	(305,539)	(341,931)	(378,354)
	550,000		(210,283)	(246,558)	(282,871)	(319,199)	(355,539)	(391,931)	(428,354)
	600,000		(260,283)	(296,558)	(332,871)	(369,199)	(405,539)	(441,931)	(478,354)
	650,000		(310,283)	(346,558)	(382,871)	(419,199)	(455,539)	(491,931)	(528,354)
	700,000		(360,283)	(396,558)	(432,871)	(469,199)	(505,539)	(541,931)	(578,354)
	750,000		(410,283)	(446,558)	(482,871)	(519,199)	(555,539)	(591,931)	(628,354)
	800,000		(460,283)	(496,558)	(532,871)	(569,199)	(605,539)	(641,931)	(678,354)
	850,000		(510,283)	(546,558)	(582,871)	(619,199)	(655,539)	(691,931)	(728,354)

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **225**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		8,069	0%	5.0%	10%	15.0%	20%	25.0%	30%
			852,662	815,799	778,936	742,073	705,210	668,346	631,483
			742,414	705,666	668,918	632,169	595,421	558,673	521,915
			632,081	595,438	558,795	522,152	485,509	448,866	412,223
	Build Cost		521,698	485,161	448,612	412,064	375,516	338,967	302,419
	100%		411,173	374,740	338,307	301,848	265,384	228,920	192,456
	(105% = 5% increase)		300,532	264,183	227,834	191,447	155,056	118,665	82,238
			189,717	153,442	117,129	80,801	44,461	8,069	(28,354)
			78,669	42,404	6,128	(30,207)	(66,579)	(103,022)	(139,568)
			(32,757)	(69,028)	(105,356)	(141,774)	(183,607)	(226,032)	(268,725)
			(144,692)	(186,816)	(229,053)	(271,502)	(314,260)	(357,517)	(401,602)
			(275,147)	(317,629)	(360,459)	(403,848)	(448,137)	(493,887)	(540,013)
			(407,326)	(450,848)	(495,355)	(541,168)	(587,147)	(633,456)	(679,990)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		8,069	0%	5.0%	10%	15.0%	20%	25.0%	30%
		0	259,827	223,568	187,293	151,018	114,735	78,407	42,079
		1,000	244,081	207,806	171,531	135,256	98,942	62,614	26,260
		2,000	228,319	192,044	155,769	119,477	83,149	46,822	10,434
		3,000	212,556	176,281	140,006	103,685	67,357	31,000	(5,391)
		4,000	196,794	160,519	124,220	87,892	51,564	15,175	(21,232)
	Part L 2025/FHS	5,000	181,032	144,755	108,427	72,099	35,741	(651)	(37,094)
	4,449	6,000	165,269	128,962	92,635	56,307	19,915	(16,489)	(52,956)
		7,000	149,498	113,170	76,842	40,481	4,089	(32,351)	(68,839)
		8,000	133,705	97,377	61,047	24,655	(11,746)	(48,213)	(84,739)
		9,000	117,912	81,585	45,221	8,829	(27,608)	(64,087)	(100,642)
		10,000	102,120	65,787	29,395	(7,003)	(43,469)	(79,988)	(116,584)
		11,000	86,327	49,961	13,570	(22,864)	(59,335)	(95,888)	(132,526)
		12,000	70,527	34,135	(2,259)	(38,726)	(75,236)	(111,818)	(148,507)
		13,000	54,701	18,310	(18,121)	(54,588)	(91,136)	(127,761)	(167,630)
		14,000	38,876	2,484	(33,983)	(70,484)	(107,053)	(143,722)	(186,163)
		15,000	23,050	(13,378)	(49,845)	(86,385)	(122,995)	(162,098)	(204,713)
		16,000	7,224	(29,240)	(65,733)	(102,287)	(138,938)	(180,602)	(223,308)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		8,069	0%	5.0%	10%	15.0%	20%	25.0%	30%
		80%	(434,632)	(444,433)	(454,511)	(464,681)	(474,851)	(485,021)	(495,265)
		82%	(364,318)	(377,038)	(389,916)	(403,017)	(416,429)	(430,211)	(444,035)
		84%	(295,418)	(311,237)	(327,157)	(343,228)	(359,483)	(376,009)	(392,936)
		86%	(227,293)	(246,305)	(265,393)	(284,569)	(303,887)	(323,371)	(343,116)
		88%	(159,658)	(181,901)	(204,213)	(226,589)	(249,054)	(271,636)	(294,408)
		90%	(99,365)	(121,434)	(143,527)	(169,008)	(194,688)	(220,458)	(246,353)
		92%	(41,330)	(66,220)	(91,157)	(116,123)	(141,132)	(169,616)	(198,713)
		94%	16,568	(11,161)	(38,937)	(66,725)	(94,565)	(122,458)	(151,355)
		96%	74,368	43,778	13,168	(17,459)	(48,131)	(78,845)	(109,612)
		98%	132,077	98,634	65,192	31,705	(1,795)	(35,346)	(68,933)
		100%	189,717	153,442	117,129	80,801	44,461	8,069	(28,354)
		102%	247,326	208,170	169,015	129,853	90,640	51,427	12,151
		104%	304,868	262,883	220,863	178,827	136,791	94,708	52,609
		106%	362,391	317,529	272,668	227,795	182,879	137,962	93,005
		108%	419,897	372,176	324,438	276,700	228,963	181,169	133,372
		110%	477,346	426,782	376,209	325,595	274,981	224,367	173,699
		112%	534,795	481,358	427,921	374,484	320,999	267,509	214,019
		114%	592,244	535,935	479,625	423,315	367,006	310,651	254,285
		116%	649,652	590,511	531,329	472,147	412,965	353,783	294,551
		118%	707,040	645,033	583,026	520,979	458,924	396,870	334,815
		120%	764,428	699,551	634,675	569,799	504,884	439,957	375,030

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		8,069	0%	5.0%	10%	15.0%	20%	25.0%	30%
		-	189,717	153,442	117,129	80,801	44,461	8,069	(28,354)
		10,000	189,717	160,498	131,266	102,006	72,747	43,478	14,169
		20,000	189,717	167,554	145,391	123,211	101,020	78,829	56,637
		30,000	189,717	174,610	159,503	144,396	129,289	114,170	99,047
		40,000	189,717	181,666	173,615	165,564	157,513	149,462	141,411
		50,000	189,717	188,722	187,727	186,732	185,737	184,742	183,747
		60,000	189,717	195,778	201,839	207,900	213,961	220,005	226,042
		70,000	189,717	202,834	215,951	229,067	242,148	255,230	268,311
		80,000	189,717	209,890	230,063	250,202	270,328	290,455	310,575
		90,000	189,717	216,946	244,165	271,337	298,508	325,672	352,786
		100,000	189,717	224,002	258,255	292,472	326,688	360,848	394,997

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **San51** (see Typologies Matrix)  
 Scheme Typology: **Higher Value Greenfield**  
 Site Typology: **Higher** Location / Value Zone: **Higher**  
 No Units: **350**  
 Greenfield/Brownfield: **Greenfield**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	350 Units
AH Policy requirement (% Target)	25%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 75%
AH tenure split %	Affordable Rent: 75.0% Social Rent: 0.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 0.0%
	75.0% % Rented
	6.3% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 20.64 £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	20.0%	52.5	12.4%	10.9	18%	63.4
3 bed House	40.0%	105.0	26.8%	23.5	37%	128.5
4 bed House	20.0%	52.5	20.0%	17.5	20%	70.0
5 bed House	5.0%	13.1	5.9%	5.2	5%	18.3
1 bed Flat	10.0%	26.3	22.5%	19.7	13%	45.9
2 bed Flat	5.0%	13.1	12.4%	10.9	7%	24.0
<b>Total number of units</b>	<b>100.0%</b>	<b>262.5</b>	<b>100.0%</b>	<b>87.5</b>	<b>100%</b>	<b>350.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	62.0	667		62.0	667
2 bed House	79.0	850		79.0	850
3 bed House	100.0	1,076		100.0	1,076
4 bed House	128.0	1,378		128.0	1,378
5 bed House	160.0	1,722		160.0	1,722
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	4,148	44,643	857	9,226	5,005	53,870
3 bed House	10,500	113,021	2,345	25,241	12,845	138,262
4 bed House	6,720	72,333	2,240	24,111	8,960	96,445
5 bed House	2,100	22,604	826	8,891	2,926	31,495
1 bed Flat	1,544	16,621	1,158	12,466	2,702	29,086
2 bed Flat	1,081	11,635	894	9,618	1,974	21,252
	<b>26,093</b>	<b>280,857</b>	<b>8,320</b>	<b>89,553</b>	<b>34,412</b>	<b>370,411</b>

AH % by floor area: 24.18% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	165,000	2,661	247	0
2 bed House	210,000	2,658	247	13,303,500
3 bed House	280,000	2,800	260	35,966,000
4 bed House	325,000	2,539	236	22,750,000
5 bed House	395,000	2,469	229	7,223,563
1 bed Flat	150,000	3,000	279	6,890,625
2 bed Flat	185,000	2,643	246	4,435,375
				<b>90,569,063</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	99,000	60%	82,500	50%	115,500	70%	123,750	75%
2 bed House	126,000	60%	105,000	50%	147,000	70%	157,500	75%
3 bed House	168,000	60%	140,000	50%	196,000	70%	210,000	75%
4 bed House	195,000	60%	162,500	50%	227,500	70%	243,750	75%
5 bed House	237,000	60%	197,500	50%	250,000	70%	296,250	75%
1 bed Flat	90,000	60%	75,000	50%	105,000	70%	112,500	75%
2 bed Flat	111,000	60%	92,500	50%	129,500	70%	138,750	75%

\* capped @£250K

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Scheme Typology: **Higher Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	165,000	-
2 bed House	52.5	@	210,000	11,025,000
3 bed House	105.0	@	280,000	29,400,000
4 bed House	52.5	@	325,000	17,062,500
5 bed House	13.1	@	395,000	5,184,375
1 bed Flat	26.3	@	150,000	3,937,500
2 bed Flat	13.1	@	185,000	2,428,125
	262.5			69,037,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	99,000	-
2 bed House	8.1	@	126,000	1,025,325
3 bed House	17.6	@	168,000	2,954,700
4 bed House	13.1	@	195,000	2,559,375
5 bed House	3.9	@	237,000	917,634
1 bed Flat	14.8	@	90,000	1,328,906
2 bed Flat	8.1	@	111,000	903,263
	65.6			9,689,203
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	82,500	-
2 bed House	0.0	@	105,000	-
3 bed House	0.0	@	140,000	-
4 bed House	0.0	@	162,500	-
5 bed House	0.0	@	197,500	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	92,500	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	115,500	-
2 bed House	2.7	@	147,000	398,738
3 bed House	5.9	@	196,000	1,149,050
4 bed House	4.4	@	227,500	995,313
5 bed House	1.3	@	250,000	322,656
1 bed Flat	4.9	@	105,000	516,797
2 bed Flat	2.7	@	129,500	351,269
	21.9			3,733,822
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	123,750	-
2 bed House	0.0	@	157,500	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	243,750	-
5 bed House	0.0	@	296,250	-
1 bed Flat	0.0	@	112,500	-
2 bed Flat	0.0	@	138,750	-
	0.0	87.5		-
<b>Sub-total GDV Residential</b>				
	350			82,460,525
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>8,108,538</b>
		236 £ psm (total GIA sqm)	23,167 £ per unit (total units)	
<b>Grant</b>				
	88	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>82,460,525</b>

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Scheme Typology: **Higher Value Greenfield** No Units: **350**  
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 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(64,259)
Planning Application Professional Fees, Surveys and reports						(190,000)
CIL						(538,549)
<b>CIL analysis:</b>		26,093 sqm (Market only)	20.64 £ psm			
		0.65% % of GDV	1,539 £ per unit (total units)			
<b>Site Specific S106 Contributions</b>						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		350 units @		9,633 per unit		(3,371,550)
<b>Sub-total</b>						(3,371,550)
<b>S106 analysis:</b>		385,320 £ per ha	4.09% % of GDV	9,633 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>			34,412 sqm (total)	0 £ psm		
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		8.75 ha @		0 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
Year 1				0		-
Year 2				0		-
Year 3				0		-
Year 4				0		-
Year 5				0		-
Year 6				0		-
Year 7				0		-
Year 8				0		-
Year 9				0		-
Year 10				0		-
Year 11				0		-
Year 12				0		-
Year 13				0		-
Year 14				0		-
Year 15				0		-
Years 1-15		350 units @		0 per unit		-
<b>Sub-total</b>						-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>1 bed House</b>						
		- sqm @		1,211 psm		-
<b>2 bed House</b>						(6,060,631)
		5,005 sqm @		1,211 psm		
<b>3 bed House</b>						(15,555,295)
		12,845 sqm @		1,211 psm		
<b>4 bed House</b>						(10,850,560)
		8,960 sqm @		1,211 psm		
<b>5 bed House</b>						(3,543,386)
		2,926 sqm @		1,211 psm		
<b>1 bed Flat</b>						(3,810,110)
		2,702 sqm @		1,410 psm		
<b>2 bed Flat</b>						(2,783,921)
		34,412 sqm @		1,974 psm		
<b>Garages for 3 bed House (OMS only)</b>						-
		105 units @	0% @	11,754 £ per garage		
<b>Garages for 4 bed House (OMS only)</b>						(462,814)
		53 units @	75% @	11,754 £ per garage		
<b>Garages for 5 bed House (OMS only)</b>						(185,126)
		13 units @	120% @	11,754 £ per garage		
<b>External works</b>						(6,487,776)
		43,251,842 @		15.0%		
<b>Ext. Works analysis:</b>				18,537 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(351,050)
		350 units @		1,003 £ per unit		
<b>M4(2) Category 2 Housing Aff units</b>						(45,588)
		88 units @	100% @	521 £ per unit		
<b>M4(2) Category 2 Housing OMS units</b>						(136,763)
		263 units @	100% @	521 £ per unit		
<b>M4(3) Category 3 Housing Aff units</b>						-
		88 units @	0% @	10,111 £ per unit		
<b>M4(3) Category 3 Housing OMS units</b>						-
		263 units @	0% @	10,111 £ per unit		
<b>Part L 2025/FHS</b>						(1,557,150)
		350 units @		4,449 £ per unit		
<b>Renewable Energy</b>						-
		350 units @		0 £ per unit		
<b>EV Charging Points - Houses</b>						-
		280 units @		0 £ per unit		
<b>EV Charging Points - Flats</b>						-
		70 units @	4 flats per charger	0 £ per 4 units		
<b>Water Efficiency</b>						-
		350 units @		0 £ per unit		
<b>Sub-total</b>						(2,090,550)
<b>Policy Costs analysis: (design costs only)</b>				5,973 £ per unit (total units)		
<b>Contingency (on construction)</b>						(2,591,508)
		51,830,169 @		5.0%		

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<b>Professional Fees</b>	51,830,169 @		<b>6.5%</b>		(3,368,961)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	69,037,500 OMS @		<b>3.00%</b>	5,918 £ per unit	(2,071,125)
Residential Sales Agent Costs	69,037,500 OMS @		<b>1.00%</b>	1,973 £ per unit	(690,375)
Residential Sales Legal Costs	69,037,500 OMS @		<b>0.25%</b>	493 £ per unit	(172,594)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs					(100,000)
<b>Disposal Cost analysis:</b>				<b>8,412 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(194,409)
<b>Developers Profit -</b>					
Profit on OMS	69,037,500		<b>18.00%</b>		(12,426,750)
Margin on AH	13,423,025		<b>6.00%</b> on AH values		(805,382)
<b>Profit analysis:</b>	<b>82,460,525</b>		<b>16.05% blended GDV</b>	<b>(13,232,132)</b>	
	<b>65,193,499</b>		<b>20.30% on costs</b>	<b>(13,232,132)</b>	
<b>TOTAL COSTS</b>					<b>(78,425,630)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					4,034,895
SDLT	4,034,895 @		HMRC formula		(191,245)
Acquisition Agent fees	4,034,895 @		<b>1.0%</b>		(40,349)
Acquisition Legal fees	4,034,895 @		<b>0.5%</b>		(20,174)
Interest on Land	4,034,895 @		7.00%		(282,443)
Residual Land Value					<b>3,500,684</b>
<b>RLV analysis:</b>	<b>10,002 £ per plot</b>	<b>400,078 £ per ha (net)</b>	<b>161,909 £ per acre (net)</b>		
		<b>320,063 £ per ha (gross)</b>	<b>129,528 £ per acre (gross)</b>		
			<b>4.25% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>40.0</b> dph (net)			
Site Area (net)		8.75 ha (net)		21.62 acres (net)	
Net to Gross ratio		<b>80%</b>			
Site Area (gross)		10.94 ha (gross)		27.03 acres (gross)	
<b>Density analysis:</b>		<b>3,933 sqm/ha (net)</b>		<b>17,132 sqft/ac (net)</b>	
		<b>32 dph (gross)</b>			
Benchmark Land Value (net)	9,266 £ per plot	370,650 £ per ha (net)		<b>150,000 £ per acre (net)</b>	<b>3,243,188</b>
<b>BLV analysis:</b>		<b>296,520 £ per ha (gross)</b>		<b>120,000 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>29,428 £ per ha (net)</b>		<b>11,909 £ per acre (net)</b>	<b>257,497</b>



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 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,909	0%	5.0%	10%	15.0%	20%	25.0%	30%
CIL £ psm 20.64	0.00		222,455	184,734	147,013	109,253	71,477	33,675	(4,168)
	10.00		208,444	171,423	134,398	97,324	60,249	23,130	(14,010)
	20.00		194,433	158,113	121,767	85,395	49,021	12,584	(23,872)
	30.00		180,422	144,802	109,136	73,465	37,773	2,039	(33,734)
	40.00		166,411	131,475	96,505	61,536	26,524	(8,506)	(43,597)
	50.00		152,400	118,142	83,874	49,604	15,276	(19,061)	(53,459)
	60.00		138,375	104,809	71,244	37,652	4,028	(29,628)	(63,322)
	70.00		124,341	91,477	58,613	25,701	(7,221)	(40,194)	(73,204)
	80.00		110,307	78,144	45,968	13,750	(18,476)	(50,761)	(83,088)
	90.00		96,272	64,811	33,314	1,798	(29,748)	(61,328)	(92,973)
	100.00		82,238	51,472	20,659	(10,153)	(41,019)	(71,907)	(102,857)
	110.00		68,203	38,114	8,005	(22,119)	(52,290)	(62,498)	(112,756)
	120.00		54,164	24,757	(4,649)	(34,094)	(63,562)	(73,039)	(122,664)
	130.00		40,103	11,400	(17,307)	(46,070)	(74,847)	(83,579)	(132,573)
	140.00		26,043	(1,958)	(29,988)	(58,046)	(86,143)	(94,062)	(142,481)
	150.00		11,982	(15,315)	(42,668)	(70,022)	(97,440)	(107,929)	(152,389)
	160.00		(2,078)	(28,699)	(55,348)	(82,023)	(108,736)	(119,627)	(162,297)
	170.00		(16,139)	(42,084)	(68,028)	(94,025)	(120,047)	(130,748)	(172,205)
	180.00		(30,228)	(55,468)	(80,726)	(106,028)	(131,371)	(142,049)	(182,113)
	190.00		(44,317)	(68,853)	(93,435)	(118,030)	(142,694)	(153,350)	(192,021)
200.00		(58,406)	(82,254)	(106,143)	(130,062)	(155,209)	(164,651)	(201,929)	
210.00		(72,495)	(95,668)	(118,852)	(142,093)	(168,334)	(175,952)	(211,837)	
220.00		(86,584)	(109,083)	(131,584)	(155,330)	(181,459)	(187,253)	(221,745)	
230.00		(100,673)	(122,497)	(144,323)	(169,263)	(194,587)	(200,554)	(231,653)	
240.00		(114,762)	(135,937)	(158,726)	(183,208)	(207,749)	(213,855)	(241,561)	
250.00		(128,851)	(149,384)	(173,473)	(197,154)	(220,911)	(227,156)	(251,469)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,909	0%	5.0%	10%	15.0%	20%	25.0%	30%
Site Specific S106 9,633	-		329,213	292,980	256,747	220,494	184,219	147,944	111,657
	1,000		315,139	278,905	242,672	206,398	170,123	133,848	97,538
	2,000		301,064	264,831	228,578	192,303	156,027	119,746	83,419
	3,000		286,989	250,756	214,482	178,207	141,932	105,627	69,300
	4,000		272,914	236,661	200,386	164,111	127,836	91,508	55,180
	5,000		258,840	222,566	186,291	150,016	113,717	77,389	41,053
	6,000		244,745	208,470	172,195	135,920	99,598	63,270	26,908
	7,000		230,650	194,375	158,100	121,807	85,479	49,151	12,762
	8,000		216,554	180,279	144,004	107,688	71,360	35,009	(1,383)
	9,000		202,459	166,184	129,896	93,568	57,241	20,863	(15,531)
	10,000		188,363	152,088	115,777	79,449	43,110	6,718	(29,705)
	11,000		174,267	137,986	101,658	65,330	28,965	(7,427)	(43,879)
	12,000		160,172	123,867	87,539	51,211	14,819	(21,587)	(58,053)
	13,000		146,076	109,748	73,420	37,066	674	(35,761)	(72,245)
	14,000		131,957	95,629	59,301	22,920	(13,471)	(49,935)	(86,451)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,909	0%	5.0%	10%	15.0%	20%	25.0%	30%
Profit 18.0%	15.0%		304,015	262,216	220,390	178,538	136,684	94,769	52,832
	17.5%		211,949	174,754	137,531	100,282	63,032	25,719	(11,614)
	20.0%		119,883	87,291	54,671	22,026	(10,621)	(43,330)	(76,060)
	22.5%		27,817	(172)	(28,188)	(56,230)	(84,274)	(112,380)	(140,506)
	25.0%		(64,249)	(87,634)	(111,047)	(134,486)	(159,725)	(186,896)	(214,090)
	27.5%		(157,861)	(179,575)	(201,321)	(223,096)	(244,873)	(266,722)	(288,594)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,909	0%	5.0%	10%	15.0%	20%	25.0%	30%
BLV (£ per acre) 150,000	100,000		243,536	207,261	170,959	134,631	98,301	61,909	25,497
	150,000		193,536	157,261	120,959	84,631	48,301	11,909	(24,503)
	200,000		143,536	107,261	70,959	34,631	(1,699)	(38,091)	(74,503)
	250,000		93,536	57,261	20,959	(15,369)	(51,699)	(88,091)	(124,503)
	300,000		43,536	7,261	(29,041)	(65,369)	(101,699)	(138,091)	(174,503)
	350,000		(6,464)	(42,739)	(79,041)	(115,369)	(151,699)	(188,091)	(224,503)
	400,000		(56,464)	(92,739)	(129,041)	(165,369)	(201,699)	(238,091)	(274,503)
	450,000		(106,464)	(142,739)	(179,041)	(215,369)	(251,699)	(288,091)	(324,503)
	500,000		(156,464)	(192,739)	(229,041)	(265,369)	(301,699)	(338,091)	(374,503)
	550,000		(206,464)	(242,739)	(279,041)	(315,369)	(351,699)	(388,091)	(424,503)
	600,000		(256,464)	(292,739)	(329,041)	(365,369)	(401,699)	(438,091)	(474,503)
	650,000		(306,464)	(342,739)	(379,041)	(415,369)	(451,699)	(488,091)	(524,503)
	700,000		(356,464)	(392,739)	(429,041)	(465,369)	(501,699)	(538,091)	(574,503)
	750,000		(406,464)	(442,739)	(479,041)	(515,369)	(551,699)	(588,091)	(624,503)
	800,000		(456,464)	(492,739)	(529,041)	(565,369)	(601,699)	(638,091)	(674,503)
	850,000		(506,464)	(542,739)	(579,041)	(615,369)	(651,699)	(688,091)	(724,503)

# 240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC

Scheme Typology: **Higher Value Greenfield** No Units: **350**  
 Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 6**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,909	0%	5.0%	10%	15.0%	20%	25.0%	30%
Build Cost 100% (105% = 5% increase)	70%		856,440	819,577	782,714	745,851	708,987	672,124	635,261
	75%		746,192	709,444	672,695	635,947	599,199	562,451	525,702
	80%		635,869	599,226	562,583	525,940	489,297	452,654	416,011
	85%		525,486	488,958	452,411	415,862	379,314	342,766	306,218
	90%		414,971	378,538	342,105	305,657	269,193	232,729	196,265
	95%		304,341	267,992	231,643	195,266	158,876	122,485	86,068
	100%		193,536	157,261	120,959	84,631	48,301	11,909	(24,503)
	105%		82,499	46,244	9,968	(26,355)	(62,717)	(99,153)	(135,685)
	110%		(28,906)	(65,166)	(101,486)	(137,900)	(178,793)	(221,205)	(263,873)
	115%		(140,819)	(182,015)	(224,226)	(266,662)	(309,393)	(352,603)	(396,612)
	120%		(270,308)	(312,776)	(355,578)	(398,917)	(443,125)	(488,779)	(534,905)
	125%		(402,426)	(445,896)	(490,305)	(536,060)	(582,039)	(628,321)	(674,827)

**TABLE 7**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,909	0%	5.0%	10%	15.0%	20%	25.0%	30%
Part L 2025/FHS 4,449	0		263,636	227,388	191,113	154,838	118,562	82,237	45,909
	1,000		247,900	211,625	175,350	139,075	102,772	66,444	30,101
	2,000		232,138	195,863	159,588	123,307	86,979	50,651	14,275
	3,000		216,376	180,101	143,826	107,515	71,187	34,841	(1,551)
	4,000		200,613	164,338	128,050	91,722	55,394	19,015	(17,381)
	5,000		184,851	148,576	112,257	75,929	39,581	3,189	(33,243)
	6,000		169,089	132,792	96,465	60,137	23,755	(12,638)	(49,105)
	7,000		153,326	117,000	80,672	44,321	7,930	(28,500)	(64,977)
	8,000		137,535	101,207	64,879	28,496	(7,896)	(44,361)	(80,877)
	9,000		121,742	85,415	49,062	12,670	(23,756)	(60,225)	(96,778)
	10,000		105,950	69,622	33,236	(3,156)	(39,618)	(76,126)	(112,711)
	11,000		90,157	53,802	17,410	(19,013)	(55,480)	(92,026)	(128,654)
	12,000		74,365	37,976	1,584	(34,875)	(71,374)	(107,946)	(144,624)
	13,000		58,542	22,150	(14,270)	(50,737)	(87,275)	(123,888)	(162,828)
	14,000		42,716	6,325	(30,132)	(66,622)	(103,180)	(139,838)	(181,349)
	15,000		26,891	(9,527)	(45,993)	(82,523)	(119,122)	(157,296)	(199,886)
	16,000		11,065	(25,388)	(61,871)	(98,423)	(135,065)	(175,788)	(218,481)

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,909	0%	5.0%	10%	15.0%	20%	25.0%	30%
Market Values 100% (105% = 5% increase)	80%		(429,621)	(439,376)	(449,403)	(459,573)	(469,743)	(479,913)	(490,130)
	82%		(359,408)	(372,107)	(384,947)	(398,006)	(411,364)	(425,103)	(438,927)
	84%		(290,565)	(306,371)	(322,276)	(338,315)	(354,533)	(371,019)	(387,878)
	86%		(222,466)	(241,478)	(260,553)	(279,715)	(299,006)	(318,461)	(338,166)
	88%		(154,856)	(177,100)	(199,399)	(221,762)	(244,214)	(266,781)	(289,527)
	90%		(95,503)	(117,561)	(139,654)	(164,206)	(189,874)	(215,632)	(241,507)
	92%		(37,479)	(62,358)	(87,295)	(112,250)	(137,254)	(164,814)	(193,891)
	94%		20,409	(7,310)	(35,085)	(62,863)	(90,703)	(118,585)	(146,533)
	96%		78,198	47,619	17,009	(13,608)	(44,280)	(74,983)	(105,739)
	98%		135,906	102,464	69,022	35,546	2,045	(31,494)	(65,071)
	100%		193,536	157,261	120,959	84,631	48,301	11,909	(24,503)
	102%		251,145	211,990	172,834	133,679	94,470	55,257	15,992
104%		308,677	266,692	224,683	182,647	140,611	98,538	56,439	
106%		366,200	321,338	276,477	231,615	186,698	141,782	96,835	
108%		423,696	375,985	328,247	280,509	232,771	184,989	137,192	
110%		481,145	430,580	380,015	329,404	278,790	228,176	177,518	
112%		538,594	485,157	431,719	378,282	324,808	271,318	217,828	
114%		596,043	539,733	483,424	427,114	370,804	314,460	258,094	
116%		653,440	594,303	535,128	475,946	416,764	357,581	298,360	
118%		710,828	648,821	586,814	524,777	462,723	400,668	338,614	
120%		768,216	703,339	638,463	573,587	508,682	443,755	378,828	

**TABLE 8**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		11,909	0%	5.0%	10%	15.0%	20%	25.0%	30%
Grant (£ per unit)	-		193,536	157,261	120,959	84,631	48,301	11,909	(24,503)
	10,000		193,536	164,317	135,096	105,836	76,576	47,317	18,009
	20,000		193,536	171,373	149,210	127,041	104,850	82,659	60,467
	30,000		193,536	178,429	163,322	148,215	133,108	118,000	102,877
	40,000		193,536	185,485	177,434	169,383	161,332	153,281	145,230
	50,000		193,536	192,541	191,546	190,551	189,556	188,561	187,566
	60,000		193,536	199,597	205,658	211,719	217,777	223,814	229,850
	70,000		193,536	206,653	219,770	232,876	245,957	259,039	272,120
	80,000		193,536	213,709	233,882	254,011	274,137	294,264	314,373
	90,000		193,536	220,765	247,974	275,146	302,317	329,470	356,584
	100,000		193,536	227,821	262,064	296,281	330,497	364,646	398,795

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

240920 Sandwell Local Plan Viability AH Appraisals (44-51) HVGF\_v0.3 PRAGMATIC - Summary Table

Appraisal Ref:	San44	San45	San46	San47	San48	San49	San50	San51
Scheme Typology:	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield	Higher Value Greenfield
No Units:	8	15	30	45	80	150	225	350
Location / Value Zone:	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:								
Total GDV (£)	2,134,000	3,576,210	7,152,420	10,846,755	19,032,676	35,340,225	53,010,338	82,460,525
<b>Policy Assumptions</b>	-	-	-	-	-	-	-	-
AH Target % (& mix):	0%	25%	25%	25%	25%	25%	25%	25%
Affordable Rent:	75%	75%	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%	0%	0%
CIL (£ psm)	20.64	20.64	20.64	20.64	20.64	20.64	20.64	20.64
CIL (£ per unit)	1,764	1,543	1,543	1,567	1,539	1,539	1,539	1,539
Site Specific S106 (£ per unit)	-	9,633	9,633	9,633	9,633	9,633	9,633	9,633
Sub-total CIL+S106 (£ per unit)	1,764	11,176	11,176	11,200	11,172	11,172	11,172	11,172
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	1,764	11,176	11,176	11,200	11,172	11,172	11,172	11,172
<b>Profit KPI's</b>	-	-	-	-	-	-	-	-
Developers Profit (% on OMS)	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%	18.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.00%	16.07%	16.07%	16.09%	15.95%	16.05%	16.05%	16.05%
Developers Profit (% on costs)	28.09%	19.80%	20.27%	20.38%	20.16%	20.22%	20.26%	20.30%
Developers Profit Total (£)	384,120	574,685	1,149,370	1,745,318	3,035,561	5,670,914	8,506,370	13,232,132
<b>Land Value KPI's</b>	-	-	-	-	-	-	-	-
RLV (£/acre (net))	690,721	103,848	161,378	171,447	166,733	152,692	158,069	161,909
RLV (£/ha (net))	1,706,771	256,609	398,766	423,647	411,996	377,302	390,588	400,078
RLV (% of GDV)	16.00%	2.69%	4.18%	4.39%	4.33%	4.00%	4.14%	4.25%
RLV Total (£)	341,354	96,228	299,074	476,602	823,992	1,414,883	2,197,058	3,500,684
BLV (£/acre (net))	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
BLV (£/ha (net))	370,650	370,650	370,650	370,650	370,650	370,650	370,650	370,650
BLV Total (£)	74,130	138,994	277,988	416,981	741,300	1,389,938	2,084,906	3,243,188
Surplus/Deficit (£/acre) [RLV-BLV]	540,721	(46,152)	11,378	21,447	16,733	2,692	8,069	11,909
Surplus/Deficit (£/ha)	1,336,121	(114,041)	28,116	52,997	41,346	6,652	19,938	29,428
Surplus/Deficit Total (£)	267,224	(42,765)	21,087	59,621	82,692	24,946	112,152	257,497
Plan Viability comments	Viabile	Marginal	Viabile	Viabile	Viabile	Viabile	Viabile	Viabile

# 240920\_SMBC Older Persons Appraisal\_v0.1

Appraisal Ref: **OP1** (see Typologies Matrix)  
 Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Lower Value 2** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				60 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing				Open Market Sale (OMS) 90%				
AH tenure split %				Affordable Rent: 75.0%				
				Social Rent: 0.0%				
				First Homes: 25.0%				
				Other Intermediate (LCHO/Sub-Market etc.): 0.0%				
				75.0% % Rented				
				2.5% % of total (>10% First Homes PPG 023)				
				100.0% 100.0%				
CIL Rate (£ psm)				0.00 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	60.0%	32.4	50.0%	3.0	59%	35.4		
2 bed Flat	40.0%	21.6	50.0%	3.0	41%	24.6		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	54.0	100.0%	6.0	100%	60.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		<b>(sqft)</b>		
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	55.0	592	75.0%	73.3	789			
2 bed Flat	75.0	807	75.0%	100.0	1,076			
3 bed Flat	80.0	861	75.0%	106.7	1,148			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		<b>(sqft)</b>		
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	55.0	592	75.0%	73.3	789			
2 bed Flat	75.0	807	75.0%	100.0	1,076			
3 bed Flat	80.0	861	75.0%	106.7	1,148			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House	0	0	0	0	0			
2 bed House	0	0	0	0	0			
3 bed House	0	0	0	0	0			
4 bed House	0	0	0	0	0			
5 bed House	0	0	0	0	0			
1 bed Flat	2,376	25,575	220	2,368	2,596			
2 bed Flat	2,160	23,250	300	3,229	2,460			
3 bed Flat	0	0	0	0	0			
	4,536	48,825	520	5,597	5,056			
					54,422			
	<b>AH % by floor area:</b>		<b>10.28% AH % by floor area (difference due to mix)</b>					
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	0	0	0	0				
2 bed House	0	0	0	0				
3 bed House	0	0	0	0				
4 bed House	0	0	0	0				
5 bed House	0	0	0	0				
1 bed Flat	145,000	2,636	245	5,133,000				
2 bed Flat	195,000	2,600	242	4,797,000				
3 bed Flat	0	0	0	0				
				9,930,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	0	60%	0	40%	0	70%	0	75%
2 bed House	0	60%	0	40%	0	70%	0	75%
3 bed House	0	60%	0	40%	0	70%	0	75%
4 bed House	0	60%	0	40%	0	70%	0	75%
5 bed House	0	60%	0	40%	0	70%	0	75%
1 bed Flat	87,000	60%	58,000	40%	101,500	70%	108,750	75%
2 bed Flat	117,000	60%	78,000	40%	136,500	70%	146,250	75%
3 bed Flat	0	60%	0	40%	0	70%	0	75%
					* capped @£250K			

# 240920\_SMBC Older Persons Appraisal\_v0.1

Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Lower Value** ; Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	32.4	@	145,000	4,698,000
2 bed Flat	21.6	@	195,000	4,212,000
3 bed Flat	0.0	@	0	-
	54.0			8,910,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	2.3	@	87,000	195,750
2 bed Flat	2.3	@	117,000	263,250
3 bed Flat	0.0	@	0	-
	4.5			459,000
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	58,000	-
2 bed Flat	0.0	@	78,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	101,500	76,125
2 bed Flat	0.8	@	136,500	102,375
3 bed Flat	0.0	@	0	-
	1.5			178,500
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	108,750	-
2 bed Flat	0.0	@	146,250	-
3 bed Flat	0.0	@	0	-
	0.0	6.0		-
<b>Sub-total GDV Residential</b>	<b>60</b>			<b>9,547,500</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>382,500</b>
	<b>76 £ psm (total GIA sqm)</b>		<b>6,375 £ per unit (total units)</b>	
<b>Grant</b>	<b>6</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				<b>9,547,500</b>

# 240920\_SMBC Older Persons Appraisal\_v0.1

Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Lower Value** ; Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(24,239)
Planning Application Professional Fees, Surveys and reports						(70,000)
CIL (Mrkt only + garages)						-
		4,536 sqm		0.00 £ psm		
		0.00% % of GDV		0 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
				0 £ per unit (total units)		
<b>S106 analysis:</b>						
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum						-
			5,056 sqm (total)	0 £ psm		
<b>Comm. Sum analysis:</b>						
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(74,130)
		0.60 ha @		123,550 £ per ha (if brownfield)		
Site Infrastructure costs -						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
				0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
			- sqm @	1,295 psm		
2 bed House						-
			- sqm @	1,295 psm		
3 bed House						-
			- sqm @	1,295 psm		
4 bed House						-
			- sqm @	1,295 psm		
5 bed House						-
			- sqm @	1,295 psm		
1 bed Flat						(4,091,296)
			2,596 sqm @	1,576 psm		
2 bed Flat						(3,876,960)
			2,460 sqm @	1,576 psm		
3 bed Flat						-
		5,056	- sqm @	1,576 psm		
Garages for 3B House (Mrkt only)						-
		- 50% units @		18 sqm @ 600 psm		
Garages for 4B House (Mrkt only)						-
		- 75% units @		18 sqm @ 600 psm		
Garages for 5B House (Mrkt only)						-
		- 120% units @		18 sqm @ 600 psm		
External works						
			7,968,256 @	15.0%		(1,195,238)
				19,921 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(17,220)
			60 units @	287 £ per unit		
M4(2) Category 2 Housing Aff units						-
		6 units @	0% @	521 £ per unit		
M4(2) Category 2 Housing OMS units						-
		54 units @	0% @	521 £ per unit		
M4(3) Category 3 Housing Aff units						(60,666)
		6 units @	100% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						(545,994)
		54 units @	100% @	10,111 £ per unit		
Net Zero Cost						(266,940)
			60 units @	4,449 £ per unit		
Urban Greening						-
		No. of storeys	4.0 equals	1,264 sqm footprint	0 £ sqm	
EV Charging Points - Houses						-
			- units @	0 £ per unit		
EV Charging Points - Flats						-
			60 units @	4 flats per charger	0 £ per 4 units	
			4 units @	0 £ per unit		
						(890,820)
				14,847 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						(506,422)
			10,128,444 @	5.0%		

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Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Lower Value** ; Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	10,128,444 @	6.5%		(658,349)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	8,910,000 OMS @	4.50%	6,683 £ per unit	(400,950)
Residential Sales Agent Costs	8,910,000 OMS @	1.00%	1,485 £ per unit	(89,100)
Residential Sales Legal Costs	8,910,000 OMS @	0.25%	371 £ per unit	(22,275)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs			5,000 £ per unit	(300,000)
<b>Disposal Cost analysis:</b>			<b>8,705 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(1,163,415)
<b>Developers Profit -</b>				
Profit on OMS	8,910,000	20.00%		(1,782,000)
Margin on AH	637,500	6.00% on AH values		(38,250)
<b>Profit analysis:</b>	<b>9,547,500</b>	<b>19.07% blended GDV</b>	<b>(1,820,250)</b>	
	<b>13,373,194</b>	<b>13.61% on costs</b>	<b>(1,820,250)</b>	
<b>TOTAL COSTS</b>				<b>(15,193,444)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(5,645,944)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(5,645,944)</b>
<b>RLV analysis:</b>	<b>(94,099) £ per plot</b>	<b>(9,409,907) £ per ha (net)</b>	<b>(3,808,137) £ per acre (net)</b>	
		<b>(9,409,907) £ per ha (gross)</b>	<b>(3,808,137) £ per acre (gross)</b>	
			<b>-59.14% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	100.0	dph (net)		
Site Area (net)	0.60	ha (net)	1.48	acres (net)
Net to Gross ratio	100%			
Site Area (gross)	0.60	ha (gross)	1.48	acres (gross)
<b>Density analysis:</b>	<b>8,427</b>	<b>sqm/ha (net)</b>	<b>36,707</b>	<b>sqft/ac (net)</b>
	<b>100</b>	<b>dph (gross)</b>		
Benchmark Land Value (net)	5,838 £ per plot	583,774 £ per ha (net)	236,250 £ per acre (net)	350,264
<b>BLV analysis:</b>		<b>583,774 £ per ha (gross)</b>	<b>236,250 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(9,993,681) £ per ha (net)</b>	<b>(4,044,387) £ per acre (net)</b>	<b>(5,996,209)</b>



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Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Lower Value ; Greenfield/Brownfield; Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,044,387)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm	0.00		(3,579,591)	(3,637,701)	(3,695,811)	(3,753,921)	(3,812,031)	(3,870,141)	(3,928,252)
	10.00		(3,614,636)	(3,670,799)	(3,726,963)	(3,783,126)	(3,839,289)	(3,895,452)	(3,951,615)
	20.00		(3,649,682)	(3,703,898)	(3,758,114)	(3,812,330)	(3,866,547)	(3,920,763)	(3,974,979)
	30.00		(3,684,727)	(3,736,997)	(3,789,266)	(3,841,535)	(3,893,804)	(3,946,074)	(3,998,343)
	40.00		(3,719,773)	(3,770,095)	(3,820,418)	(3,870,740)	(3,921,062)	(3,971,384)	(4,021,707)
	50.00		(3,754,819)	(3,803,194)	(3,851,569)	(3,899,945)	(3,948,320)	(3,996,695)	(4,045,070)
	60.00		(3,789,864)	(3,836,293)	(3,882,721)	(3,929,149)	(3,975,578)	(4,022,006)	(4,068,434)
	70.00		(3,824,910)	(3,869,391)	(3,913,873)	(3,958,354)	(4,002,835)	(4,047,317)	(4,091,798)
	80.00		(3,859,956)	(3,902,490)	(3,945,024)	(3,987,559)	(4,030,093)	(4,072,627)	(4,115,162)
	90.00		(3,895,001)	(3,935,589)	(3,976,176)	(4,016,763)	(4,057,351)	(4,097,938)	(4,138,525)
	100.00		(3,930,047)	(3,968,687)	(4,007,328)	(4,045,968)	(4,084,608)	(4,123,249)	(4,161,889)
	110.00		(3,965,093)	(4,001,786)	(4,038,479)	(4,075,173)	(4,111,866)	(4,148,559)	(4,185,253)
	120.00		(4,000,138)	(4,034,885)	(4,069,631)	(4,104,377)	(4,139,124)	(4,173,870)	(4,208,617)
	130.00		(4,035,184)	(4,067,983)	(4,100,783)	(4,133,582)	(4,166,382)	(4,199,181)	(4,231,980)
	140.00		(4,070,229)	(4,101,082)	(4,131,934)	(4,162,787)	(4,193,639)	(4,224,492)	(4,255,344)
	150.00		(4,105,275)	(4,134,181)	(4,163,086)	(4,191,991)	(4,220,897)	(4,249,802)	(4,278,708)
	160.00		(4,140,321)	(4,167,279)	(4,194,238)	(4,221,196)	(4,248,155)	(4,275,113)	(4,302,072)
	170.00		(4,175,366)	(4,200,378)	(4,225,389)	(4,250,401)	(4,275,412)	(4,300,424)	(4,325,435)
	180.00		(4,210,412)	(4,233,476)	(4,256,541)	(4,279,606)	(4,302,670)	(4,325,735)	(4,348,799)
	190.00		(4,245,458)	(4,266,575)	(4,287,693)	(4,308,810)	(4,329,928)	(4,351,045)	(4,372,163)
200.00		(4,280,503)	(4,299,674)	(4,318,844)	(4,338,015)	(4,357,186)	(4,376,356)	(4,395,527)	
210.00		(4,315,549)	(4,332,772)	(4,349,996)	(4,367,220)	(4,384,443)	(4,401,667)	(4,418,890)	
220.00		(4,350,594)	(4,365,871)	(4,381,148)	(4,396,424)	(4,411,701)	(4,426,978)	(4,442,254)	
230.00		(4,385,640)	(4,398,970)	(4,412,299)	(4,425,629)	(4,438,959)	(4,452,288)	(4,465,618)	
240.00		(4,420,686)	(4,432,068)	(4,443,451)	(4,454,834)	(4,466,216)	(4,477,599)	(4,488,982)	
250.00		(4,455,731)	(4,465,167)	(4,474,603)	(4,484,038)	(4,493,474)	(4,502,910)	(4,512,345)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,044,387)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106	1,000		(3,625,947)	(3,684,057)	(3,742,168)	(3,800,278)	(3,858,388)	(3,916,498)	(3,974,608)
	2,000		(3,672,304)	(3,730,414)	(3,788,524)	(3,846,634)	(3,904,745)	(3,962,855)	(4,020,965)
	3,000		(3,718,661)	(3,776,771)	(3,834,881)	(3,892,991)	(3,951,101)	(4,009,211)	(4,067,322)
	4,000		(3,765,017)	(3,823,127)	(3,881,238)	(3,939,348)	(3,997,458)	(4,055,568)	(4,113,678)
	5,000		(3,811,374)	(3,869,484)	(3,927,594)	(3,985,704)	(4,043,815)	(4,101,925)	(4,160,035)
	6,000		(3,857,731)	(3,915,841)	(3,973,951)	(4,032,061)	(4,090,171)	(4,148,281)	(4,206,391)
	7,000		(3,904,087)	(3,962,197)	(4,020,307)	(4,078,418)	(4,136,528)	(4,194,638)	(4,252,748)
	8,000		(3,950,444)	(4,008,554)	(4,066,664)	(4,124,774)	(4,182,884)	(4,240,995)	(4,299,105)
	9,000		(3,996,800)	(4,054,911)	(4,113,021)	(4,171,131)	(4,229,241)	(4,287,351)	(4,345,461)
	10,000		(4,043,157)	(4,101,267)	(4,159,377)	(4,217,488)	(4,275,598)	(4,333,708)	(4,391,818)
	11,000		(4,089,514)	(4,147,624)	(4,205,734)	(4,263,844)	(4,321,954)	(4,380,065)	(4,438,175)
	12,000		(4,135,870)	(4,193,981)	(4,252,091)	(4,310,201)	(4,368,311)	(4,426,421)	(4,484,531)
	13,000		(4,182,227)	(4,240,337)	(4,298,447)	(4,356,558)	(4,414,668)	(4,472,778)	(4,530,888)
	14,000		(4,228,584)	(4,286,694)	(4,344,804)	(4,402,914)	(4,461,024)	(4,519,135)	(4,577,245)
	15,000		(4,274,940)	(4,333,051)	(4,391,161)	(4,449,271)	(4,507,381)	(4,565,491)	(4,623,601)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,044,387)	10%	15%	20%	25%	30%	35%	40%
Profit	15.0%		(3,279,105)	(3,353,909)	(3,428,713)	(3,503,516)	(3,578,320)	(3,653,124)	(3,727,928)
	16.0%		(3,339,202)	(3,410,667)	(3,482,132)	(3,553,597)	(3,625,062)	(3,696,527)	(3,767,993)
	17.0%		(3,399,299)	(3,467,426)	(3,535,552)	(3,603,678)	(3,671,805)	(3,739,931)	(3,808,057)
	18.0%		(3,459,396)	(3,524,184)	(3,588,972)	(3,653,759)	(3,718,547)	(3,783,334)	(3,848,122)
	19.0%		(3,519,493)	(3,580,942)	(3,642,391)	(3,703,840)	(3,765,289)	(3,826,738)	(3,888,187)
	20.0%		(3,579,591)	(3,637,701)	(3,695,811)	(3,753,921)	(3,812,031)	(3,870,141)	(3,928,252)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,044,387)	10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre)	1,500,000		(4,817,091)	(4,875,201)	(4,933,311)	(4,991,421)	(5,049,531)	(5,107,641)	(5,165,752)
	1,600,000		(4,917,091)	(4,975,201)	(5,033,311)	(5,091,421)	(5,149,531)	(5,207,641)	(5,265,752)
	1,700,000		(5,017,091)	(5,075,201)	(5,133,311)	(5,191,421)	(5,249,531)	(5,307,641)	(5,365,752)
	1,800,000		(5,117,091)	(5,175,201)	(5,233,311)	(5,291,421)	(5,349,531)	(5,407,641)	(5,465,752)
	1,900,000		(5,217,091)	(5,275,201)	(5,333,311)	(5,391,421)	(5,449,531)	(5,507,641)	(5,565,752)
	2,000,000		(5,317,091)	(5,375,201)	(5,433,311)	(5,491,421)	(5,549,531)	(5,607,641)	(5,665,752)
	2,100,000		(5,417,091)	(5,475,201)	(5,533,311)	(5,591,421)	(5,649,531)	(5,707,641)	(5,765,752)
	2,200,000		(5,517,091)	(5,575,201)	(5,633,311)	(5,691,421)	(5,749,531)	(5,807,641)	(5,865,752)
	2,300,000		(5,617,091)	(5,675,201)	(5,733,311)	(5,791,421)	(5,849,531)	(5,907,641)	(5,965,752)
	2,400,000		(5,717,091)	(5,775,201)	(5,833,311)	(5,891,421)	(5,949,531)	(6,007,641)	(6,065,752)
	2,500,000		(5,817,091)	(5,875,201)	(5,933,311)	(5,991,421)	(6,049,531)	(6,107,641)	(6,165,752)
	2,600,000		(5,917,091)	(5,975,201)	(6,033,311)	(6,091,421)	(6,149,531)	(6,207,641)	(6,265,752)
	2,700,000		(6,017,091)	(6,075,201)	(6,133,311)	(6,191,421)	(6,249,531)	(6,307,641)	(6,365,752)
	2,800,000		(6,117,091)	(6,175,201)	(6,233,311)	(6,291,421)	(6,349,531)	(6,407,641)	(6,465,752)
	2,900,000		(6,217,091)	(6,275,201)	(6,333,311)	(6,391,421)	(6,449,531)	(6,507,641)	(6,565,752)
	3,000,000		(6,317,091)	(6,375,201)	(6,433,311)	(6,491,421)	(6,549,531)	(6,607,641)	(6,665,752)



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Scheme Typology: Retirement Living No Units: 60  
 Site Typology: Location / Value Zone: Lower Value : Greenfield/Brownfield: Brownfield  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(4,044,387)	0	(3,345,572)	(3,403,682)	(3,461,792)	(3,519,902)	(3,578,012)	(3,636,122)	(3,694,233)
Net Zero	2,000	(3,449,580)	(3,507,690)	(3,565,800)	(3,623,911)	(3,682,021)	(3,740,131)	(3,798,241)	(3,856,351)
(£ per unit)	4,000	(3,553,588)	(3,611,699)	(3,669,809)	(3,727,919)	(3,786,029)	(3,844,139)	(3,902,249)	(3,960,359)
4,449	6,000	(3,657,597)	(3,715,707)	(3,773,817)	(3,831,927)	(3,890,038)	(3,948,148)	(4,006,258)	(4,064,368)
	8,000	(3,761,605)	(3,819,715)	(3,877,826)	(3,935,936)	(3,994,046)	(4,052,156)	(4,110,266)	(4,168,376)
	10,000	(3,865,614)	(3,923,724)	(3,981,834)	(4,039,944)	(4,098,054)	(4,156,165)	(4,214,275)	(4,272,385)
	12,000	(3,969,622)	(4,027,732)	(4,085,842)	(4,143,953)	(4,202,063)	(4,260,173)	(4,318,283)	(4,376,393)
	14,000	(4,073,631)	(4,131,741)	(4,189,851)	(4,247,961)	(4,306,071)	(4,364,181)	(4,422,292)	(4,480,402)
	16,000	(4,177,639)	(4,235,749)	(4,293,859)	(4,351,970)	(4,410,080)	(4,468,190)	(4,526,300)	(4,584,410)
	18,000	(4,281,647)	(4,339,758)	(4,397,868)	(4,455,978)	(4,514,088)	(4,572,198)	(4,630,308)	(4,688,418)
	20,000	(4,385,656)	(4,443,766)	(4,501,876)	(4,559,986)	(4,618,097)	(4,676,207)	(4,734,317)	(4,792,427)
	22,000	(4,489,664)	(4,547,774)	(4,605,885)	(4,663,995)	(4,722,105)	(4,780,215)	(4,838,325)	(4,896,435)
	24,000	(4,593,673)	(4,651,783)	(4,709,893)	(4,768,003)	(4,826,113)	(4,884,224)	(4,942,334)	(5,000,444)
	26,000	(4,697,681)	(4,755,791)	(4,813,901)	(4,872,012)	(4,930,122)	(4,988,232)	(5,046,342)	(5,104,452)
	28,000	(4,801,690)	(4,859,800)	(4,917,910)	(4,976,020)	(5,034,130)	(5,092,240)	(5,150,350)	(5,208,460)
	30,000	(4,905,698)	(4,963,808)	(5,021,918)	(5,080,028)	(5,138,138)	(5,196,248)	(5,254,358)	(5,312,468)

**TABLE 6**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(4,044,387)	70%	(1,359,800)	(1,413,255)	(1,467,851)	(1,522,447)	(1,577,043)	(1,631,639)	(1,686,235)
		75%	(1,728,814)	(1,783,996)	(1,839,177)	(1,894,359)	(1,949,541)	(2,004,723)	(2,059,904)
Build Cost		80%	(2,098,969)	(2,154,737)	(2,210,504)	(2,266,272)	(2,322,039)	(2,377,806)	(2,433,574)
100%		85%	(2,469,125)	(2,525,478)	(2,581,831)	(2,638,184)	(2,694,537)	(2,750,890)	(2,807,243)
(105% = 5% increase)		90%	(2,839,280)	(2,896,219)	(2,953,158)	(3,010,096)	(3,067,035)	(3,123,974)	(3,180,913)
		95%	(3,209,435)	(3,266,960)	(3,324,484)	(3,382,009)	(3,439,533)	(3,497,058)	(3,554,582)
		100%	(3,579,591)	(3,637,701)	(3,695,811)	(3,753,921)	(3,812,031)	(3,870,141)	(3,928,251)
		105%	(3,949,746)	(4,008,442)	(4,067,138)	(4,125,833)	(4,184,529)	(4,243,225)	(4,301,921)
		110%	(4,319,901)	(4,379,183)	(4,438,464)	(4,497,746)	(4,557,027)	(4,616,309)	(4,675,590)
		115%	(4,690,056)	(4,749,924)	(4,809,791)	(4,869,658)	(4,929,525)	(4,989,393)	(5,049,260)
		120%	(5,060,212)	(5,120,665)	(5,181,118)	(5,241,571)	(5,302,023)	(5,362,476)	(5,422,929)
		125%	(5,430,367)	(5,491,406)	(5,552,444)	(5,613,483)	(5,674,522)	(5,735,560)	(5,796,599)

**TABLE 7**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(4,044,387)	80%	(4,539,329)	(4,544,121)	(4,548,912)	(4,553,703)	(4,558,495)	(4,563,286)	(4,568,077)
		82%	(4,443,355)	(4,453,479)	(4,463,602)	(4,473,725)	(4,483,848)	(4,493,972)	(4,504,095)
Market Values		84%	(4,347,381)	(4,362,837)	(4,378,292)	(4,393,747)	(4,409,202)	(4,424,657)	(4,440,112)
100%		86%	(4,251,408)	(4,272,195)	(4,292,982)	(4,313,769)	(4,334,556)	(4,355,343)	(4,376,130)
(105% = 5% increase)		88%	(4,155,434)	(4,181,553)	(4,207,672)	(4,233,790)	(4,259,909)	(4,286,028)	(4,312,147)
		90%	(4,059,460)	(4,090,911)	(4,122,361)	(4,153,812)	(4,185,263)	(4,216,714)	(4,248,164)
		92%	(3,963,486)	(4,000,269)	(4,037,051)	(4,073,834)	(4,110,617)	(4,147,399)	(4,184,182)
		94%	(3,867,512)	(3,909,627)	(3,951,741)	(3,993,856)	(4,035,970)	(4,078,085)	(4,120,199)
		96%	(3,771,538)	(3,818,985)	(3,866,431)	(3,913,877)	(3,961,324)	(4,008,770)	(4,056,217)
		98%	(3,675,564)	(3,728,343)	(3,781,121)	(3,833,899)	(3,886,678)	(3,939,456)	(3,992,234)
		100%	(3,579,591)	(3,637,701)	(3,695,811)	(3,753,921)	(3,812,031)	(3,870,141)	(3,928,251)
		102%	(3,483,617)	(3,547,059)	(3,610,501)	(3,673,943)	(3,737,385)	(3,800,827)	(3,864,269)
		104%	(3,387,643)	(3,456,417)	(3,525,191)	(3,593,965)	(3,662,739)	(3,731,512)	(3,800,286)
		106%	(3,291,669)	(3,365,775)	(3,439,881)	(3,513,986)	(3,588,092)	(3,662,198)	(3,736,304)
		108%	(3,195,695)	(3,275,133)	(3,354,570)	(3,434,008)	(3,513,446)	(3,592,884)	(3,672,321)
		110%	(3,099,721)	(3,184,491)	(3,269,260)	(3,354,030)	(3,438,800)	(3,523,569)	(3,608,339)
		112%	(3,003,747)	(3,093,849)	(3,183,950)	(3,274,052)	(3,364,153)	(3,454,255)	(3,544,356)
		114%	(2,907,774)	(3,003,207)	(3,098,640)	(3,194,074)	(3,289,507)	(3,384,940)	(3,480,374)
		116%	(2,811,800)	(2,912,565)	(3,013,330)	(3,114,095)	(3,214,861)	(3,315,626)	(3,416,391)
		118%	(2,715,826)	(2,821,923)	(2,928,020)	(3,034,117)	(3,140,214)	(3,246,311)	(3,352,408)
		120%	(2,619,852)	(2,731,281)	(2,842,710)	(2,954,139)	(3,065,568)	(3,176,997)	(3,288,426)

**TABLE 8**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(4,044,387)	5,000	(3,556,410)	(3,602,931)	(3,649,451)	(3,695,971)	(3,742,491)	(3,789,011)	(3,835,531)
		10,000	(3,533,230)	(3,568,160)	(3,603,090)	(3,638,020)	(3,672,950)	(3,707,880)	(3,742,810)
Grant (£ per unit)	15,000	(3,510,050)	(3,533,390)	(3,556,730)	(3,580,070)	(3,603,410)	(3,626,750)	(3,650,090)	(3,673,430)
-	20,000	(3,486,870)	(3,498,620)	(3,510,370)	(3,522,120)	(3,533,869)	(3,545,619)	(3,557,369)	(3,569,119)
	25,000	(3,463,690)	(3,463,850)	(3,464,009)	(3,464,169)	(3,464,329)	(3,464,489)	(3,464,649)	(3,464,809)
	30,000	(3,440,510)	(3,429,079)	(3,417,649)	(3,406,219)	(3,394,788)	(3,383,358)	(3,371,928)	(3,360,498)
	35,000	(3,417,329)	(3,394,309)	(3,371,289)	(3,348,268)	(3,325,248)	(3,302,228)	(3,279,207)	(3,256,187)
	40,000	(3,394,149)	(3,359,539)	(3,324,928)	(3,290,318)	(3,255,708)	(3,221,097)	(3,186,487)	(3,151,877)
	45,000	(3,370,969)	(3,324,769)	(3,278,568)	(3,232,368)	(3,186,167)	(3,139,967)	(3,093,766)	(3,047,566)
	50,000	(3,347,789)	(3,289,998)	(3,232,208)	(3,174,417)	(3,116,627)	(3,058,836)	(3,001,045)	(2,943,255)
	55,000	(3,324,609)	(3,255,228)	(3,185,848)	(3,116,467)	(3,047,086)	(2,977,706)	(2,908,325)	(2,838,945)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

240920\_SMBC Older Persons Appraisal\_v0.1

Appraisal Ref: **OP2** (see Typologies Matrix)  
 Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				60 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing				90%				
AH tenure split %				75.0% Rented				
Open Market Sale (OMS)				90%				
Affordable Rent:				75.0%				
Social Rent:				0.0%				
First Homes:				25.0%				
Other Intermediate (LCHO/Sub-Market etc.):				0.0%				
				100.0%		100.0%		
CIL Rate (£ psm)				0.00 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	60.0%	32.4	50.0%	3.0	59%	35.4		
2 bed Flat	40.0%	21.6	50.0%	3.0	41%	24.6		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	54.0	100.0%	6.0	100%	60.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqft)</b>				
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	55.0	592	75.0%	73.3	789			
2 bed Flat	75.0	807	75.0%	100.0	1,076			
3 bed Flat	80.0	861	75.0%	106.7	1,148			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqft)</b>				
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	55.0	592	75.0%	73.3	789			
2 bed Flat	75.0	807	75.0%	100.0	1,076			
3 bed Flat	80.0	861	75.0%	106.7	1,148			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqft)</b>			
1 bed House	0	0	0	0	0			
2 bed House	0	0	0	0	0			
3 bed House	0	0	0	0	0			
4 bed House	0	0	0	0	0			
5 bed House	0	0	0	0	0			
1 bed Flat	2,376	25,575	220	2,368	2,596	27,943		
2 bed Flat	2,160	23,250	300	3,229	2,460	26,479		
3 bed Flat	0	0	0	0	0	0		
	4,536	48,825	520	5,597	5,056	54,422		
<b>AH % by floor area:</b>			<b>10.28% AH % by floor area (difference due to mix)</b>					
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	0	0	0	0				
2 bed House	0	0	0	0				
3 bed House	0	0	0	0				
4 bed House	0	0	0	0				
5 bed House	0	0	0	0				
1 bed Flat	145,000	2,636	245	5,133,000				
2 bed Flat	195,000	2,600	242	4,797,000				
3 bed Flat	0	0	0	0				
				9,930,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	0	60%	0	40%	0	70%	0	75%
2 bed House	0	60%	0	40%	0	70%	0	75%
3 bed House	0	60%	0	40%	0	70%	0	75%
4 bed House	0	60%	0	40%	0	70%	0	75%
5 bed House	0	60%	0	40%	0	70%	0	75%
1 bed Flat	87,000	60%	58,000	40%	101,500	70%	108,750	75%
2 bed Flat	117,000	60%	78,000	40%	136,500	70%	146,250	75%
3 bed Flat	0	60%	0	40%	0	70%	0	75%
					* capped @£250K			

# 240920\_SMBC Older Persons Appraisal\_v0.1

Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	32.4	@	145,000	4,698,000
2 bed Flat	21.6	@	195,000	4,212,000
3 bed Flat	0.0	@	0	-
	54.0			8,910,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	2.3	@	87,000	195,750
2 bed Flat	2.3	@	117,000	263,250
3 bed Flat	0.0	@	0	-
	4.5			459,000
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	58,000	-
2 bed Flat	0.0	@	78,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	101,500	76,125
2 bed Flat	0.8	@	136,500	102,375
3 bed Flat	0.0	@	0	-
	1.5			178,500
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	108,750	-
2 bed Flat	0.0	@	146,250	-
3 bed Flat	0.0	@	0	-
	0.0	@	6.0	-
<b>Sub-total GDV Residential</b>	<b>60</b>			<b>9,547,500</b>
<b>AH on-site cost analysis:</b>				
	76 £ psm (total GIA sqm)		£MV (no AH) less £GDV (inc. AH)	382,500
			6,375 £ per unit (total units)	
<b>Grant</b>	6	AH units @	0 per unit	-
<b>Total GDV</b>				<b>9,547,500</b>

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Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(24,239)
Planning Application Professional Fees, Surveys and reports						(70,000)
CIL (Mrkt only + garages)		4,536 sqm		0.00 £ psm		-
	<b>CIL analysis:</b>	0.00% % of GDV		0 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum			5,056 sqm (total)	0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		0.60 ha @		123,550 £ per ha (if brownfield)		(74,130)
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		-	sqm @	1,295 psm		-
2 bed House		-	sqm @	1,295 psm		-
3 bed House		-	sqm @	1,295 psm		-
4 bed House		-	sqm @	1,295 psm		-
5 bed House		-	sqm @	1,295 psm		-
1 bed Flat		2,596	sqm @	1,576 psm		(4,091,296)
2 bed Flat		2,460	sqm @	1,576 psm		(3,876,960)
3 bed Flat		5,056	sqm @	1,576 psm		-
Garages for 3B House (Mrkt only)		-	50% units @	18 sqm @ 600 psm		-
Garages for 4B House (Mrkt only)		-	75% units @	18 sqm @ 600 psm		-
Garages for 5B House (Mrkt only)		-	120% units @	18 sqm @ 600 psm		-
External works			7,968,256 @	15.0%		(1,195,238)
	<b>Ext. Works analysis:</b>			19,921 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		60 units @		287 £ per unit		(17,220)
M4(2) Category 2 Housing	Aff units	6 units @	0% @	521 £ per unit		-
M4(2) Category 2 Housing	OMS units	54 units @	0% @	521 £ per unit		-
M4(3) Category 3 Housing	Aff units	6 units @	100% @	10,111 £ per unit		(60,666)
M4(3) Category 3 Housing	OMS units	54 units @	100% @	10,111 £ per unit		(545,994)
Net Zero Cost		60 units @		4,449 £ per unit		(266,940)
Urban Greening	No. of storeys	4.0 equals	1,264 sqm footprint	0 £ sqm		-
EV Charging Points - Houses		- units @		0 £ per unit		-
EV Charging Points - Flats		60 units @	4 flats per charger	0 £ per 4 units		-
		4 units @		0 £ per unit		-
	Sub-total					(890,820)
	<b>Policy Costs analysis: (design costs only)</b>			14,847 £ per unit (total units)		
Contingency (on construction)		10,128,444 @		5.0%		(506,422)

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Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	10,128,444 @	6.5%		(658,349)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	8,910,000 OMS @	4.50%	6,683 £ per unit	(400,950)
Residential Sales Agent Costs	8,910,000 OMS @	1.00%	1,485 £ per unit	(89,100)
Residential Sales Legal Costs	8,910,000 OMS @	0.25%	371 £ per unit	(22,275)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs			5,000 £ per unit	(300,000)
<b>Disposal Cost analysis:</b>			<b>8,705 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(1,163,415)
<b>Developers Profit -</b>				
Profit on OMS	8,910,000	20.00%		(1,782,000)
Margin on AH	637,500	6.00% on AH values		(38,250)
<b>Profit analysis:</b>	<b>9,547,500</b>	<b>19.07% blended GDV</b>	<b>(1,820,250)</b>	
	<b>13,373,194</b>	<b>13.61% on costs</b>	<b>(1,820,250)</b>	
<b>TOTAL COSTS</b>				<b>(15,193,444)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(5,645,944)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
<b>Residual Land Value</b>				<b>(5,645,944)</b>
<b>RLV analysis:</b>	<b>(94,099) £ per plot</b>	<b>(9,409,907) £ per ha (net)</b>	<b>(3,808,137) £ per acre (net)</b>	
		<b>(9,409,907) £ per ha (gross)</b>	<b>(3,808,137) £ per acre (gross)</b>	
			<b>-59.14% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	100.0	dph (net)		
Site Area (net)	0.60	ha (net)	1.48 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	0.60	ha (gross)	1.48 acres (gross)	
<b>Density analysis:</b>	<b>8,427</b>	<b>sqm/ha (net)</b>	<b>36,707</b>	<b>sqft/ac (net)</b>
	<b>100</b>	<b>dph (gross)</b>		
Benchmark Land Value (net)	6,242 £ per plot	624,236 £ per ha (net)	252,625 £ per acre (net)	374,542
<b>BLV analysis:</b>		<b>624,236 £ per ha (gross)</b>	<b>252,625 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)	<b>(10,034,144)</b>	<b>£ per ha (net)</b>	<b>(4,060,762)</b>	<b>£ per acre (net)</b>
				<b>(6,020,486)</b>

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Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

**SENSITIVITY ANALYSIS**  
 The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,060,762)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm	0.00		(3,585,841)	(3,643,951)	(3,702,061)	(3,760,171)	(3,818,281)	(3,876,391)	(3,934,502)
	10.00		(3,620,886)	(3,677,049)	(3,733,213)	(3,789,376)	(3,845,539)	(3,901,702)	(3,957,865)
	20.00		(3,655,932)	(3,710,148)	(3,764,364)	(3,818,580)	(3,872,797)	(3,927,013)	(3,981,229)
	30.00		(3,690,977)	(3,743,247)	(3,795,516)	(3,847,785)	(3,900,054)	(3,952,324)	(4,004,593)
	40.00		(3,726,023)	(3,776,345)	(3,826,668)	(3,876,990)	(3,927,312)	(3,977,634)	(4,027,957)
	50.00		(3,761,069)	(3,809,444)	(3,857,819)	(3,906,195)	(3,954,570)	(4,002,945)	(4,051,320)
	60.00		(3,796,114)	(3,842,543)	(3,888,971)	(3,935,399)	(3,981,828)	(4,028,256)	(4,074,684)
	70.00		(3,831,160)	(3,875,641)	(3,920,123)	(3,964,604)	(4,009,085)	(4,053,567)	(4,098,048)
	80.00		(3,866,206)	(3,908,740)	(3,951,274)	(3,993,809)	(4,036,343)	(4,078,877)	(4,121,412)
	90.00		(3,901,251)	(3,941,839)	(3,982,426)	(4,023,013)	(4,063,601)	(4,104,188)	(4,144,775)
	100.00		(3,936,297)	(3,974,937)	(4,013,578)	(4,052,218)	(4,090,858)	(4,129,499)	(4,168,139)
	110.00		(3,971,343)	(4,008,036)	(4,044,729)	(4,081,423)	(4,118,116)	(4,154,809)	(4,191,503)
	120.00		(4,006,388)	(4,041,135)	(4,075,881)	(4,110,627)	(4,145,374)	(4,180,120)	(4,214,867)
	130.00		(4,041,434)	(4,074,233)	(4,107,033)	(4,139,832)	(4,172,632)	(4,205,431)	(4,238,230)
	140.00		(4,076,479)	(4,107,332)	(4,138,184)	(4,169,037)	(4,199,889)	(4,230,742)	(4,261,594)
	150.00		(4,111,525)	(4,140,431)	(4,169,336)	(4,198,241)	(4,227,147)	(4,256,052)	(4,284,958)
	160.00		(4,146,571)	(4,173,529)	(4,200,488)	(4,227,446)	(4,254,405)	(4,281,363)	(4,308,322)
	170.00		(4,181,616)	(4,206,628)	(4,231,639)	(4,256,651)	(4,281,662)	(4,306,674)	(4,331,685)
	180.00		(4,216,662)	(4,239,726)	(4,262,791)	(4,285,856)	(4,308,920)	(4,331,985)	(4,355,049)
	190.00		(4,251,708)	(4,272,825)	(4,293,943)	(4,315,060)	(4,336,178)	(4,357,295)	(4,378,413)
200.00		(4,286,753)	(4,305,924)	(4,325,094)	(4,344,265)	(4,363,436)	(4,382,606)	(4,401,777)	
210.00		(4,321,799)	(4,339,022)	(4,356,246)	(4,373,470)	(4,390,693)	(4,407,917)	(4,425,140)	
220.00		(4,356,844)	(4,372,121)	(4,387,398)	(4,402,674)	(4,417,951)	(4,433,228)	(4,448,504)	
230.00		(4,391,890)	(4,405,220)	(4,418,549)	(4,431,879)	(4,445,209)	(4,458,538)	(4,471,868)	
240.00		(4,426,936)	(4,438,318)	(4,449,701)	(4,461,084)	(4,472,466)	(4,483,849)	(4,495,232)	
250.00		(4,461,981)	(4,471,417)	(4,480,853)	(4,490,288)	(4,499,724)	(4,509,160)	(4,518,595)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,060,762)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106	1,000		(3,889,958)	(3,933,748)	(3,977,538)	(4,021,328)	(4,065,118)	(4,108,908)	(4,152,699)
	2,000		(3,936,315)	(3,980,105)	(4,023,895)	(4,067,685)	(4,111,475)	(4,155,265)	(4,199,055)
	3,000		(3,982,671)	(4,026,461)	(4,070,251)	(4,114,042)	(4,157,832)	(4,201,622)	(4,245,412)
	4,000		(4,029,028)	(4,072,818)	(4,116,608)	(4,160,398)	(4,204,188)	(4,247,978)	(4,291,769)
	5,000		(4,075,384)	(4,119,175)	(4,162,965)	(4,206,755)	(4,250,545)	(4,294,335)	(4,338,125)
	6,000		(4,121,741)	(4,165,531)	(4,209,321)	(4,253,112)	(4,296,902)	(4,340,692)	(4,384,482)
	7,000		(4,168,098)	(4,211,888)	(4,255,678)	(4,299,468)	(4,343,258)	(4,387,048)	(4,430,839)
	8,000		(4,214,454)	(4,258,245)	(4,302,035)	(4,345,825)	(4,389,615)	(4,433,405)	(4,477,195)
	9,000		(4,260,811)	(4,304,601)	(4,348,391)	(4,392,181)	(4,435,972)	(4,479,762)	(4,523,552)
	10,000		(4,307,168)	(4,350,958)	(4,394,748)	(4,438,538)	(4,482,328)	(4,526,118)	(4,569,909)
	11,000		(4,353,524)	(4,397,315)	(4,441,105)	(4,484,895)	(4,528,685)	(4,572,475)	(4,616,265)
	12,000		(4,399,881)	(4,443,671)	(4,487,461)	(4,531,251)	(4,575,042)	(4,618,832)	(4,662,622)
	13,000		(4,446,238)	(4,490,028)	(4,533,818)	(4,577,608)	(4,621,398)	(4,665,188)	(4,708,979)
	14,000		(4,492,594)	(4,536,385)	(4,580,175)	(4,623,965)	(4,667,755)	(4,711,545)	(4,755,335)
	15,000		(4,538,951)	(4,582,741)	(4,626,531)	(4,670,321)	(4,714,112)	(4,757,902)	(4,801,692)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,060,762)	10%	15%	20%	25%	30%	35%	40%
Profit	15.0%		(3,543,116)	(3,603,599)	(3,664,083)	(3,724,567)	(3,785,051)	(3,845,534)	(3,906,018)
	16.0%		(3,603,213)	(3,660,358)	(3,717,503)	(3,774,648)	(3,831,793)	(3,888,938)	(3,946,083)
	17.0%		(3,663,310)	(3,717,116)	(3,770,922)	(3,824,729)	(3,878,535)	(3,932,341)	(3,986,148)
	18.0%		(3,723,407)	(3,773,875)	(3,824,342)	(3,874,810)	(3,925,277)	(3,975,745)	(4,026,212)
	19.0%		(3,783,504)	(3,830,633)	(3,877,762)	(3,924,891)	(3,972,020)	(4,019,148)	(4,066,277)
	20.0%		(3,843,601)	(3,887,391)	(3,931,181)	(3,974,972)	(4,018,762)	(4,062,552)	(4,106,342)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,060,762)	10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre)	1,500,000		(5,074,851)	(5,118,641)	(5,162,431)	(5,206,222)	(5,250,012)	(5,293,802)	(5,337,592)
	1,600,000		(5,174,851)	(5,218,641)	(5,262,431)	(5,306,222)	(5,350,012)	(5,393,802)	(5,437,592)
	1,700,000		(5,274,851)	(5,318,641)	(5,362,431)	(5,406,222)	(5,450,012)	(5,493,802)	(5,537,592)
	1,800,000		(5,374,851)	(5,418,641)	(5,462,431)	(5,506,222)	(5,550,012)	(5,593,802)	(5,637,592)
	1,900,000		(5,474,851)	(5,518,641)	(5,562,431)	(5,606,222)	(5,650,012)	(5,693,802)	(5,737,592)
	2,000,000		(5,574,851)	(5,618,641)	(5,662,431)	(5,706,222)	(5,750,012)	(5,793,802)	(5,837,592)
	2,100,000		(5,674,851)	(5,718,641)	(5,762,431)	(5,806,222)	(5,850,012)	(5,893,802)	(5,937,592)
	2,200,000		(5,774,851)	(5,818,641)	(5,862,431)	(5,906,222)	(5,950,012)	(5,993,802)	(6,037,592)
	2,300,000		(5,874,851)	(5,918,641)	(5,962,431)	(6,006,222)	(6,050,012)	(6,093,802)	(6,137,592)
	2,400,000		(5,974,851)	(6,018,641)	(6,062,431)	(6,106,222)	(6,150,012)	(6,193,802)	(6,237,592)
	2,500,000		(6,074,851)	(6,118,641)	(6,162,431)	(6,206,222)	(6,250,012)	(6,293,802)	(6,337,592)
	2,600,000		(6,174,851)	(6,218,641)	(6,262,431)	(6,306,222)	(6,350,012)	(6,393,802)	(6,437,592)
	2,700,000		(6,274,851)	(6,318,641)	(6,362,431)	(6,406,222)	(6,450,012)	(6,493,802)	(6,537,592)
	2,800,000		(6,374,851)	(6,418,641)	(6,462,431)	(6,506,222)	(6,550,012)	(6,593,802)	(6,637,592)
	2,900,000		(6,474,851)	(6,518,641)	(6,562,431)	(6,606,222)	(6,650,012)	(6,693,802)	(6,737,592)
3,000,000		(6,574,851)	(6,618,641)	(6,662,431)	(6,706,222)	(6,750,012)	(6,793,802)	(6,837,592)	

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Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 10%							
		(4,060,762)	10%	15%	20%	25%	30%	35%	40%
Balance (RLV - BLV £ per acre (n))	0	(4,060,762)	(3,609,582)	(3,653,372)	(3,697,162)	(3,740,953)	(3,784,743)	(3,828,533)	(3,872,323)
Net Zero (£ per unit)	2,000		(3,713,591)	(3,757,381)	(3,801,171)	(3,844,961)	(3,888,751)	(3,932,541)	(3,976,331)
4,449	4,000		(3,817,599)	(3,861,389)	(3,905,179)	(3,948,969)	(3,992,760)	(4,036,550)	(4,080,340)
	6,000		(3,921,608)	(3,965,398)	(4,009,188)	(4,052,978)	(4,096,768)	(4,140,558)	(4,184,348)
	8,000		(4,025,616)	(4,069,406)	(4,113,196)	(4,156,986)	(4,200,776)	(4,244,567)	(4,288,357)
	10,000		(4,129,624)	(4,173,414)	(4,217,205)	(4,260,995)	(4,304,785)	(4,348,575)	(4,392,365)
	12,000		(4,233,633)	(4,277,423)	(4,321,213)	(4,365,003)	(4,408,793)	(4,452,583)	(4,496,374)
	14,000		(4,337,641)	(4,381,431)	(4,425,221)	(4,469,012)	(4,512,802)	(4,556,592)	(4,600,382)
	16,000		(4,441,650)	(4,485,440)	(4,529,230)	(4,573,020)	(4,616,810)	(4,660,600)	(4,704,390)
	18,000		(4,545,658)	(4,589,448)	(4,633,238)	(4,677,028)	(4,720,819)	(4,764,609)	(4,808,399)
	20,000		(4,649,666)	(4,693,457)	(4,737,247)	(4,781,037)	(4,824,827)	(4,868,617)	(4,912,407)
	22,000		(4,753,675)	(4,797,465)	(4,841,255)	(4,885,045)	(4,928,835)	(4,972,626)	(5,016,417)
	24,000		(4,857,683)	(4,901,473)	(4,945,264)	(4,989,054)	(5,032,844)	(5,076,634)	(5,120,424)
	26,000		(4,961,692)	(5,005,482)	(5,049,272)	(5,093,062)	(5,136,852)	(5,180,642)	(5,224,433)
	28,000		(5,065,700)	(5,109,490)	(5,153,280)	(5,197,071)	(5,240,861)	(5,284,651)	(5,328,441)
	30,000		(5,169,709)	(5,213,499)	(5,257,289)	(5,301,079)	(5,344,869)	(5,388,659)	(5,432,449)

**TABLE 6**

		Affordable Housing - % on site 10%							
		(4,060,762)	10%	15%	20%	25%	30%	35%	40%
Balance (RLV - BLV £ per acre (n))	70%	(4,060,762)	(1,622,669)	(1,662,945)	(1,703,221)	(1,743,497)	(1,783,773)	(1,824,049)	(1,864,325)
	75%		(1,992,825)	(2,033,686)	(2,074,548)	(2,115,410)	(2,156,271)	(2,197,133)	(2,237,995)
Build Cost	80%		(2,362,980)	(2,404,427)	(2,445,875)	(2,487,322)	(2,528,769)	(2,570,217)	(2,611,664)
100%	85%		(2,733,135)	(2,775,168)	(2,817,201)	(2,859,234)	(2,901,268)	(2,943,301)	(2,985,334)
(105% = 5% increase)	90%		(3,103,291)	(3,145,909)	(3,188,528)	(3,231,147)	(3,273,766)	(3,316,384)	(3,359,003)
	95%		(3,473,446)	(3,516,650)	(3,559,855)	(3,603,059)	(3,646,264)	(3,689,468)	(3,732,673)
	100%		(3,843,601)	(3,887,391)	(3,931,181)	(3,974,972)	(4,018,762)	(4,062,552)	(4,106,342)
	105%		(4,213,756)	(4,258,132)	(4,302,508)	(4,346,884)	(4,391,260)	(4,435,636)	(4,480,011)
	110%		(4,583,912)	(4,628,873)	(4,673,835)	(4,718,796)	(4,763,758)	(4,808,719)	(4,853,681)
	115%		(4,954,067)	(4,999,614)	(5,045,161)	(5,090,709)	(5,136,256)	(5,181,803)	(5,227,350)
	120%		(5,324,222)	(5,370,355)	(5,416,488)	(5,462,621)	(5,508,754)	(5,554,887)	(5,601,020)
	125%		(5,694,378)	(5,741,096)	(5,787,815)	(5,834,533)	(5,881,252)	(5,927,971)	(5,974,689)

**TABLE 7**

		Affordable Housing - % on site 10%							
		(4,060,762)	10%	15%	20%	25%	30%	35%	40%
Balance (RLV - BLV £ per acre (n))	80%	(4,060,762)	(4,803,340)	(4,793,811)	(4,784,282)	(4,774,754)	(4,765,225)	(4,755,696)	(4,746,168)
	82%		(4,707,366)	(4,703,169)	(4,698,972)	(4,694,776)	(4,690,579)	(4,686,382)	(4,682,185)
Market Values	84%		(4,611,392)	(4,612,527)	(4,613,662)	(4,614,797)	(4,615,932)	(4,617,067)	(4,618,203)
100%	86%		(4,515,418)	(4,521,885)	(4,528,352)	(4,534,819)	(4,541,286)	(4,547,753)	(4,554,220)
(105% = 5% increase)	88%		(4,419,444)	(4,431,243)	(4,443,042)	(4,454,841)	(4,466,640)	(4,478,439)	(4,490,237)
	90%		(4,323,471)	(4,340,601)	(4,357,732)	(4,374,863)	(4,391,993)	(4,409,124)	(4,426,255)
	92%		(4,227,497)	(4,249,959)	(4,272,422)	(4,294,884)	(4,317,347)	(4,339,810)	(4,362,272)
	94%		(4,131,523)	(4,159,317)	(4,187,112)	(4,214,906)	(4,242,701)	(4,270,495)	(4,298,290)
	96%		(4,035,549)	(4,068,675)	(4,101,802)	(4,134,928)	(4,168,054)	(4,201,181)	(4,234,307)
	98%		(3,939,575)	(3,978,033)	(4,016,492)	(4,054,950)	(4,093,408)	(4,131,866)	(4,170,325)
	100%		(3,843,601)	(3,887,391)	(3,931,181)	(3,974,972)	(4,018,762)	(4,062,552)	(4,106,342)
	102%		(3,747,627)	(3,796,749)	(3,845,871)	(3,894,993)	(3,944,115)	(3,993,237)	(4,042,359)
	104%		(3,651,653)	(3,706,107)	(3,760,561)	(3,815,015)	(3,869,469)	(3,923,923)	(3,978,377)
	106%		(3,555,680)	(3,615,465)	(3,675,251)	(3,735,037)	(3,794,823)	(3,854,608)	(3,914,394)
	108%		(3,459,706)	(3,524,823)	(3,589,941)	(3,655,059)	(3,720,176)	(3,785,294)	(3,850,412)
	110%		(3,363,732)	(3,434,181)	(3,504,631)	(3,575,080)	(3,645,530)	(3,715,980)	(3,786,429)
	112%		(3,267,758)	(3,343,539)	(3,419,321)	(3,495,102)	(3,570,884)	(3,646,665)	(3,722,447)
	114%		(3,171,784)	(3,252,897)	(3,334,011)	(3,415,124)	(3,496,237)	(3,577,351)	(3,658,464)
	116%		(3,075,810)	(3,162,255)	(3,248,701)	(3,335,146)	(3,421,591)	(3,508,036)	(3,594,481)
	118%		(2,979,836)	(3,071,613)	(3,163,391)	(3,255,168)	(3,346,945)	(3,438,722)	(3,530,499)
	120%		(2,883,863)	(2,980,971)	(3,078,080)	(3,175,189)	(3,272,298)	(3,369,407)	(3,466,516)

**TABLE 8**

		Affordable Housing - % on site 10%							
		(4,060,762)	10%	15%	20%	25%	30%	35%	40%
Balance (RLV - BLV £ per acre (n))	5,000	(4,060,762)	(3,820,421)	(3,852,621)	(3,884,821)	(3,917,021)	(3,949,221)	(3,981,421)	(4,013,621)
	10,000		(3,797,241)	(3,817,851)	(3,838,461)	(3,859,071)	(3,879,681)	(3,900,291)	(3,920,901)
Grant (£ per unit)	15,000		(3,774,061)	(3,783,081)	(3,792,101)	(3,801,120)	(3,810,140)	(3,819,160)	(3,828,180)
-	20,000		(3,750,881)	(3,748,310)	(3,745,740)	(3,743,170)	(3,740,600)	(3,738,030)	(3,735,460)
	25,000		(3,727,700)	(3,713,540)	(3,699,380)	(3,685,220)	(3,671,059)	(3,656,899)	(3,642,739)
	30,000		(3,704,520)	(3,678,770)	(3,653,020)	(3,627,269)	(3,601,519)	(3,575,769)	(3,550,018)
	35,000		(3,681,340)	(3,644,000)	(3,606,659)	(3,569,319)	(3,531,979)	(3,494,638)	(3,457,298)
	40,000		(3,658,160)	(3,609,229)	(3,560,299)	(3,511,369)	(3,462,438)	(3,413,508)	(3,364,577)
	45,000		(3,634,980)	(3,574,459)	(3,513,939)	(3,453,418)	(3,392,898)	(3,332,377)	(3,271,856)
	50,000		(3,611,800)	(3,539,689)	(3,467,578)	(3,395,468)	(3,323,357)	(3,251,247)	(3,179,136)
	55,000		(3,588,620)	(3,504,919)	(3,421,218)	(3,337,517)	(3,253,817)	(3,170,116)	(3,086,415)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs



# 240920\_SMBC Older Persons Appraisal\_v0.1

Appraisal Ref: **OP3** (see Typologies Matrix)  
 Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** : Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme		60 Units						
AH Policy requirement (% Target)		25%						
Open Market Sale (OMS) housing		Open Market Sale (OMS) 75%						
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)		0.00 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	60.0%	27.0	50.0%	7.5	58%	34.5		
2 bed Flat	40.0%	18.0	50.0%	7.5	43%	25.5		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	45.0	100.0%	15.0	100%	60.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		<b>(sqm) (sqft)</b>		
1 bed House	62.0	667	%	62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	55.0	592	75.0%	73.3	789			
2 bed Flat	75.0	807	75.0%	100.0	1,076			
3 bed Flat	80.0	861	75.0%	106.7	1,148			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		<b>(sqm) (sqft)</b>		
1 bed House	62.0	667	%	62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	55.0	592	75.0%	73.3	789			
2 bed Flat	75.0	807	75.0%	100.0	1,076			
3 bed Flat	80.0	861	75.0%	106.7	1,148			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>			
1 bed House	0	0	0	0	0			
2 bed House	0	0	0	0	0			
3 bed House	0	0	0	0	0			
4 bed House	0	0	0	0	0			
5 bed House	0	0	0	0	0			
1 bed Flat	1,980	21,313	550	5,920	2,530 27,233			
2 bed Flat	1,800	19,375	750	8,073	2,550 27,448			
3 bed Flat	0	0	0	0	0			
	3,780	40,688	1,300	13,993	5,080 54,681			
<b>AH % by floor area:</b>			<b>25.59% AH % by floor area (difference due to mix)</b>					
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	0	0	0	0				
2 bed House	0	0	0	0				
3 bed House	0	0	0	0				
4 bed House	0	0	0	0				
5 bed House	0	0	0	0				
1 bed Flat	145,000	2,636	245	5,002,500				
2 bed Flat	195,000	2,600	242	4,972,500				
3 bed Flat	0	0	0	0				
				9,975,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	0	60%	0	40%	0	70%	0	75%
2 bed House	0	60%	0	40%	0	70%	0	75%
3 bed House	0	60%	0	40%	0	70%	0	75%
4 bed House	0	60%	0	40%	0	70%	0	75%
5 bed House	0	60%	0	40%	0	70%	0	75%
1 bed Flat	87,000	60%	58,000	40%	101,500	70%	108,750	75%
2 bed Flat	117,000	60%	78,000	40%	136,500	70%	146,250	75%
3 bed Flat	0	60%	0	40%	0	70%	0	75%
					* capped @£250K			



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Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	27.0	@	145,000		3,915,000
2 bed Flat	18.0	@	195,000		3,510,000
3 bed Flat	0.0	@	0		-
	45.0				7,425,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	5.6	@	87,000		489,375
2 bed Flat	5.6	@	117,000		658,125
3 bed Flat	0.0	@	0		-
	11.3				1,147,500
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	58,000		-
2 bed Flat	0.0	@	78,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
<b>First Homes GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	1.9	@	101,500		190,313
2 bed Flat	1.9	@	136,500		255,938
3 bed Flat	0.0	@	0		-
	3.8				446,250
<b>Other Intermediate GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	108,750		-
2 bed Flat	0.0	@	146,250		-
3 bed Flat	0.0	@	0		-
	0.0	15.0			-
<b>Sub-total GDV Residential</b>	<b>60</b>				<b>9,018,750</b>
<b>AH on-site cost analysis:</b>				<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>956,250</b>
			<b>188 £ psm (total GIA sqm)</b>	<b>15,938 £ per unit (total units)</b>	
<b>Grant</b>	15	AH units @		0 per unit	-
<b>Total GDV</b>					<b>9,018,750</b>

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Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(24,239)
Planning Application Professional Fees, Surveys and reports						(70,000)
CIL (Mrkt only + garages)						-
<b>CIL analysis:</b>		3,780 sqm		0.00 £ psm		
		0.00% % of GDV		0 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>			5,080 sqm (total)	0 £ psm		
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(74,130)
		0.60 ha @		123,550 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>1 bed House</b>						
		- sqm @		1,295 psm		-
<b>2 bed House</b>						
		- sqm @		1,295 psm		-
<b>3 bed House</b>						
		- sqm @		1,295 psm		-
<b>4 bed House</b>						
		- sqm @		1,295 psm		-
<b>5 bed House</b>						
		- sqm @		1,295 psm		-
<b>1 bed Flat</b>						
		2,530 sqm @		1,576 psm		(3,987,280)
<b>2 bed Flat</b>						
		2,550 sqm @		1,576 psm		(4,018,800)
<b>3 bed Flat</b>						
		5,080 sqm @		1,576 psm		-
Garages for 3B House (Mrkt only)						-
		50% units @		18 sqm @ 600 psm		-
Garages for 4B House (Mrkt only)						-
		75% units @		18 sqm @ 600 psm		-
Garages for 5B House (Mrkt only)						-
		120% units @		18 sqm @ 600 psm		-
External works						(1,200,912)
<b>Ext. Works analysis:</b>			8,006,080 @	15.0%	20,015 £ per unit (total units)	
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(17,220)
		60 units @		287 £ per unit		
<b>M4(2) Category 2 Housing</b>						
	Aff units	15 units @	0% @	521 £ per unit		-
<b>M4(2) Category 2 Housing</b>						
	OMS units	45 units @	0% @	521 £ per unit		-
<b>M4(3) Category 3 Housing</b>						
	Aff units	15 units @	100% @	10,111 £ per unit		(151,665)
<b>M4(3) Category 3 Housing</b>						
	OMS units	45 units @	100% @	10,111 £ per unit		(454,995)
Net Zero Cost						(266,940)
		60 units @		4,449 £ per unit		
<b>Urban Greening</b>						
	No. of storeys	4.0 equals	1,270 sqm footprint	0 £ sqm		-
<b>EV Charging Points - Houses</b>						
		- units @		0 £ per unit		-
<b>EV Charging Points - Flats</b>						
		60 units @	4 flats per charger	0 £ per 4 units		-
		4 units @		0 £ per unit		-
	Sub-total					(890,820)
<b>Policy Costs analysis: (design costs only)</b>				14,847 £ per unit (total units)		
Contingency (on construction)						(508,597)
		10,171,942 @		5.0%		

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Scheme Typology: **Retirement Living** No Units: **60**  
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 Notes:

<b>Professional Fees</b>	10,171,942 @	6.5%		(661,176)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	7,425,000 OMS @	4.50%	5,569 £ per unit	(334,125)
Residential Sales Agent Costs	7,425,000 OMS @	1.00%	1,238 £ per unit	(74,250)
Residential Sales Legal Costs	7,425,000 OMS @	0.25%	309 £ per unit	(18,563)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs			5,000 £ per unit	(300,000)
<b>Disposal Cost analysis:</b>			<b>7,282 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(1,201,016)
<b>Developers Profit -</b>				
Profit on OMS	7,425,000	20.00%		(1,485,000)
Margin on AH	1,593,750	6.00% on AH values		(95,625)
<b>Profit analysis:</b>	<b>9,018,750</b>	<b>17.53% blended GDV</b>	<b>(1,580,625)</b>	
	<b>13,373,908</b>	<b>11.82% on costs</b>	<b>(1,580,625)</b>	
<b>TOTAL COSTS</b>				<b>(14,954,533)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(5,935,783)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
<b>Residual Land Value</b>				<b>(5,935,783)</b>
<b>RLV analysis:</b>	<b>(98,930) £ per plot</b>	<b>(9,892,971) £ per ha (net)</b>	<b>(4,003,631) £ per acre (net)</b>	
		<b>(9,892,971) £ per ha (gross)</b>	<b>(4,003,631) £ per acre (gross)</b>	
			<b>-65.82% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	100.0	dph (net)		
Site Area (net)	0.60	ha (net)	1.48	acres (net)
Net to Gross ratio	100%			
Site Area (gross)	0.60	ha (gross)	1.48	acres (gross)
<b>Density analysis:</b>	<b>8,467</b>	<b>sqm/ha (net)</b>	<b>36,882</b>	<b>sqft/ac (net)</b>
	<b>100</b>	<b>dph (gross)</b>		
<b>Benchmark Land Value (net)</b>	<b>7,475 £ per plot</b>	<b>747,478 £ per ha (net)</b>	<b>302,500 £ per acre (net)</b>	<b>448,487</b>
<b>BLV analysis:</b>		<b>747,478 £ per ha (gross)</b>	<b>302,500 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(10,640,448) £ per ha (net)</b>	<b>(4,306,131) £ per acre (net)</b>	<b>(6,384,269)</b>

# 240920\_SMBC Older Persons Appraisal\_v0.1

Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(4,306,131)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm	0.00	(3,647,091)	(3,705,201)	(3,763,311)	(3,821,421)	(3,879,531)	(3,937,641)	(3,995,752)	(4,053,862)
	10.00	(3,682,136)	(3,738,299)	(3,794,463)	(3,850,626)	(3,906,789)	(3,962,952)	(4,019,115)	(4,075,278)
	20.00	(3,717,182)	(3,771,398)	(3,825,614)	(3,879,830)	(3,934,047)	(3,988,263)	(4,042,479)	(4,096,695)
	30.00	(3,752,227)	(3,804,497)	(3,856,766)	(3,909,035)	(3,961,304)	(4,013,574)	(4,065,843)	(4,118,112)
	40.00	(3,787,273)	(3,837,595)	(3,887,918)	(3,938,240)	(3,988,562)	(4,038,884)	(4,089,207)	(4,139,529)
	50.00	(3,822,319)	(3,870,694)	(3,919,069)	(3,967,445)	(4,015,820)	(4,064,195)	(4,112,570)	(4,160,945)
	60.00	(3,857,364)	(3,903,793)	(3,950,221)	(3,996,649)	(4,043,078)	(4,089,506)	(4,135,934)	(4,182,362)
	70.00	(3,892,410)	(3,936,891)	(3,981,373)	(4,025,854)	(4,070,335)	(4,114,817)	(4,159,298)	(4,203,779)
	80.00	(3,927,456)	(3,969,990)	(4,012,524)	(4,055,059)	(4,097,593)	(4,140,127)	(4,182,662)	(4,225,196)
	90.00	(3,962,501)	(4,003,089)	(4,043,676)	(4,084,263)	(4,124,851)	(4,165,438)	(4,206,025)	(4,246,612)
	100.00	(3,997,547)	(4,036,187)	(4,074,828)	(4,113,468)	(4,152,108)	(4,190,749)	(4,229,389)	(4,268,029)
	110.00	(4,032,593)	(4,069,286)	(4,105,979)	(4,142,673)	(4,179,366)	(4,216,059)	(4,252,753)	(4,289,446)
	120.00	(4,067,638)	(4,102,385)	(4,137,131)	(4,171,877)	(4,206,624)	(4,241,370)	(4,276,117)	(4,310,863)
	130.00	(4,102,684)	(4,135,483)	(4,168,283)	(4,201,082)	(4,233,882)	(4,266,681)	(4,299,480)	(4,332,279)
	140.00	(4,137,729)	(4,168,582)	(4,199,434)	(4,230,287)	(4,261,139)	(4,291,992)	(4,322,844)	(4,353,697)
	150.00	(4,172,775)	(4,201,681)	(4,230,586)	(4,259,491)	(4,288,397)	(4,317,302)	(4,346,208)	(4,375,113)
	160.00	(4,207,821)	(4,234,779)	(4,261,738)	(4,288,696)	(4,315,655)	(4,342,613)	(4,369,572)	(4,396,530)
	170.00	(4,242,866)	(4,267,878)	(4,292,889)	(4,317,901)	(4,342,912)	(4,367,924)	(4,392,935)	(4,417,947)
	180.00	(4,277,912)	(4,300,976)	(4,324,041)	(4,347,106)	(4,370,170)	(4,393,235)	(4,416,299)	(4,439,363)
	190.00	(4,312,958)	(4,334,075)	(4,355,193)	(4,376,310)	(4,397,428)	(4,418,545)	(4,439,663)	(4,460,780)
200.00	(4,348,003)	(4,367,174)	(4,386,344)	(4,405,515)	(4,424,686)	(4,443,856)	(4,463,027)	(4,482,197)	
210.00	(4,383,049)	(4,400,272)	(4,417,496)	(4,434,720)	(4,451,943)	(4,469,167)	(4,486,390)	(4,503,614)	
220.00	(4,418,094)	(4,433,371)	(4,448,648)	(4,463,924)	(4,479,201)	(4,494,478)	(4,509,754)	(4,525,030)	
230.00	(4,453,140)	(4,466,470)	(4,479,799)	(4,493,129)	(4,506,459)	(4,519,788)	(4,533,118)	(4,546,447)	
240.00	(4,488,186)	(4,499,568)	(4,510,951)	(4,522,334)	(4,533,716)	(4,545,099)	(4,556,482)	(4,567,864)	
250.00	(4,523,231)	(4,532,667)	(4,542,103)	(4,551,538)	(4,560,974)	(4,570,410)	(4,579,845)	(4,589,281)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(4,306,131)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106	1,000	(4,208,968)	(4,238,439)	(4,267,909)	(4,297,379)	(4,326,849)	(4,356,319)	(4,385,789)	(4,415,259)
	2,000	(4,255,325)	(4,284,795)	(4,314,265)	(4,343,735)	(4,373,206)	(4,402,676)	(4,432,146)	(4,461,616)
	3,000	(4,301,682)	(4,331,152)	(4,360,622)	(4,390,092)	(4,419,562)	(4,449,032)	(4,478,502)	(4,507,972)
	4,000	(4,348,038)	(4,377,509)	(4,406,979)	(4,436,449)	(4,465,919)	(4,495,389)	(4,524,859)	(4,554,329)
	5,000	(4,394,395)	(4,423,865)	(4,453,335)	(4,482,805)	(4,512,275)	(4,541,746)	(4,571,216)	(4,600,686)
	6,000	(4,440,752)	(4,470,222)	(4,499,692)	(4,529,162)	(4,558,632)	(4,588,102)	(4,617,572)	(4,647,042)
	7,000	(4,487,108)	(4,516,579)	(4,546,049)	(4,575,519)	(4,604,989)	(4,634,459)	(4,663,929)	(4,693,399)
	8,000	(4,533,465)	(4,562,935)	(4,592,405)	(4,621,875)	(4,651,345)	(4,680,815)	(4,710,285)	(4,739,755)
	9,000	(4,579,822)	(4,609,292)	(4,638,762)	(4,668,232)	(4,697,702)	(4,727,172)	(4,756,642)	(4,786,112)
	10,000	(4,626,178)	(4,655,648)	(4,685,119)	(4,714,589)	(4,744,059)	(4,773,529)	(4,802,999)	(4,832,469)
	11,000	(4,672,535)	(4,702,005)	(4,731,475)	(4,760,945)	(4,790,415)	(4,819,886)	(4,849,356)	(4,878,826)
	12,000	(4,718,892)	(4,748,362)	(4,777,832)	(4,807,302)	(4,836,772)	(4,866,242)	(4,895,712)	(4,925,182)
	13,000	(4,765,248)	(4,794,718)	(4,824,189)	(4,853,659)	(4,883,129)	(4,912,599)	(4,942,069)	(4,971,539)
	14,000	(4,811,605)	(4,841,075)	(4,870,545)	(4,900,015)	(4,929,485)	(4,958,955)	(4,988,425)	(5,017,895)
	15,000	(4,857,962)	(4,887,432)	(4,916,902)	(4,946,372)	(4,975,842)	(5,005,312)	(5,034,782)	(5,064,252)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(4,306,131)	10%	15%	20%	25%	30%	35%	40%
Profit	15.0%	(3,862,126)	(3,908,290)	(3,954,454)	(4,000,617)	(4,046,781)	(4,092,945)	(4,139,109)	(4,185,273)
	16.0%	(3,922,223)	(3,965,048)	(4,007,873)	(4,050,698)	(4,093,523)	(4,136,348)	(4,179,173)	(4,221,998)
	17.0%	(3,982,320)	(4,021,807)	(4,061,293)	(4,100,779)	(4,140,266)	(4,179,752)	(4,219,238)	(4,258,724)
	18.0%	(4,042,418)	(4,078,565)	(4,114,713)	(4,150,860)	(4,187,008)	(4,223,155)	(4,259,303)	(4,295,450)
	19.0%	(4,102,515)	(4,135,324)	(4,168,132)	(4,200,941)	(4,233,750)	(4,266,559)	(4,299,368)	(4,332,176)
	20.0%	(4,162,612)	(4,192,082)	(4,221,552)	(4,251,022)	(4,280,492)	(4,309,962)	(4,339,432)	(4,368,902)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(4,306,131)	10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre)	1,500,000	(5,332,612)	(5,362,082)	(5,391,552)	(5,421,022)	(5,450,492)	(5,479,962)	(5,509,432)	(5,538,902)
	1,600,000	(5,432,612)	(5,462,082)	(5,491,552)	(5,521,022)	(5,550,492)	(5,579,962)	(5,609,432)	(5,638,902)
	1,700,000	(5,532,612)	(5,562,082)	(5,591,552)	(5,621,022)	(5,650,492)	(5,679,962)	(5,709,432)	(5,738,902)
	1,800,000	(5,632,612)	(5,662,082)	(5,691,552)	(5,721,022)	(5,750,492)	(5,779,962)	(5,809,432)	(5,838,902)
	1,900,000	(5,732,612)	(5,762,082)	(5,791,552)	(5,821,022)	(5,850,492)	(5,879,962)	(5,909,432)	(5,938,902)
	2,000,000	(5,832,612)	(5,862,082)	(5,891,552)	(5,921,022)	(5,950,492)	(5,979,962)	(6,009,432)	(6,038,902)
	2,100,000	(5,932,612)	(5,962,082)	(5,991,552)	(6,021,022)	(6,050,492)	(6,079,962)	(6,109,432)	(6,138,902)
	2,200,000	(6,032,612)	(6,062,082)	(6,091,552)	(6,121,022)	(6,150,492)	(6,179,962)	(6,209,432)	(6,238,902)
	2,300,000	(6,132,612)	(6,162,082)	(6,191,552)	(6,221,022)	(6,250,492)	(6,279,962)	(6,309,432)	(6,338,902)
	2,400,000	(6,232,612)	(6,262,082)	(6,291,552)	(6,321,022)	(6,350,492)	(6,379,962)	(6,409,432)	(6,438,902)
	2,500,000	(6,332,612)	(6,362,082)	(6,391,552)	(6,421,022)	(6,450,492)	(6,479,962)	(6,509,432)	(6,538,902)
	2,600,000	(6,432,612)	(6,462,082)	(6,491,552)	(6,521,022)	(6,550,492)	(6,579,962)	(6,609,432)	(6,638,902)
	2,700,000	(6,532,612)	(6,562,082)	(6,591,552)	(6,621,022)	(6,650,492)	(6,679,962)	(6,709,432)	(6,738,902)
	2,800,000	(6,632,612)	(6,662,082)	(6,691,552)	(6,721,022)	(6,750,492)	(6,779,962)	(6,809,432)	(6,838,902)
	2,900,000	(6,732,612)	(6,762,082)	(6,791,552)	(6,821,022)	(6,850,492)	(6,879,962)	(6,909,432)	(6,938,902)
	3,000,000	(6,832,612)	(6,862,082)	(6,891,552)	(6,921,022)	(6,950,492)	(6,979,962)	(7,009,432)	(7,038,902)

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Scheme Typology: **Retirement Living** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

Balance (RLV - BLV £ per acre (n))	(4,306,131)	10%	15%	20%	25%	30%	35%	40%
0		(3,928,593)	(3,958,063)	(3,987,533)	(4,017,003)	(4,046,473)	(4,075,943)	(4,105,413)
Net Zero	2,000	(4,032,601)	(4,062,071)	(4,091,541)	(4,121,012)	(4,150,482)	(4,179,952)	(4,209,422)
(£ per unit)	4,000	(4,136,610)	(4,166,080)	(4,195,550)	(4,225,020)	(4,254,490)	(4,283,960)	(4,313,430)
4,449	6,000	(4,240,618)	(4,270,088)	(4,299,558)	(4,329,028)	(4,358,499)	(4,387,969)	(4,417,439)
	8,000	(4,344,627)	(4,374,097)	(4,403,567)	(4,433,037)	(4,462,507)	(4,491,977)	(4,521,447)
	10,000	(4,448,635)	(4,478,105)	(4,507,575)	(4,537,045)	(4,566,515)	(4,595,985)	(4,625,456)
	12,000	(4,552,643)	(4,582,114)	(4,611,584)	(4,641,054)	(4,670,524)	(4,699,994)	(4,729,464)
	14,000	(4,656,652)	(4,686,122)	(4,715,592)	(4,745,062)	(4,774,532)	(4,804,002)	(4,833,472)
	16,000	(4,760,660)	(4,790,130)	(4,819,600)	(4,849,071)	(4,878,541)	(4,908,011)	(4,937,481)
	18,000	(4,864,669)	(4,894,139)	(4,923,609)	(4,953,079)	(4,982,549)	(5,012,019)	(5,041,489)
	20,000	(4,968,677)	(4,998,147)	(5,027,617)	(5,057,087)	(5,086,557)	(5,116,027)	(5,145,498)
	22,000	(5,072,686)	(5,102,156)	(5,131,626)	(5,161,096)	(5,190,566)	(5,220,036)	(5,249,506)
	24,000	(5,176,694)	(5,206,164)	(5,235,634)	(5,265,104)	(5,294,574)	(5,324,044)	(5,353,515)
	26,000	(5,280,702)	(5,310,172)	(5,339,643)	(5,369,113)	(5,398,583)	(5,428,053)	(5,457,523)
	28,000	(5,384,711)	(5,414,181)	(5,443,651)	(5,473,121)	(5,502,591)	(5,532,061)	(5,561,531)
	30,000	(5,488,719)	(5,518,189)	(5,547,659)	(5,577,130)	(5,606,600)	(5,636,070)	(5,665,540)

Balance (RLV - BLV £ per acre (n))	(4,306,131)	10%	15%	20%	25%	30%	35%	40%
70%		(1,941,680)	(1,967,636)	(1,993,592)	(2,019,548)	(2,045,504)	(2,071,460)	(2,097,416)
75%		(2,311,835)	(2,338,377)	(2,364,919)	(2,391,460)	(2,418,002)	(2,444,544)	(2,471,085)
Build Cost	80%	(2,681,991)	(2,709,118)	(2,736,245)	(2,763,373)	(2,790,500)	(2,817,627)	(2,844,755)
100%	85%	(3,052,146)	(3,079,859)	(3,107,572)	(3,135,285)	(3,162,998)	(3,190,711)	(3,218,424)
(105% = 5% increase)	90%	(3,422,301)	(3,450,600)	(3,478,899)	(3,507,197)	(3,535,496)	(3,563,795)	(3,592,094)
	95%	(3,792,457)	(3,821,341)	(3,850,225)	(3,879,110)	(3,907,994)	(3,936,879)	(3,965,763)
	100%	(4,162,612)	(4,192,082)	(4,221,552)	(4,251,022)	(4,280,492)	(4,309,962)	(4,339,432)
	105%	(4,532,767)	(4,562,823)	(4,592,879)	(4,622,934)	(4,652,990)	(4,683,046)	(4,713,102)
	110%	(4,902,922)	(4,933,564)	(4,964,205)	(4,994,847)	(5,025,488)	(5,056,130)	(5,086,771)
	115%	(5,273,078)	(5,304,305)	(5,335,532)	(5,366,759)	(5,397,986)	(5,429,214)	(5,460,441)
	120%	(5,643,233)	(5,675,046)	(5,706,859)	(5,738,672)	(5,770,484)	(5,802,297)	(5,834,110)
	125%	(6,013,388)	(6,045,787)	(6,078,185)	(6,110,584)	(6,142,982)	(6,175,381)	(6,207,780)

Balance (RLV - BLV £ per acre (n))	(4,306,131)	10%	15%	20%	25%	30%	35%	40%
80%		(5,122,350)	(5,098,502)	(5,074,653)	(5,050,804)	(5,026,956)	(5,003,107)	(4,979,258)
82%		(5,026,377)	(5,007,860)	(4,989,343)	(4,970,826)	(4,952,309)	(4,933,792)	(4,915,275)
Market Values	84%	(4,930,403)	(4,917,218)	(4,904,033)	(4,890,848)	(4,877,663)	(4,864,478)	(4,851,293)
100%	86%	(4,834,429)	(4,826,576)	(4,818,723)	(4,810,870)	(4,803,017)	(4,795,163)	(4,787,310)
(105% = 5% increase)	88%	(4,738,455)	(4,735,934)	(4,733,413)	(4,730,891)	(4,728,370)	(4,725,849)	(4,723,328)
	90%	(4,642,481)	(4,645,292)	(4,648,103)	(4,650,913)	(4,653,724)	(4,656,535)	(4,659,345)
	92%	(4,546,507)	(4,554,650)	(4,562,792)	(4,570,935)	(4,579,078)	(4,587,220)	(4,595,363)
	94%	(4,450,533)	(4,464,008)	(4,477,482)	(4,490,957)	(4,504,431)	(4,517,906)	(4,531,380)
	96%	(4,354,560)	(4,373,366)	(4,392,172)	(4,410,979)	(4,429,785)	(4,448,591)	(4,467,398)
	98%	(4,258,586)	(4,282,724)	(4,306,862)	(4,331,000)	(4,355,139)	(4,379,277)	(4,403,415)
	100%	(4,162,612)	(4,192,082)	(4,221,552)	(4,251,022)	(4,280,492)	(4,309,962)	(4,339,432)
	102%	(4,066,638)	(4,101,440)	(4,136,242)	(4,171,044)	(4,205,846)	(4,240,648)	(4,275,450)
	104%	(3,970,664)	(4,010,798)	(4,050,932)	(4,091,066)	(4,131,200)	(4,171,333)	(4,211,467)
	106%	(3,874,690)	(3,920,156)	(3,965,622)	(4,011,087)	(4,056,553)	(4,102,019)	(4,147,485)
	108%	(3,778,716)	(3,829,514)	(3,880,312)	(3,931,109)	(3,981,907)	(4,032,704)	(4,083,502)
	110%	(3,682,743)	(3,738,872)	(3,795,002)	(3,851,131)	(3,907,261)	(3,963,390)	(4,019,520)
	112%	(3,586,769)	(3,648,230)	(3,709,691)	(3,771,153)	(3,832,614)	(3,894,076)	(3,955,537)
	114%	(3,490,795)	(3,557,588)	(3,624,381)	(3,691,175)	(3,757,968)	(3,824,761)	(3,891,554)
	116%	(3,394,821)	(3,466,946)	(3,539,071)	(3,611,196)	(3,683,321)	(3,755,447)	(3,827,572)
	118%	(3,298,847)	(3,376,304)	(3,453,761)	(3,531,218)	(3,608,675)	(3,686,132)	(3,763,589)
	120%	(3,202,873)	(3,285,662)	(3,368,451)	(3,451,240)	(3,534,029)	(3,616,818)	(3,699,607)

Balance (RLV - BLV £ per acre (n))	(4,306,131)	10%	15%	20%	25%	30%	35%	40%
5,000		(4,139,432)	(4,157,312)	(4,175,192)	(4,193,072)	(4,210,952)	(4,228,832)	(4,246,712)
10,000		(4,116,252)	(4,122,541)	(4,128,831)	(4,135,121)	(4,141,411)	(4,147,701)	(4,153,991)
Grant (£ per unit)	15,000	(4,093,071)	(4,087,771)	(4,082,471)	(4,077,171)	(4,071,871)	(4,066,571)	(4,061,271)
-	20,000	(4,069,891)	(4,053,001)	(4,036,111)	(4,019,221)	(4,002,330)	(3,985,440)	(3,968,550)
	25,000	(4,046,711)	(4,018,231)	(3,989,750)	(3,961,270)	(3,932,790)	(3,904,310)	(3,875,829)
	30,000	(4,023,531)	(3,983,461)	(3,943,390)	(3,903,320)	(3,863,249)	(3,823,179)	(3,783,109)
	35,000	(4,000,351)	(3,948,690)	(3,897,030)	(3,845,369)	(3,793,709)	(3,742,049)	(3,690,388)
	40,000	(3,977,171)	(3,913,920)	(3,850,670)	(3,787,419)	(3,724,169)	(3,660,918)	(3,597,668)
	45,000	(3,953,990)	(3,879,150)	(3,804,309)	(3,729,469)	(3,654,628)	(3,579,787)	(3,504,947)
	50,000	(3,930,810)	(3,844,380)	(3,757,949)	(3,671,518)	(3,585,088)	(3,498,657)	(3,412,226)
	55,000	(3,907,630)	(3,809,609)	(3,711,589)	(3,613,568)	(3,515,547)	(3,417,526)	(3,319,506)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **OP4** (see Typologies Matrix)  
 Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Lower Value 2** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				60 Units				
AH Policy requirement (% Target)				10%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		90%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		2.5% % of total (>10% First Homes PPG 023)		
				100.0%		100.0%		
CIL Rate (£ psm)				0.00		£ psm		
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	60.0%	32.4	50.0%	3.0	59%	35.4		
2 bed Flat	40.0%	21.6	50.0%	3.0	41%	24.6		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	54.0	100.0%	6.0	100%	60.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		<b>(sqft)</b>		
1 bed House	62.0	667	%	62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	60.0	646	65.0%	92.3	994			
2 bed Flat	80.0	861	65.0%	123.1	1,325			
3 bed Flat	80.0	861	65.0%	123.1	1,325			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		<b>(sqft)</b>		
1 bed House	62.0	667	%	62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	60.0	646	65.0%	92.3	994			
2 bed Flat	80.0	861	65.0%	123.1	1,325			
3 bed Flat	80.0	861	65.0%	123.1	1,325			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House	0	0	0	0	0		0	
2 bed House	0	0	0	0	0		0	
3 bed House	0	0	0	0	0		0	
4 bed House	0	0	0	0	0		0	
5 bed House	0	0	0	0	0		0	
1 bed Flat	2,991	32,192	277	2,981	3,268		35,173	
2 bed Flat	2,658	28,615	369	3,974	3,028		32,590	
3 bed Flat	0	0	0	0	0		0	
	5,649	60,808	646	6,955	6,295		67,763	
<b>AH % by floor area:</b>		<b>10.26% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	0	0	0	0				
2 bed House	0	0	0	0				
3 bed House	0	0	0	0				
4 bed House	0	0	0	0				
5 bed House	0	0	0	0				
1 bed Flat	180,000	3,000	279	6,372,000				
2 bed Flat	240,000	3,000	279	5,904,000				
3 bed Flat	0	0	0	0				
				12,276,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	0	60%	0	40%	0	70%	0	75%
2 bed House	0	60%	0	40%	0	70%	0	75%
3 bed House	0	60%	0	40%	0	70%	0	75%
4 bed House	0	60%	0	40%	0	70%	0	75%
5 bed House	0	60%	0	40%	0	70%	0	75%
1 bed Flat	108,000	60%	72,000	40%	126,000	70%	135,000	75%
2 bed Flat	144,000	60%	96,000	40%	168,000	70%	180,000	75%
3 bed Flat	0	60%	0	40%	0	70%	0	75%
					* capped @£250K			

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Lower Value 7** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	32.4	@	180,000	5,832,000
2 bed Flat	21.6	@	240,000	5,184,000
3 bed Flat	0.0	@	0	-
	<b>54.0</b>			<b>11,016,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	2.3	@	108,000	243,000
2 bed Flat	2.3	@	144,000	324,000
3 bed Flat	0.0	@	0	-
	<b>4.5</b>			<b>567,000</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	72,000	-
2 bed Flat	0.0	@	96,000	-
3 bed Flat	0.0	@	0	-
	<b>0.0</b>			<b>-</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	126,000	94,500
2 bed Flat	0.8	@	168,000	126,000
3 bed Flat	0.0	@	0	-
	<b>1.5</b>			<b>220,500</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	135,000	-
2 bed Flat	0.0	@	180,000	-
3 bed Flat	0.0	@	0	-
	<b>0.0</b>	<b>6.0</b>		<b>-</b>
<b>Sub-total GDV Residential</b>	<b>60</b>			<b>11,803,500</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>472,500</b>
	<b>75 £ psm (total GIA sqm)</b>		<b>7,875 £ per unit (total units)</b>	
<b>Grant</b>	<b>6</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				<b>11,803,500</b>

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Lower Value** ; Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(24,239)
Planning Application Professional Fees, Surveys and reports						(70,000)
CIL (Mrkt only + garages)		5,649 sqm		0.00 £ psm		-
	<b>CIL analysis:</b>	0.00% % of GDV		0 £ per unit (total units)		
Site Specific S106 Contributions	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum		6,295 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		0.75 ha @		123,550 £ per ha (if brownfield)		(92,663)
Site Infrastructure costs -	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House		- sqm @		1,295 psm		-
2 bed House		- sqm @		1,295 psm		-
3 bed House		- sqm @		1,295 psm		-
4 bed House		- sqm @		1,295 psm		-
5 bed House		- sqm @		1,295 psm		-
1 bed Flat		3,268 sqm @		1,576 psm		(5,149,883)
2 bed Flat		3,028 sqm @		1,576 psm		(4,771,643)
3 bed Flat		6,295 sqm @		1,576 psm		-
Garages for 3B House (Mrkt only)		50% units @		18 sqm @ 600 psm		-
Garages for 4B House (Mrkt only)		75% units @		18 sqm @ 600 psm		-
Garages for 5B House (Mrkt only)		120% units @		18 sqm @ 600 psm		-
External works		9,921,526 @		15.0%		(1,488,229)
	<b>Ext. Works analysis:</b>			24,804 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		60 units @		287 £ per unit		(17,220)
M4(2) Category 2 Housing	Aff units	6 units @	0% @	521 £ per unit		-
M4(2) Category 2 Housing	OMS units	54 units @	0% @	521 £ per unit		-
M4(3) Category 3 Housing	Aff units	6 units @	100% @	10,111 £ per unit		(60,666)
M4(3) Category 3 Housing	OMS units	54 units @	100% @	10,111 £ per unit		(545,994)
Net Zero Cost		60 units @		4,449 £ per unit		(266,940)
Urban Greening	No. of storeys	4.0 equals	1,574 sqm footprint	0 £ sqm		-
EV Charging Points - Houses		- units @		0 £ per unit		-
EV Charging Points - Flats		60 units @	4 flats per charger	0 £ per 4 units		-
		4 units @		0 £ per unit		-
	Sub-total					(890,820)
	<b>Policy Costs analysis: (design costs only)</b>			14,847 £ per unit (total units)		
Contingency (on construction)		12,393,238 @		5.0%		(619,662)



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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
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 Notes:

<b>Professional Fees</b>	12,393,238 @		<b>6.5%</b>		(805,560)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	11,016,000 OMS @		<b>4.50%</b>	8,262 £ per unit	(495,720)
Residential Sales Agent Costs	11,016,000 OMS @		<b>1.00%</b>	1,836 £ per unit	(110,160)
Residential Sales Legal Costs	11,016,000 OMS @		<b>0.25%</b>	459 £ per unit	(27,540)
Affordable Sale Legal Costs				lump sum	(10,000)
Empty Property Costs				10,000 £ per unit	(600,000)
<b>Disposal Cost analysis:</b>				<b>10,724 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(1,428,372)
<b>Developers Profit -</b>					
Profit on OMS	11,016,000		<b>20.00%</b>		(2,203,200)
Margin on AH	787,500		<b>6.00%</b> on AH values		(47,250)
<b>Profit analysis:</b>	<b>11,803,500</b>		<b>19.07% blended GDV</b>		<b>(2,250,450)</b>
	<b>16,584,491</b>		<b>13.57% on costs</b>		<b>(2,250,450)</b>
<b>TOTAL COSTS</b>					<b>(18,834,941)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(7,031,441)
SDLT	- @		HMRC formula		-
Acquisition Agent fees	- @		<b>1.0%</b>		-
Acquisition Legal fees	- @		<b>0.5%</b>		-
Interest on Land	- @		<b>7.00%</b>		-
Residual Land Value					<b>(7,031,441)</b>
<b>RLV analysis:</b>	<b>(117,191) £ per plot</b>	<b>(9,375,255) £ per ha (net)</b>	<b>(3,794,114) £ per acre (net)</b>		
		<b>(9,375,255) £ per ha (gross)</b>	<b>(3,794,114) £ per acre (gross)</b>		
			<b>-59.57% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>80.0</b> dph (net)			
Site Area (net)		0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio		<b>100%</b>			
Site Area (gross)		0.75 ha (gross)		1.85 acres (gross)	
<b>Density analysis:</b>		<b>8,394 sqm/ha (net)</b>		<b>36,564 sqft/ac (net)</b>	
		<b>80 dph (gross)</b>			
Benchmark Land Value (net)	7,297 £ per plot	583,774 £ per ha (net)		<b>236,250 £ per acre (net)</b>	<b>437,830</b>
<b>BLV analysis:</b>		<b>583,774 £ per ha (gross)</b>		<b>236,250 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(9,959,028) £ per ha (net)</b>		<b>(4,030,364) £ per acre (net)</b>	<b>(7,469,271)</b>

# 240920\_SMBC Older Persons Appraisal\_v0.1

Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Lower Value ; Greenfield/Brownfield: Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,030,364)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm	0.00		(3,566,208)	(3,623,100)	(3,679,991)	(3,736,882)	(3,793,774)	(3,850,665)	(3,907,557)
	10.00		(3,601,126)	(3,656,077)	(3,711,029)	(3,765,980)	(3,820,932)	(3,875,883)	(3,930,835)
	20.00		(3,636,043)	(3,689,055)	(3,742,066)	(3,795,078)	(3,848,090)	(3,901,101)	(3,954,113)
	30.00		(3,670,960)	(3,722,032)	(3,773,104)	(3,824,176)	(3,875,247)	(3,926,319)	(3,977,391)
	40.00		(3,705,877)	(3,755,009)	(3,804,141)	(3,853,273)	(3,902,405)	(3,951,537)	(4,000,669)
	50.00		(3,740,795)	(3,787,987)	(3,835,179)	(3,882,371)	(3,929,563)	(3,976,755)	(4,023,947)
	60.00		(3,775,712)	(3,820,964)	(3,866,217)	(3,911,469)	(3,956,721)	(4,001,973)	(4,047,226)
	70.00		(3,810,629)	(3,853,942)	(3,897,254)	(3,940,567)	(3,983,879)	(4,027,191)	(4,070,504)
	80.00		(3,845,546)	(3,886,919)	(3,928,292)	(3,969,664)	(4,011,037)	(4,052,409)	(4,093,782)
	90.00		(3,880,464)	(3,919,896)	(3,959,329)	(3,998,762)	(4,038,195)	(4,077,627)	(4,117,060)
	100.00		(3,915,381)	(3,952,874)	(3,990,367)	(4,027,860)	(4,065,353)	(4,102,845)	(4,140,338)
	110.00		(3,950,298)	(3,985,851)	(4,021,404)	(4,056,957)	(4,092,510)	(4,128,063)	(4,163,617)
	120.00		(3,985,216)	(4,018,829)	(4,052,442)	(4,086,055)	(4,119,668)	(4,153,281)	(4,186,895)
	130.00		(4,020,133)	(4,051,806)	(4,083,479)	(4,115,153)	(4,146,826)	(4,178,500)	(4,210,173)
	140.00		(4,055,050)	(4,084,784)	(4,114,517)	(4,144,251)	(4,173,984)	(4,203,718)	(4,233,451)
	150.00		(4,089,967)	(4,117,761)	(4,145,555)	(4,173,348)	(4,201,142)	(4,228,936)	(4,256,729)
	160.00		(4,124,885)	(4,150,738)	(4,176,592)	(4,202,446)	(4,228,300)	(4,254,154)	(4,280,007)
170.00		(4,159,802)	(4,183,716)	(4,207,630)	(4,231,544)	(4,255,458)	(4,279,372)	(4,303,286)	
180.00		(4,194,719)	(4,216,693)	(4,238,667)	(4,260,641)	(4,282,616)	(4,304,590)	(4,326,564)	
190.00		(4,229,636)	(4,249,671)	(4,269,705)	(4,289,739)	(4,309,773)	(4,329,808)	(4,349,842)	
200.00		(4,264,554)	(4,282,648)	(4,300,742)	(4,318,837)	(4,336,931)	(4,355,026)	(4,373,120)	
210.00		(4,299,471)	(4,315,625)	(4,331,780)	(4,347,935)	(4,364,089)	(4,380,244)	(4,396,398)	
220.00		(4,334,388)	(4,348,603)	(4,362,818)	(4,377,032)	(4,391,247)	(4,405,462)	(4,419,676)	
230.00		(4,369,305)	(4,381,580)	(4,393,855)	(4,406,130)	(4,418,405)	(4,430,680)	(4,442,955)	
240.00		(4,404,223)	(4,414,558)	(4,424,893)	(4,435,228)	(4,445,563)	(4,455,898)	(4,466,233)	
250.00		(4,439,140)	(4,447,535)	(4,455,930)	(4,464,325)	(4,472,721)	(4,481,116)	(4,489,511)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,030,364)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106	1,000		(3,603,294)	(3,660,185)	(3,717,076)	(3,773,968)	(3,830,859)	(3,887,751)	(3,944,642)
	2,000		(3,640,379)	(3,697,270)	(3,754,162)	(3,811,053)	(3,867,945)	(3,924,836)	(3,981,727)
	3,000		(3,677,464)	(3,734,356)	(3,791,247)	(3,848,138)	(3,905,030)	(3,961,921)	(4,018,813)
	4,000		(3,714,550)	(3,771,441)	(3,828,332)	(3,885,224)	(3,942,115)	(3,999,007)	(4,055,898)
	5,000		(3,751,635)	(3,808,526)	(3,865,418)	(3,922,309)	(3,979,200)	(4,036,092)	(4,092,983)
	6,000		(3,788,720)	(3,845,612)	(3,902,503)	(3,959,394)	(4,016,286)	(4,073,177)	(4,130,069)
	7,000		(3,825,806)	(3,882,697)	(3,939,588)	(3,996,480)	(4,053,371)	(4,110,263)	(4,167,154)
	8,000		(3,862,891)	(3,919,782)	(3,976,674)	(4,033,565)	(4,090,456)	(4,147,348)	(4,204,239)
	9,000		(3,899,976)	(3,956,868)	(4,013,759)	(4,070,650)	(4,127,542)	(4,184,433)	(4,241,325)
	10,000		(3,937,062)	(3,993,953)	(4,050,844)	(4,107,736)	(4,164,627)	(4,221,518)	(4,278,410)
	11,000		(3,974,147)	(4,031,038)	(4,087,930)	(4,144,821)	(4,201,712)	(4,258,604)	(4,315,495)
	12,000		(4,011,232)	(4,068,124)	(4,125,015)	(4,181,906)	(4,238,798)	(4,295,689)	(4,352,581)
	13,000		(4,048,318)	(4,105,209)	(4,162,100)	(4,218,992)	(4,275,883)	(4,332,774)	(4,389,666)
	14,000		(4,085,403)	(4,142,294)	(4,199,186)	(4,256,077)	(4,312,968)	(4,369,860)	(4,426,751)
	15,000		(4,122,488)	(4,179,380)	(4,236,271)	(4,293,162)	(4,350,054)	(4,406,945)	(4,463,836)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,030,364)	10%	15%	20%	25%	30%	35%	40%
Profit	15.0%		(3,269,001)	(3,342,404)	(3,415,807)	(3,489,209)	(3,562,612)	(3,636,015)	(3,709,418)
	16.0%		(3,328,442)	(3,398,543)	(3,468,643)	(3,538,744)	(3,608,845)	(3,678,945)	(3,749,046)
	17.0%		(3,387,884)	(3,454,682)	(3,521,480)	(3,588,279)	(3,655,077)	(3,721,875)	(3,788,674)
	18.0%		(3,447,325)	(3,510,821)	(3,574,317)	(3,637,813)	(3,701,309)	(3,764,805)	(3,828,301)
	19.0%		(3,506,767)	(3,566,961)	(3,627,154)	(3,687,348)	(3,747,542)	(3,807,735)	(3,867,929)
	20.0%		(3,566,208)	(3,623,100)	(3,679,991)	(3,736,882)	(3,793,774)	(3,850,665)	(3,907,557)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(4,030,364)	10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre)	1,500,000		(4,803,708)	(4,860,600)	(4,917,491)	(4,974,382)	(5,031,274)	(5,088,165)	(5,145,057)
	1,600,000		(4,903,708)	(4,960,600)	(5,017,491)	(5,074,382)	(5,131,274)	(5,188,165)	(5,245,057)
	1,700,000		(5,003,708)	(5,060,600)	(5,117,491)	(5,174,382)	(5,231,274)	(5,288,165)	(5,345,057)
	1,800,000		(5,103,708)	(5,160,600)	(5,217,491)	(5,274,382)	(5,331,274)	(5,388,165)	(5,445,057)
	1,900,000		(5,203,708)	(5,260,600)	(5,317,491)	(5,374,382)	(5,431,274)	(5,488,165)	(5,545,057)
	2,000,000		(5,303,708)	(5,360,600)	(5,417,491)	(5,474,382)	(5,531,274)	(5,588,165)	(5,645,057)
	2,100,000		(5,403,708)	(5,460,600)	(5,517,491)	(5,574,382)	(5,631,274)	(5,688,165)	(5,745,057)
	2,200,000		(5,503,708)	(5,560,600)	(5,617,491)	(5,674,382)	(5,731,274)	(5,788,165)	(5,845,057)
	2,300,000		(5,603,708)	(5,660,600)	(5,717,491)	(5,774,382)	(5,831,274)	(5,888,165)	(5,945,057)
	2,400,000		(5,703,708)	(5,760,600)	(5,817,491)	(5,874,382)	(5,931,274)	(5,988,165)	(6,045,057)
	2,500,000		(5,803,708)	(5,860,600)	(5,917,491)	(5,974,382)	(6,031,274)	(6,088,165)	(6,145,057)
	2,600,000		(5,903,708)	(5,960,600)	(6,017,491)	(6,074,382)	(6,131,274)	(6,188,165)	(6,245,057)
	2,700,000		(6,003,708)	(6,060,600)	(6,117,491)	(6,174,382)	(6,231,274)	(6,288,165)	(6,345,057)
	2,800,000		(6,103,708)	(6,160,600)	(6,217,491)	(6,274,382)	(6,331,274)	(6,388,165)	(6,445,057)
	2,900,000		(6,203,708)	(6,260,600)	(6,317,491)	(6,374,382)	(6,431,274)	(6,488,165)	(6,545,057)
3,000,000		(6,303,708)	(6,360,600)	(6,417,491)	(6,474,382)	(6,531,274)	(6,588,165)	(6,645,057)	

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Lower Value ; Greenfield/Brownfield: Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(4,030,364)	0	(3,378,993)	(3,435,885)	(3,492,776)	(3,549,667)	(3,606,559)	(3,663,450)	(3,720,341)
Net Zero	2,000	(3,462,200)	(3,519,091)	(3,575,983)	(3,632,874)	(3,689,765)	(3,746,657)	(3,803,548)	
(£ per unit)	4,000	(3,545,407)	(3,602,298)	(3,659,189)	(3,716,081)	(3,772,972)	(3,829,864)	(3,886,755)	
4,449	6,000	(3,628,613)	(3,685,505)	(3,742,396)	(3,799,288)	(3,856,179)	(3,913,070)	(3,969,962)	
	8,000	(3,711,820)	(3,768,712)	(3,825,603)	(3,882,494)	(3,939,386)	(3,996,277)	(4,053,168)	
	10,000	(3,795,027)	(3,851,918)	(3,908,810)	(3,965,701)	(4,022,592)	(4,079,484)	(4,136,375)	
	12,000	(3,878,234)	(3,935,125)	(3,992,016)	(4,048,908)	(4,105,799)	(4,162,691)	(4,219,582)	
	14,000	(3,961,440)	(4,018,332)	(4,075,223)	(4,132,115)	(4,189,006)	(4,245,897)	(4,302,789)	
	16,000	(4,044,647)	(4,101,539)	(4,158,430)	(4,215,321)	(4,272,213)	(4,329,104)	(4,385,995)	
	18,000	(4,127,854)	(4,184,745)	(4,241,637)	(4,298,528)	(4,355,419)	(4,412,311)	(4,469,202)	
	20,000	(4,211,061)	(4,267,952)	(4,324,843)	(4,381,735)	(4,438,626)	(4,495,517)	(4,552,409)	
	22,000	(4,294,267)	(4,351,159)	(4,408,050)	(4,464,941)	(4,521,833)	(4,578,724)	(4,635,616)	
	24,000	(4,377,474)	(4,434,365)	(4,491,257)	(4,548,148)	(4,605,040)	(4,661,931)	(4,718,822)	
	26,000	(4,460,681)	(4,517,572)	(4,574,464)	(4,631,355)	(4,688,246)	(4,745,138)	(4,802,029)	
	28,000	(4,543,888)	(4,600,779)	(4,657,670)	(4,714,562)	(4,771,453)	(4,828,344)	(4,885,236)	
	30,000	(4,627,094)	(4,683,986)	(4,740,877)	(4,797,768)	(4,854,660)	(4,911,551)	(4,968,443)	

**TABLE 6**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(4,030,364)	70%	(1,354,927)	(1,407,574)	(1,461,222)	(1,514,869)	(1,568,517)	(1,622,165)	(1,675,812)
		75%	(1,722,640)	(1,776,829)	(1,831,017)	(1,885,205)	(1,939,393)	(1,993,581)	(2,047,769)
Build Cost	80%	(2,091,354)	(2,146,083)	(2,200,812)	(2,255,540)	(2,310,269)	(2,364,998)	(2,419,727)	(2,474,456)
100%	85%	(2,460,068)	(2,515,337)	(2,570,606)	(2,625,876)	(2,681,145)	(2,736,415)	(2,791,684)	(2,846,953)
(105% = 5% increase)	90%	(2,828,781)	(2,884,591)	(2,940,401)	(2,996,211)	(3,052,022)	(3,107,832)	(3,163,642)	(3,219,452)
	95%	(3,197,495)	(3,253,846)	(3,310,196)	(3,366,547)	(3,422,898)	(3,479,248)	(3,535,599)	(3,591,950)
	100%	(3,566,208)	(3,623,100)	(3,679,991)	(3,736,882)	(3,793,774)	(3,850,665)	(3,907,557)	(3,964,448)
	105%	(3,934,922)	(3,992,354)	(4,049,786)	(4,107,218)	(4,164,650)	(4,222,082)	(4,279,514)	(4,336,946)
	110%	(4,303,636)	(4,361,608)	(4,419,581)	(4,477,554)	(4,535,526)	(4,593,499)	(4,651,471)	(4,709,443)
	115%	(4,672,349)	(4,730,862)	(4,789,376)	(4,847,889)	(4,906,402)	(4,964,916)	(5,023,429)	(5,081,942)
	120%	(5,041,063)	(5,100,117)	(5,159,171)	(5,218,225)	(5,277,278)	(5,336,332)	(5,395,386)	(5,454,439)
	125%	(5,409,776)	(5,469,371)	(5,528,966)	(5,588,560)	(5,648,155)	(5,707,749)	(5,767,344)	(5,826,938)

**TABLE 7**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(4,030,364)	80%	(4,515,477)	(4,519,631)	(4,523,786)	(4,527,940)	(4,532,094)	(4,536,248)	(4,540,402)
		82%	(4,420,550)	(4,429,978)	(4,439,406)	(4,448,834)	(4,458,262)	(4,467,690)	(4,477,118)
Market Values	84%	(4,325,623)	(4,340,325)	(4,355,027)	(4,369,728)	(4,384,430)	(4,399,132)	(4,413,833)	(4,428,535)
100%	86%	(4,230,697)	(4,250,672)	(4,270,647)	(4,290,623)	(4,310,598)	(4,330,573)	(4,350,549)	(4,370,524)
(105% = 5% increase)	88%	(4,135,770)	(4,161,019)	(4,186,268)	(4,211,517)	(4,236,766)	(4,262,015)	(4,287,264)	(4,312,513)
	90%	(4,040,843)	(4,071,366)	(4,101,888)	(4,132,411)	(4,162,934)	(4,193,457)	(4,223,980)	(4,254,503)
	92%	(3,945,916)	(3,981,712)	(4,017,509)	(4,053,305)	(4,089,102)	(4,124,898)	(4,160,695)	(4,196,491)
	94%	(3,850,989)	(3,892,059)	(3,933,129)	(3,974,200)	(4,015,270)	(4,056,340)	(4,097,410)	(4,138,480)
	96%	(3,756,062)	(3,802,406)	(3,848,750)	(3,895,094)	(3,941,438)	(3,987,782)	(4,034,126)	(4,080,470)
	98%	(3,661,135)	(3,712,753)	(3,764,371)	(3,815,988)	(3,867,606)	(3,919,224)	(3,970,841)	(4,022,459)
	100%	(3,566,208)	(3,623,100)	(3,679,991)	(3,736,882)	(3,793,774)	(3,850,665)	(3,907,557)	(3,964,448)
	102%	(3,471,282)	(3,533,447)	(3,595,612)	(3,657,777)	(3,719,942)	(3,782,107)	(3,844,272)	(3,906,437)
	104%	(3,376,355)	(3,443,793)	(3,511,232)	(3,578,671)	(3,646,110)	(3,713,549)	(3,780,987)	(3,848,426)
	106%	(3,281,428)	(3,354,140)	(3,426,853)	(3,499,565)	(3,572,278)	(3,644,990)	(3,717,703)	(3,790,415)
	108%	(3,186,501)	(3,264,487)	(3,342,473)	(3,420,460)	(3,498,446)	(3,576,432)	(3,654,418)	(3,732,404)
	110%	(3,091,574)	(3,174,834)	(3,258,094)	(3,341,354)	(3,424,614)	(3,507,874)	(3,591,134)	(3,674,394)
	112%	(2,996,647)	(3,085,181)	(3,173,714)	(3,262,248)	(3,350,782)	(3,439,315)	(3,527,849)	(3,616,382)
	114%	(2,901,720)	(2,995,528)	(3,089,335)	(3,183,142)	(3,276,950)	(3,370,757)	(3,464,565)	(3,558,372)
	116%	(2,806,793)	(2,905,874)	(3,004,956)	(3,104,037)	(3,203,118)	(3,302,199)	(3,401,280)	(3,500,361)
	118%	(2,711,867)	(2,816,221)	(2,920,576)	(3,024,931)	(3,129,286)	(3,233,641)	(3,337,995)	(3,442,350)
	120%	(2,616,940)	(2,726,568)	(2,836,197)	(2,945,825)	(3,055,454)	(3,165,082)	(3,274,711)	(3,384,339)

**TABLE 8**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(4,030,364)	5,000	(3,547,664)	(3,595,284)	(3,642,903)	(3,690,522)	(3,738,141)	(3,785,761)	(3,833,380)
		10,000	(3,529,120)	(3,567,467)	(3,605,815)	(3,644,162)	(3,682,509)	(3,720,856)	(3,759,204)
Grant (£ per unit)	15,000	(3,510,576)	(3,539,651)	(3,568,726)	(3,597,802)	(3,626,877)	(3,655,952)	(3,685,027)	(3,714,102)
-	20,000	(3,492,032)	(3,511,835)	(3,531,638)	(3,551,441)	(3,571,244)	(3,591,047)	(3,610,850)	(3,630,653)
	25,000	(3,473,488)	(3,484,019)	(3,494,550)	(3,505,081)	(3,515,612)	(3,526,143)	(3,536,674)	(3,547,205)
	30,000	(3,454,944)	(3,456,203)	(3,457,462)	(3,458,721)	(3,459,980)	(3,461,239)	(3,462,498)	(3,463,757)
	35,000	(3,436,400)	(3,428,386)	(3,420,373)	(3,412,360)	(3,404,347)	(3,396,334)	(3,388,321)	(3,380,308)
	40,000	(3,417,855)	(3,400,570)	(3,383,285)	(3,366,000)	(3,348,715)	(3,331,430)	(3,314,145)	(3,296,860)
	45,000	(3,399,311)	(3,372,754)	(3,346,197)	(3,319,640)	(3,293,083)	(3,266,525)	(3,239,968)	(3,213,411)
	50,000	(3,380,767)	(3,344,938)	(3,309,109)	(3,273,279)	(3,237,450)	(3,201,621)	(3,165,792)	(3,130,000)
	55,000	(3,362,223)	(3,317,122)	(3,272,020)	(3,226,919)	(3,181,818)	(3,136,717)	(3,091,615)	(3,046,514)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **OP5** (see Typologies Matrix)  
 Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme		60 Units						
AH Policy requirement (% Target)		10%						
Open Market Sale (OMS) housing		90%						
AH tenure split %		Open Market Sale (OMS)		Affordable Rent:		75.0%		
		Social Rent:		First Homes:		0.0%		
		Other Intermediate (LCHO/Sub-Market etc.):				25.0%		
						75.0% % Rented		
						2.5% % of total (>10% First Homes PPG 023)		
						100.0% 100.0%		
CIL Rate (£ psm)		0.00 £ psm						
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	60.0%	32.4	50.0%	3.0	59%	35.4		
2 bed Flat	40.0%	21.6	50.0%	3.0	41%	24.6		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	54.0	100.0%	6.0	100%	60.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		<b>(sqft)</b>		
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	60.0	646	65.0%	92.3	994			
2 bed Flat	80.0	861	65.0%	123.1	1,325			
3 bed Flat	80.0	861	65.0%	123.1	1,325			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		<b>(sqft)</b>		
1 bed House	62.0	667		62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	60.0	646	65.0%	92.3	994			
2 bed Flat	80.0	861	65.0%	123.1	1,325			
3 bed Flat	80.0	861	65.0%	123.1	1,325			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House	0	0	0	0	0		0	
2 bed House	0	0	0	0	0		0	
3 bed House	0	0	0	0	0		0	
4 bed House	0	0	0	0	0		0	
5 bed House	0	0	0	0	0		0	
1 bed Flat	2,991	32,192	277	2,981	3,268	35,173		
2 bed Flat	2,658	28,615	369	3,974	3,028	32,590		
3 bed Flat	0	0	0	0	0	0		
	5,649	60,808	646	6,955	6,295	67,763		
<b>AH % by floor area:</b>			<b>10.26% AH % by floor area (difference due to mix)</b>					
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	0	0	0	0				
2 bed House	0	0	0	0				
3 bed House	0	0	0	0				
4 bed House	0	0	0	0				
5 bed House	0	0	0	0				
1 bed Flat	210,000	3,500	325	7,434,000				
2 bed Flat	240,000	3,000	279	5,904,000				
3 bed Flat	0	0	0	0				
				13,338,000				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	0	60%	0	40%	0	70%	0	75%
2 bed House	0	60%	0	40%	0	70%	0	75%
3 bed House	0	60%	0	40%	0	70%	0	75%
4 bed House	0	60%	0	40%	0	70%	0	75%
5 bed House	0	60%	0	40%	0	70%	0	75%
1 bed Flat	126,000	60%	84,000	40%	147,000	70%	157,500	75%
2 bed Flat	144,000	60%	96,000	40%	168,000	70%	180,000	75%
3 bed Flat	0	60%	0	40%	0	70%	0	75%
					* capped @£250K			

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	32.4	@	210,000	6,804,000
2 bed Flat	21.6	@	240,000	5,184,000
3 bed Flat	0.0	@	0	-
	54.0			11,988,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	2.3	@	126,000	283,500
2 bed Flat	2.3	@	144,000	324,000
3 bed Flat	0.0	@	0	-
	4.5			607,500
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	96,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	147,000	110,250
2 bed Flat	0.8	@	168,000	126,000
3 bed Flat	0.0	@	0	-
	1.5			236,250
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	157,500	-
2 bed Flat	0.0	@	180,000	-
3 bed Flat	0.0	@	0	-
	0.0	6.0		-
<b>Sub-total GDV Residential</b>	<b>60</b>			<b>12,831,750</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>506,250</b>
	<b>80 £ psm (total GIA sqm)</b>		<b>8,438 £ per unit (total units)</b>	
<b>Grant</b>	6	AH units @	0	per unit
<b>Total GDV</b>				<b>12,831,750</b>

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(24,239)
Planning Application Professional Fees, Surveys and reports						(70,000)
CIL (Mrkt only + garages)						-
		5,649 sqm		0.00 £ psm		
		0.00% % of GDV		0 £ per unit (total units)		
<b>CIL analysis:</b>						
Site Specific S106 Contributions						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
				0 £ per unit (total units)		
<b>S106 analysis:</b>						
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum						-
			6,295 sqm (total)	0 £ psm		
<b>Comm. Sum analysis:</b>						
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(92,663)
		0.75 ha @		123,550 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
				0 £ per unit (total units)		
<b>Infra. Costs analysis:</b>						
		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
1 bed House						-
		- sqm @		1,295 psm		-
2 bed House						-
		- sqm @		1,295 psm		-
3 bed House						-
		- sqm @		1,295 psm		-
4 bed House						-
		- sqm @		1,295 psm		-
5 bed House						-
		- sqm @		1,295 psm		-
1 bed Flat						(5,149,883)
		3,268 sqm @		1,576 psm		
2 bed Flat						(4,771,643)
		3,028 sqm @		1,576 psm		
3 bed Flat						-
		6,295 sqm @		1,576 psm		
Garages for 3B House (Mrkt only)						-
		- 50% units @		18 sqm @ 600 psm		-
Garages for 4B House (Mrkt only)						-
		- 75% units @		18 sqm @ 600 psm		-
Garages for 5B House (Mrkt only)						-
		- 120% units @		18 sqm @ 600 psm		-
<b>External works</b>						
		9,921,526 @		15.0%		(1,488,229)
				24,804 £ per unit (total units)		
<b>Ext. Works analysis:</b>						
Policy Costs on design -						
Net Biodiversity costs						(17,220)
		60 units @		287 £ per unit		
M4(2) Category 2 Housing Aff units						-
		6 units @	0% @	521 £ per unit		-
M4(2) Category 2 Housing OMS units						-
		54 units @	0% @	521 £ per unit		-
M4(3) Category 3 Housing Aff units						(60,666)
		6 units @	100% @	10,111 £ per unit		
M4(3) Category 3 Housing OMS units						(545,994)
		54 units @	100% @	10,111 £ per unit		
Net Zero Cost						(266,940)
		60 units @		4,449 £ per unit		
Urban Greening						-
	No. of storeys	4.0 equals	1,574 sqm footprint	0 £ sqm		-
EV Charging Points - Houses						-
		- units @		0 £ per unit		-
EV Charging Points - Flats						-
		60 units @	4 flats per charger	0 £ per 4 units		-
		4 units @		0 £ per unit		-
	Sub-total					(890,820)
				14,847 £ per unit (total units)		
<b>Policy Costs analysis: (design costs only)</b>						
Contingency (on construction)						(619,662)
		12,393,238 @		5.0%		

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	12,393,238 @	6.5%		(805,560)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	11,988,000 OMS @	4.50%	8,991 £ per unit	(539,460)
Residential Sales Agent Costs	11,988,000 OMS @	1.00%	1,998 £ per unit	(119,880)
Residential Sales Legal Costs	11,988,000 OMS @	0.25%	500 £ per unit	(29,970)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs			10,000 £ per unit	(600,000)
<b>Disposal Cost analysis:</b>			<b>11,655 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(1,374,812)
<b>Developers Profit -</b>				
Profit on OMS	11,988,000	20.00%		(2,397,600)
Margin on AH	843,750	6.00% on AH values		(50,625)
<b>Profit analysis:</b>	<b>12,831,750</b>	<b>19.08% blended GDV</b>	<b>(2,448,225)</b>	
	<b>16,586,821</b>	<b>14.76% on costs</b>	<b>(2,448,225)</b>	
<b>TOTAL COSTS</b>				<b>(19,035,046)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(6,203,296)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
<b>Residual Land Value</b>				<b>(6,203,296)</b>
<b>RLV analysis:</b>	<b>(103,388) £ per plot</b>	<b>(8,271,062) £ per ha (net)</b>	<b>(3,347,253) £ per acre (net)</b>	
		<b>(8,271,062) £ per ha (gross)</b>	<b>(3,347,253) £ per acre (gross)</b>	
			<b>-48.34% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	80.0 dph (net)			
Site Area (net)	0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	0.75 ha (gross)		1.85 acres (gross)	
<b>Density analysis:</b>	<b>8,394 sqm/ha (net)</b>	<b>36,564 sqft/ac (net)</b>		
	<b>80 dph (gross)</b>			
Benchmark Land Value (net)	7,803 £ per plot	624,236 £ per ha (net)	252,625 £ per acre (net)	468,177
<b>BLV analysis:</b>		<b>624,236 £ per ha (gross)</b>	<b>252,625 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(8,895,298) £ per ha (net)</b>	<b>(3,599,878) £ per acre (net)</b>	<b>(6,671,473)</b>



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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(3,599,878)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm	0.00		(3,122,577)	(3,187,191)	(3,251,805)	(3,316,420)	(3,381,034)	(3,445,649)	(3,510,263)
	10.00		(3,157,494)	(3,220,168)	(3,282,843)	(3,345,518)	(3,408,192)	(3,470,867)	(3,533,541)
	20.00		(3,192,411)	(3,253,146)	(3,313,881)	(3,374,615)	(3,435,350)	(3,496,085)	(3,556,819)
	30.00		(3,227,328)	(3,286,123)	(3,344,918)	(3,403,713)	(3,462,508)	(3,521,303)	(3,580,098)
	40.00		(3,262,246)	(3,319,101)	(3,375,956)	(3,432,811)	(3,489,666)	(3,546,521)	(3,603,376)
	50.00		(3,297,163)	(3,352,078)	(3,406,993)	(3,461,908)	(3,516,824)	(3,571,739)	(3,626,654)
	60.00		(3,332,080)	(3,385,055)	(3,438,031)	(3,491,006)	(3,543,981)	(3,596,957)	(3,649,932)
	70.00		(3,366,997)	(3,418,033)	(3,469,068)	(3,520,104)	(3,571,139)	(3,622,175)	(3,673,210)
	80.00		(3,401,915)	(3,451,010)	(3,500,106)	(3,549,202)	(3,598,297)	(3,647,393)	(3,696,488)
	90.00		(3,436,832)	(3,483,988)	(3,531,143)	(3,578,299)	(3,625,455)	(3,672,611)	(3,719,767)
	100.00		(3,471,749)	(3,516,965)	(3,562,181)	(3,607,397)	(3,652,613)	(3,697,829)	(3,743,045)
	110.00		(3,506,666)	(3,549,943)	(3,593,219)	(3,636,495)	(3,679,771)	(3,723,047)	(3,766,323)
	120.00		(3,541,584)	(3,582,920)	(3,624,256)	(3,665,592)	(3,706,929)	(3,748,265)	(3,789,601)
	130.00		(3,576,501)	(3,615,897)	(3,655,294)	(3,694,690)	(3,734,086)	(3,773,483)	(3,812,879)
	140.00		(3,611,418)	(3,648,875)	(3,686,331)	(3,723,788)	(3,761,244)	(3,798,701)	(3,836,157)
	150.00		(3,646,336)	(3,681,852)	(3,717,369)	(3,752,886)	(3,788,402)	(3,823,919)	(3,859,436)
	160.00		(3,681,253)	(3,714,830)	(3,748,406)	(3,781,983)	(3,815,560)	(3,849,137)	(3,882,714)
	170.00		(3,716,170)	(3,747,807)	(3,779,444)	(3,811,081)	(3,842,718)	(3,874,355)	(3,905,992)
	180.00		(3,751,087)	(3,780,784)	(3,810,482)	(3,840,179)	(3,869,876)	(3,899,573)	(3,929,270)
	190.00		(3,786,005)	(3,813,762)	(3,841,519)	(3,869,276)	(3,897,034)	(3,924,791)	(3,952,548)
200.00		(3,820,922)	(3,846,739)	(3,872,557)	(3,898,374)	(3,924,192)	(3,950,009)	(3,975,826)	
210.00		(3,855,839)	(3,879,717)	(3,903,594)	(3,927,472)	(3,951,349)	(3,975,227)	(3,999,105)	
220.00		(3,890,756)	(3,912,694)	(3,934,632)	(3,956,570)	(3,978,507)	(4,000,445)	(4,022,383)	
230.00		(3,925,674)	(3,945,672)	(3,965,669)	(3,985,667)	(4,005,665)	(4,025,663)	(4,045,661)	
240.00		(3,960,591)	(3,978,649)	(3,996,707)	(4,014,765)	(4,032,823)	(4,050,881)	(4,068,939)	
250.00		(3,995,508)	(4,011,626)	(4,027,745)	(4,043,863)	(4,059,981)	(4,076,099)	(4,092,217)	

**TABLE 2**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(3,599,878)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106	1,000		(3,416,478)	(3,466,825)	(3,517,172)	(3,567,519)	(3,617,866)	(3,668,212)	(3,718,559)
	2,000		(3,453,564)	(3,503,911)	(3,554,257)	(3,604,604)	(3,654,951)	(3,705,298)	(3,755,645)
	3,000		(3,490,649)	(3,540,996)	(3,591,343)	(3,641,689)	(3,692,036)	(3,742,383)	(3,792,730)
	4,000		(3,527,734)	(3,578,081)	(3,628,428)	(3,678,775)	(3,729,122)	(3,779,468)	(3,829,815)
	5,000		(3,564,820)	(3,615,167)	(3,665,513)	(3,715,860)	(3,766,207)	(3,816,554)	(3,866,901)
	6,000		(3,601,905)	(3,652,252)	(3,702,599)	(3,752,945)	(3,803,292)	(3,853,639)	(3,903,986)
	7,000		(3,638,990)	(3,689,337)	(3,739,684)	(3,790,031)	(3,840,378)	(3,890,724)	(3,941,071)
	8,000		(3,676,076)	(3,726,422)	(3,776,769)	(3,827,116)	(3,877,463)	(3,927,810)	(3,978,157)
	9,000		(3,713,161)	(3,763,508)	(3,813,855)	(3,864,201)	(3,914,548)	(3,964,895)	(4,015,242)
	10,000		(3,750,246)	(3,800,593)	(3,850,940)	(3,901,287)	(3,951,634)	(4,001,980)	(4,052,327)
	11,000		(3,787,332)	(3,837,678)	(3,888,025)	(3,938,372)	(3,988,719)	(4,039,066)	(4,089,413)
	12,000		(3,824,417)	(3,874,764)	(3,925,111)	(3,975,457)	(4,025,804)	(4,076,151)	(4,126,498)
	13,000		(3,861,502)	(3,911,849)	(3,962,196)	(4,012,543)	(4,062,890)	(4,113,236)	(4,163,583)
	14,000		(3,898,588)	(3,948,934)	(3,999,281)	(4,049,628)	(4,099,975)	(4,150,322)	(4,200,669)
	15,000		(3,935,673)	(3,986,020)	(4,036,367)	(4,086,713)	(4,137,060)	(4,187,407)	(4,237,754)

**TABLE 3**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(3,599,878)	10%	15%	20%	25%	30%	35%	40%
Profit	15.0%		(3,055,961)	(3,124,277)	(3,192,592)	(3,260,907)	(3,329,222)	(3,397,537)	(3,465,853)
	16.0%		(3,120,648)	(3,185,369)	(3,250,091)	(3,314,812)	(3,379,534)	(3,444,255)	(3,508,977)
	17.0%		(3,185,334)	(3,246,462)	(3,307,590)	(3,368,718)	(3,429,845)	(3,490,973)	(3,552,101)
	18.0%		(3,250,020)	(3,307,555)	(3,365,089)	(3,422,623)	(3,480,157)	(3,537,691)	(3,595,225)
	19.0%		(3,314,707)	(3,368,647)	(3,422,588)	(3,476,528)	(3,530,469)	(3,584,409)	(3,638,350)
	20.0%		(3,379,393)	(3,429,740)	(3,480,087)	(3,530,434)	(3,580,780)	(3,631,127)	(3,681,474)

**TABLE 4**

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre (n))		(3,599,878)	10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre)	1,500,000		(4,610,643)	(4,660,990)	(4,711,337)	(4,761,684)	(4,812,030)	(4,862,377)	(4,912,724)
	1,600,000		(4,710,643)	(4,760,990)	(4,811,337)	(4,861,684)	(4,912,030)	(4,962,377)	(5,012,724)
	1,700,000		(4,810,643)	(4,860,990)	(4,911,337)	(4,961,684)	(5,012,030)	(5,062,377)	(5,112,724)
	1,800,000		(4,910,643)	(4,960,990)	(5,011,337)	(5,061,684)	(5,112,030)	(5,162,377)	(5,212,724)
	1,900,000		(5,010,643)	(5,060,990)	(5,111,337)	(5,161,684)	(5,212,030)	(5,262,377)	(5,312,724)
	2,000,000		(5,110,643)	(5,160,990)	(5,211,337)	(5,261,684)	(5,312,030)	(5,362,377)	(5,412,724)
	2,100,000		(5,210,643)	(5,260,990)	(5,311,337)	(5,361,684)	(5,412,030)	(5,462,377)	(5,512,724)
	2,200,000		(5,310,643)	(5,360,990)	(5,411,337)	(5,461,684)	(5,512,030)	(5,562,377)	(5,612,724)
	2,300,000		(5,410,643)	(5,460,990)	(5,511,337)	(5,561,684)	(5,612,030)	(5,662,377)	(5,712,724)
	2,400,000		(5,510,643)	(5,560,990)	(5,611,337)	(5,661,684)	(5,712,030)	(5,762,377)	(5,812,724)
	2,500,000		(5,610,643)	(5,660,990)	(5,711,337)	(5,761,684)	(5,812,030)	(5,862,377)	(5,912,724)
	2,600,000		(5,710,643)	(5,760,990)	(5,811,337)	(5,861,684)	(5,912,030)	(5,962,377)	(6,012,724)
	2,700,000		(5,810,643)	(5,860,990)	(5,911,337)	(5,961,684)	(6,012,030)	(6,062,377)	(6,112,724)
	2,800,000		(5,910,643)	(5,960,990)	(6,011,337)	(6,061,684)	(6,112,030)	(6,162,377)	(6,212,724)
	2,900,000		(6,010,643)	(6,060,990)	(6,111,337)	(6,161,684)	(6,212,030)	(6,262,377)	(6,312,724)
3,000,000		(6,110,643)	(6,160,990)	(6,211,337)	(6,261,684)	(6,312,030)	(6,362,377)	(6,412,724)	



# 240920\_SMBC Older Persons Appraisal\_v0.1

Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(3,599,878)	0	(3,192,178)	(3,242,525)	(3,292,872)	(3,343,218)	(3,393,565)	(3,443,912)	(3,494,259)
Net Zero	2,000	(3,275,385)	(3,325,731)	(3,376,078)	(3,426,425)	(3,476,772)	(3,527,119)	(3,577,466)	(3,627,813)
(£ per unit)	4,000	(3,358,591)	(3,408,938)	(3,459,285)	(3,509,632)	(3,559,979)	(3,610,325)	(3,660,672)	(3,711,019)
4,449	6,000	(3,441,798)	(3,492,145)	(3,542,492)	(3,592,839)	(3,643,185)	(3,693,532)	(3,743,879)	(3,794,226)
	8,000	(3,525,005)	(3,575,352)	(3,625,698)	(3,676,045)	(3,726,392)	(3,776,739)	(3,827,086)	(3,877,433)
	10,000	(3,608,212)	(3,658,558)	(3,708,905)	(3,759,252)	(3,809,599)	(3,859,946)	(3,910,292)	(3,960,639)
	12,000	(3,691,418)	(3,741,765)	(3,792,112)	(3,842,459)	(3,892,806)	(3,943,152)	(3,993,499)	(4,043,846)
	14,000	(3,774,625)	(3,824,972)	(3,875,319)	(3,925,666)	(3,976,012)	(4,026,359)	(4,076,706)	(4,127,053)
	16,000	(3,857,832)	(3,908,179)	(3,958,525)	(4,008,872)	(4,059,219)	(4,109,566)	(4,159,913)	(4,210,260)
	18,000	(3,941,039)	(3,991,385)	(4,041,732)	(4,092,079)	(4,142,426)	(4,192,773)	(4,243,119)	(4,293,466)
	20,000	(4,024,245)	(4,074,592)	(4,124,939)	(4,175,286)	(4,225,633)	(4,275,979)	(4,326,326)	(4,376,673)
	22,000	(4,107,452)	(4,157,799)	(4,208,146)	(4,258,492)	(4,308,839)	(4,359,186)	(4,409,533)	(4,459,880)
	24,000	(4,190,659)	(4,241,006)	(4,291,352)	(4,341,699)	(4,392,046)	(4,442,393)	(4,492,740)	(4,543,087)
	26,000	(4,273,866)	(4,324,212)	(4,374,559)	(4,424,906)	(4,475,253)	(4,525,600)	(4,575,947)	(4,626,294)
	28,000	(4,357,072)	(4,407,419)	(4,457,766)	(4,508,113)	(4,558,460)	(4,608,807)	(4,659,154)	(4,709,501)
	30,000	(4,440,279)	(4,490,626)	(4,540,973)	(4,591,319)	(4,641,666)	(4,692,013)	(4,742,360)	(4,792,707)

**TABLE 6**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(3,599,878)	70%	(1,173,399)	(1,217,914)	(1,262,429)	(1,308,420)	(1,355,523)	(1,402,626)	(1,449,729)
		75%	(1,535,825)	(1,583,469)	(1,631,112)	(1,678,756)	(1,726,400)	(1,774,043)	(1,821,687)
Build Cost		80%	(1,904,539)	(1,952,723)	(2,000,907)	(2,049,091)	(2,097,276)	(2,145,460)	(2,193,644)
100%		85%	(2,273,252)	(2,321,977)	(2,370,702)	(2,419,427)	(2,468,152)	(2,516,877)	(2,565,602)
(105% = 5% increase)		90%	(2,641,966)	(2,691,231)	(2,740,497)	(2,789,762)	(2,839,028)	(2,888,294)	(2,937,559)
		95%	(3,010,679)	(3,060,486)	(3,110,292)	(3,160,098)	(3,209,904)	(3,259,710)	(3,309,517)
		100%	(3,379,393)	(3,429,740)	(3,480,087)	(3,530,434)	(3,580,780)	(3,631,127)	(3,681,474)
		105%	(3,748,107)	(3,798,994)	(3,849,882)	(3,900,769)	(3,951,656)	(4,002,544)	(4,053,431)
		110%	(4,116,820)	(4,168,248)	(4,219,676)	(4,271,105)	(4,322,533)	(4,373,961)	(4,425,389)
		115%	(4,485,534)	(4,537,503)	(4,589,471)	(4,641,440)	(4,693,409)	(4,745,378)	(4,797,347)
		120%	(4,854,248)	(4,906,757)	(4,959,266)	(5,011,776)	(5,064,285)	(5,116,794)	(5,169,304)
		125%	(5,222,961)	(5,276,011)	(5,329,061)	(5,382,111)	(5,435,161)	(5,488,211)	(5,541,261)

**TABLE 7**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(3,599,878)	80%	(4,412,421)	(4,405,377)	(4,398,334)	(4,391,290)	(4,384,246)	(4,377,203)	(4,370,159)
		82%	(4,309,118)	(4,307,813)	(4,306,509)	(4,305,204)	(4,303,900)	(4,302,595)	(4,301,291)
Market Values		84%	(4,205,815)	(4,210,250)	(4,214,684)	(4,219,119)	(4,223,553)	(4,227,988)	(4,232,422)
100%		86%	(4,102,513)	(4,112,686)	(4,122,860)	(4,133,033)	(4,143,207)	(4,153,380)	(4,163,554)
(105% = 5% increase)		88%	(3,999,210)	(4,015,122)	(4,031,035)	(4,046,947)	(4,062,860)	(4,078,773)	(4,094,685)
		90%	(3,895,907)	(3,917,559)	(3,939,210)	(3,960,862)	(3,982,513)	(4,004,165)	(4,025,817)
		92%	(3,792,604)	(3,819,995)	(3,847,385)	(3,874,776)	(3,902,167)	(3,929,557)	(3,956,948)
		94%	(3,689,301)	(3,722,431)	(3,755,561)	(3,788,690)	(3,821,820)	(3,854,950)	(3,888,080)
		96%	(3,585,999)	(3,624,867)	(3,663,736)	(3,702,605)	(3,741,474)	(3,780,342)	(3,819,211)
		98%	(3,482,696)	(3,527,304)	(3,571,911)	(3,616,519)	(3,661,127)	(3,705,735)	(3,750,342)
		100%	(3,379,393)	(3,429,740)	(3,480,087)	(3,530,434)	(3,580,780)	(3,631,127)	(3,681,474)
		102%	(3,276,090)	(3,332,176)	(3,388,262)	(3,444,348)	(3,500,434)	(3,556,520)	(3,612,605)
		104%	(3,172,788)	(3,234,612)	(3,296,437)	(3,358,262)	(3,420,087)	(3,481,912)	(3,543,737)
		106%	(3,069,485)	(3,137,049)	(3,204,613)	(3,272,177)	(3,339,741)	(3,407,304)	(3,474,868)
		108%	(2,966,182)	(3,039,485)	(3,112,788)	(3,186,091)	(3,259,394)	(3,332,697)	(3,406,000)
		110%	(2,862,879)	(2,941,921)	(3,020,963)	(3,100,005)	(3,179,047)	(3,258,089)	(3,337,131)
		112%	(2,759,576)	(2,844,357)	(2,929,139)	(3,013,920)	(3,098,701)	(3,183,482)	(3,268,263)
		114%	(2,656,274)	(2,746,794)	(2,837,314)	(2,927,834)	(3,018,354)	(3,108,874)	(3,199,394)
		116%	(2,552,971)	(2,649,230)	(2,745,489)	(2,841,748)	(2,938,007)	(3,034,267)	(3,130,526)
		118%	(2,449,668)	(2,551,666)	(2,653,664)	(2,755,663)	(2,857,661)	(2,959,659)	(3,061,657)
		120%	(2,346,365)	(2,454,103)	(2,561,840)	(2,669,577)	(2,777,314)	(2,885,052)	(2,992,789)

**TABLE 8**

		Affordable Housing - % on site 10%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(3,599,878)	5,000	(3,360,849)	(3,401,924)	(3,442,998)	(3,484,073)	(3,525,148)	(3,566,223)	(3,607,297)
		10,000	(3,342,305)	(3,374,108)	(3,405,910)	(3,437,713)	(3,469,516)	(3,501,318)	(3,533,121)
Grant (£ per unit)	15,000	(3,323,761)	(3,346,291)	(3,368,822)	(3,391,353)	(3,413,883)	(3,436,414)	(3,458,944)	(3,481,475)
-	20,000	(3,305,217)	(3,318,475)	(3,331,734)	(3,344,992)	(3,358,251)	(3,371,509)	(3,384,768)	(3,398,027)
	25,000	(3,286,672)	(3,290,659)	(3,294,645)	(3,298,632)	(3,302,618)	(3,306,605)	(3,310,592)	(3,314,579)
	30,000	(3,268,128)	(3,262,843)	(3,257,557)	(3,252,272)	(3,246,986)	(3,241,701)	(3,236,415)	(3,231,130)
	35,000	(3,249,584)	(3,235,027)	(3,220,469)	(3,205,911)	(3,191,354)	(3,176,796)	(3,162,239)	(3,147,681)
	40,000	(3,231,040)	(3,207,210)	(3,183,381)	(3,159,551)	(3,135,721)	(3,111,892)	(3,088,062)	(3,064,233)
	45,000	(3,212,496)	(3,179,394)	(3,146,293)	(3,113,191)	(3,080,089)	(3,046,987)	(3,013,886)	(2,980,784)
	50,000	(3,193,952)	(3,151,578)	(3,109,204)	(3,066,830)	(3,024,457)	(2,982,083)	(2,939,709)	(2,897,335)
	55,000	(3,175,408)	(3,123,762)	(3,072,116)	(3,020,470)	(2,968,824)	(2,917,178)	(2,865,532)	(2,813,886)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

# 240920\_SMBC Older Persons Appraisal\_v0.1

Appraisal Ref: **OP6** (see Typologies Matrix)  
 Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				60 Units				
AH Policy requirement (% Target)				25%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		75%				
AH tenure split %		Affordable Rent:		75.0%		75.0% % Rented		
		Social Rent:		0.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		6.3% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				0.00 £ psm				
<b>Unit mix -</b>	<b>OMS Unit mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	60.0%	27.0	50.0%	7.5	58%	34.5		
2 bed Flat	40.0%	18.0	50.0%	7.5	43%	25.5		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	45.0	100.0%	15.0	100%	60.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm) (sqft)</b>				
1 bed House	62.0	667	%	62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	60.0	646	65.0%	92.3	994			
2 bed Flat	80.0	861	65.0%	123.1	1,325			
3 bed Flat	80.0	861	65.0%	123.1	1,325			
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm) (sqft)</b>				
1 bed House	62.0	667	%	62.0	667			
2 bed House	79.0	850		79.0	850			
3 bed House	95.0	1,023		95.0	1,023			
4 bed House	120.0	1,292		120.0	1,292			
5 bed House	140.0	1,507		140.0	1,507			
1 bed Flat	60.0	646	65.0%	92.3	994			
2 bed Flat	80.0	861	65.0%	123.1	1,325			
3 bed Flat	80.0	861	65.0%	123.1	1,325			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>			
1 bed House	0	0	0	0	0			
2 bed House	0	0	0	0	0			
3 bed House	0	0	0	0	0			
4 bed House	0	0	0	0	0			
5 bed House	0	0	0	0	0			
1 bed Flat	2,492	26,827	692	7,452	3,185 34,279			
2 bed Flat	2,215	23,846	923	9,936	3,138 33,782			
3 bed Flat	0	0	0	0	0			
	4,708	50,673	1,615	17,388	6,323 68,061			
<b>AH % by floor area:</b>		<b>25.55% AH % by floor area (difference due to mix)</b>						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£ psm</b>	<b>£ psf</b>	<b>total MV £ (no AH)</b>				
1 bed House	0	0	0	0				
2 bed House	0	0	0	0				
3 bed House	0	0	0	0				
4 bed House	0	0	0	0				
5 bed House	0	0	0	0				
1 bed Flat	245,000	4,083	379	8,452,500				
2 bed Flat	240,000	3,000	279	6,120,000				
3 bed Flat	0	0	0	0				
				14,572,500				
<b>Affordable Housing values (£) -</b>	<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>First Homes £*</b>	<b>% of MV</b>	<b>Other Int. £</b>	<b>% of MV</b>
1 bed House	0	60%	0	40%	0	70%	0	75%
2 bed House	0	60%	0	40%	0	70%	0	75%
3 bed House	0	60%	0	40%	0	70%	0	75%
4 bed House	0	60%	0	40%	0	70%	0	75%
5 bed House	0	60%	0	40%	0	70%	0	75%
1 bed Flat	147,000	60%	98,000	40%	171,500	70%	183,750	75%
2 bed Flat	144,000	60%	96,000	40%	168,000	70%	180,000	75%
3 bed Flat	0	60%	0	40%	0	70%	0	75%
* capped @£250K								

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	27.0	@	245,000	6,615,000
2 bed Flat	18.0	@	240,000	4,320,000
3 bed Flat	0.0	@	0	-
	45.0			10,935,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	5.6	@	147,000	826,875
2 bed Flat	5.6	@	144,000	810,000
3 bed Flat	0.0	@	0	-
	11.3			1,636,875
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	98,000	-
2 bed Flat	0.0	@	96,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
<b>First Homes GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.9	@	171,500	321,563
2 bed Flat	1.9	@	168,000	315,000
3 bed Flat	0.0	@	0	-
	3.8			636,563
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	183,750	-
2 bed Flat	0.0	@	180,000	-
3 bed Flat	0.0	@	0	-
	0.0	15.0		-
<b>Sub-total GDV Residential</b>	<b>60</b>			<b>13,208,438</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,364,063</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>22.734 £ per unit (total units)</b>	
<b>Grant</b>	15	AH units @	0 per unit	-
<b>Total GDV</b>				<b>13,208,438</b>

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(24,239)
Planning Application Professional Fees, Surveys and reports						(70,000)
CIL (Mrkt only + garages)						-
<b>CIL analysis:</b>		4,708 sqm		0.00 £ psm		
		0.00% % of GDV		0 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum						-
<b>Comm. Sum analysis:</b>			6,323 sqm (total)	0 £ psm		
			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						(92,663)
		0.75 ha @		123,550 £ per ha (if brownfield)		
<b>Site Infrastructure costs -</b>						
	Year 1			0		-
	Year 2			0		-
	Year 3			0		-
	Year 4			0		-
	Year 5			0		-
	Year 6			0		-
	Year 7			0		-
	Year 8			0		-
	Year 9			0		-
	Year 10			0		-
	Year 11			0		-
	Year 12			0		-
	Year 13			0		-
	Year 14			0		-
	Year 15			0		-
	Years 1-15	60 units @		0 per unit		-
	Sub-total					-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
<b>1 bed House</b>						
		- sqm @		1,295 psm		-
<b>2 bed House</b>						
		- sqm @		1,295 psm		-
<b>3 bed House</b>						
		- sqm @		1,295 psm		-
<b>4 bed House</b>						
		- sqm @		1,295 psm		-
<b>5 bed House</b>						
		- sqm @		1,295 psm		-
<b>1 bed Flat</b>						
		3,185 sqm @		1,576 psm		(5,018,954)
<b>2 bed Flat</b>						
		3,138 sqm @		1,576 psm		(4,946,215)
<b>3 bed Flat</b>						
		6,323 sqm @		1,576 psm		-
Garages for 3B House (Mrkt only)						-
		- 50% units @		18 sqm @ 600 psm		-
Garages for 4B House (Mrkt only)						-
		- 75% units @		18 sqm @ 600 psm		-
Garages for 5B House (Mrkt only)						-
		- 120% units @		18 sqm @ 600 psm		-
<b>External works</b>						
		9,965,169 @		15.0%		(1,494,775)
<b>Ext. Works analysis:</b>				24,913 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(17,220)
		60 units @		287 £ per unit		
<b>M4(2) Category 2 Housing</b>						
	Aff units	15 units @	0% @	521 £ per unit		-
<b>M4(2) Category 2 Housing</b>						
	OMS units	45 units @	0% @	521 £ per unit		-
<b>M4(3) Category 3 Housing</b>						
	Aff units	15 units @	100% @	10,111 £ per unit		(151,665)
<b>M4(3) Category 3 Housing</b>						
	OMS units	45 units @	100% @	10,111 £ per unit		(454,995)
Net Zero Cost						(266,940)
		60 units @		4,449 £ per unit		
<b>Urban Greening</b>						
	No. of storeys	4.0 equals	1,581 sqm footprint	0 £ sqm		-
<b>EV Charging Points - Houses</b>						
		- units @		0 £ per unit		-
<b>EV Charging Points - Flats</b>						
		60 units @	4 flats per charger	0 £ per 4 units		-
		4 units @		0 £ per unit		-
	Sub-total					(890,820)
<b>Policy Costs analysis: (design costs only)</b>				14,847 £ per unit (total units)		
Contingency (on construction)						(622,171)
		12,443,427 @		5.0%		

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	12,443,427 @	6.5%		(808,823)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	10,935,000 OMS @	4.50%	8,201 £ per unit	(492,075)
Residential Sales Agent Costs	10,935,000 OMS @	1.00%	1,823 £ per unit	(109,350)
Residential Sales Legal Costs	10,935,000 OMS @	0.25%	456 £ per unit	(27,338)
Affordable Sale Legal Costs			lump sum	(10,000)
Empty Property Costs			10,000 £ per unit	(600,000)
<b>Disposal Cost analysis:</b>			<b>10,646 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(1,367,675)
<b>Developers Profit -</b>				
Profit on OMS	10,935,000	20.00%		(2,187,000)
Margin on AH	2,273,438	6.00% on AH values		(136,406)
<b>Profit analysis:</b>	<b>13,208,438</b>	<b>17.59% blended GDV</b>	<b>(2,323,406)</b>	
	<b>16,575,098</b>	<b>14.02% on costs</b>	<b>(2,323,406)</b>	
<b>TOTAL COSTS</b>				<b>(18,898,504)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(5,690,067)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
<b>Residual Land Value</b>				<b>(5,690,067)</b>
<b>RLV analysis:</b>	<b>(94,834) £ per plot</b>	<b>(7,586,756) £ per ha (net)</b>	<b>(3,070,318) £ per acre (net)</b>	
		<b>(7,586,756) £ per ha (gross)</b>	<b>(3,070,318) £ per acre (gross)</b>	
			<b>-43.08% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	80.0 dph (net)			
Site Area (net)	0.75 ha (net)		1.85 acres (net)	
Net to Gross ratio	100%			
Site Area (gross)	0.75 ha (gross)		1.85 acres (gross)	
<b>Density analysis:</b>	<b>8,431 sqm/ha (net)</b>	<b>36,725 sqft/ac (net)</b>		
	<b>80 dph (gross)</b>			
Benchmark Land Value (net)	9,343 £ per plot	747,478 £ per ha (net)	302,500 £ per acre (net)	560,608
<b>BLV analysis:</b>		<b>747,478 £ per ha (gross)</b>	<b>302,500 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(8,334,233) £ per ha (net)</b>	<b>(3,372,818) £ per acre (net)</b>	<b>(6,250,675)</b>

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

## SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(3,372,818)	10%	15%	20%	25%	30%	35%	40%
CIL £ psm	0.00		(2,658,965)	(2,732,589)	(2,806,214)	(2,879,838)	(2,953,463)	(3,027,088)	(3,100,712)
	10.00		(2,693,882)	(2,765,567)	(2,837,251)	(2,908,936)	(2,980,621)	(3,052,306)	(3,123,990)
	20.00		(2,728,799)	(2,798,544)	(2,868,289)	(2,938,034)	(3,007,779)	(3,077,524)	(3,147,268)
	30.00		(2,763,716)	(2,831,521)	(2,899,326)	(2,967,131)	(3,034,937)	(3,102,742)	(3,170,547)
	40.00		(2,798,634)	(2,864,499)	(2,930,364)	(2,996,229)	(3,062,094)	(3,127,960)	(3,193,825)
	50.00		(2,833,551)	(2,897,476)	(2,961,402)	(3,025,327)	(3,089,252)	(3,153,178)	(3,217,103)
	60.00		(2,868,468)	(2,930,454)	(2,992,439)	(3,054,425)	(3,116,410)	(3,178,396)	(3,240,381)
	70.00		(2,903,385)	(2,963,431)	(3,023,477)	(3,083,522)	(3,143,568)	(3,203,614)	(3,263,659)
	80.00		(2,938,303)	(2,996,408)	(3,054,514)	(3,112,620)	(3,170,726)	(3,228,832)	(3,286,937)
	90.00		(2,973,220)	(3,029,386)	(3,085,552)	(3,141,718)	(3,197,884)	(3,254,050)	(3,310,216)
	100.00		(3,008,137)	(3,062,363)	(3,116,589)	(3,170,815)	(3,225,042)	(3,279,268)	(3,333,494)
	110.00		(3,043,054)	(3,095,341)	(3,147,627)	(3,199,913)	(3,252,199)	(3,304,486)	(3,356,772)
	120.00		(3,077,972)	(3,128,318)	(3,178,665)	(3,229,011)	(3,279,357)	(3,329,704)	(3,380,050)
	130.00		(3,112,889)	(3,161,296)	(3,209,702)	(3,258,109)	(3,306,515)	(3,354,922)	(3,403,328)
	140.00		(3,147,806)	(3,194,273)	(3,240,740)	(3,287,206)	(3,333,673)	(3,380,140)	(3,426,607)
	150.00		(3,182,723)	(3,227,250)	(3,271,777)	(3,316,304)	(3,360,831)	(3,405,358)	(3,449,885)
	160.00		(3,217,641)	(3,260,228)	(3,302,815)	(3,345,402)	(3,387,989)	(3,430,576)	(3,473,163)
170.00		(3,252,558)	(3,293,205)	(3,333,852)	(3,374,500)	(3,415,147)	(3,455,794)	(3,496,441)	
180.00		(3,287,475)	(3,326,183)	(3,364,890)	(3,403,597)	(3,442,305)	(3,481,012)	(3,519,719)	
190.00		(3,322,393)	(3,359,160)	(3,395,927)	(3,432,695)	(3,469,462)	(3,506,230)	(3,542,997)	
200.00		(3,357,310)	(3,392,137)	(3,426,965)	(3,461,793)	(3,496,620)	(3,531,448)	(3,566,276)	
210.00		(3,392,227)	(3,425,115)	(3,458,003)	(3,490,890)	(3,523,778)	(3,556,666)	(3,589,554)	
220.00		(3,427,144)	(3,458,092)	(3,489,040)	(3,519,988)	(3,550,936)	(3,581,884)	(3,612,832)	
230.00		(3,462,062)	(3,491,070)	(3,520,078)	(3,549,086)	(3,578,094)	(3,607,102)	(3,636,110)	
240.00		(3,496,979)	(3,524,047)	(3,551,115)	(3,578,184)	(3,605,252)	(3,632,320)	(3,659,388)	
250.00		(3,531,896)	(3,557,024)	(3,582,153)	(3,607,281)	(3,632,410)	(3,657,538)	(3,682,666)	

**TABLE 2**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(3,372,818)	10%	15%	20%	25%	30%	35%	40%
Site Specific S106	1,000		(3,209,683)	(3,254,772)	(3,299,862)	(3,344,951)	(3,390,040)	(3,435,130)	(3,480,219)
	2,000		(3,246,768)	(3,291,858)	(3,336,947)	(3,382,036)	(3,427,126)	(3,472,215)	(3,517,305)
	3,000		(3,283,853)	(3,328,943)	(3,374,032)	(3,419,122)	(3,464,211)	(3,509,301)	(3,554,390)
	4,000		(3,320,939)	(3,366,028)	(3,411,118)	(3,456,207)	(3,501,296)	(3,546,386)	(3,591,475)
	5,000		(3,358,024)	(3,403,114)	(3,448,203)	(3,493,292)	(3,538,382)	(3,583,471)	(3,628,561)
	6,000		(3,395,109)	(3,440,199)	(3,485,288)	(3,530,378)	(3,575,467)	(3,620,557)	(3,665,646)
	7,000		(3,432,195)	(3,477,284)	(3,522,374)	(3,567,463)	(3,612,552)	(3,657,642)	(3,702,731)
	8,000		(3,469,280)	(3,514,369)	(3,559,459)	(3,604,548)	(3,649,638)	(3,694,727)	(3,739,817)
	9,000		(3,506,365)	(3,551,455)	(3,596,544)	(3,641,634)	(3,686,723)	(3,731,813)	(3,776,902)
	10,000		(3,543,451)	(3,588,540)	(3,633,630)	(3,678,719)	(3,723,808)	(3,768,898)	(3,813,987)
	11,000		(3,580,536)	(3,625,625)	(3,670,715)	(3,715,804)	(3,760,894)	(3,805,983)	(3,851,073)
	12,000		(3,617,621)	(3,662,711)	(3,707,800)	(3,752,890)	(3,797,979)	(3,843,069)	(3,888,158)
	13,000		(3,654,707)	(3,699,796)	(3,744,886)	(3,789,975)	(3,835,064)	(3,880,154)	(3,925,243)
	14,000		(3,691,792)	(3,736,881)	(3,781,971)	(3,827,060)	(3,872,150)	(3,917,239)	(3,962,329)
	15,000		(3,728,877)	(3,773,967)	(3,819,056)	(3,864,146)	(3,909,235)	(3,954,324)	(3,999,414)

**TABLE 3**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(3,372,818)	10%	15%	20%	25%	30%	35%	40%
Profit	15.0%		(2,818,571)	(2,883,328)	(2,948,086)	(3,012,843)	(3,077,601)	(3,142,359)	(3,207,116)
	16.0%		(2,889,376)	(2,950,200)	(3,011,024)	(3,071,848)	(3,132,672)	(3,193,496)	(3,254,320)
	17.0%		(2,960,181)	(3,017,072)	(3,073,962)	(3,130,852)	(3,187,743)	(3,244,633)	(3,301,523)
	18.0%		(3,030,987)	(3,083,943)	(3,136,900)	(3,189,857)	(3,242,814)	(3,295,770)	(3,348,727)
	19.0%		(3,101,792)	(3,150,815)	(3,199,838)	(3,248,861)	(3,297,884)	(3,346,907)	(3,395,930)
	20.0%		(3,172,597)	(3,217,687)	(3,262,776)	(3,307,866)	(3,352,955)	(3,398,045)	(3,443,134)

**TABLE 4**

		Affordable Housing - % on site 25%							
Balance (RLV - BLV £ per acre (n))		(3,372,818)	10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre)	1,500,000		(4,342,597)	(4,387,687)	(4,432,776)	(4,477,866)	(4,522,955)	(4,568,045)	(4,613,134)
	1,600,000		(4,442,597)	(4,487,687)	(4,532,776)	(4,577,866)	(4,622,955)	(4,668,045)	(4,713,134)
	1,700,000		(4,542,597)	(4,587,687)	(4,632,776)	(4,677,866)	(4,722,955)	(4,768,045)	(4,813,134)
	1,800,000		(4,642,597)	(4,687,687)	(4,732,776)	(4,777,866)	(4,822,955)	(4,868,045)	(4,913,134)
	1,900,000		(4,742,597)	(4,787,687)	(4,832,776)	(4,877,866)	(4,922,955)	(4,968,045)	(5,013,134)
	2,000,000		(4,842,597)	(4,887,687)	(4,932,776)	(4,977,866)	(5,022,955)	(5,068,045)	(5,113,134)
	2,100,000		(4,942,597)	(4,987,687)	(5,032,776)	(5,077,866)	(5,122,955)	(5,168,045)	(5,213,134)
	2,200,000		(5,042,597)	(5,087,687)	(5,132,776)	(5,177,866)	(5,222,955)	(5,268,045)	(5,313,134)
	2,300,000		(5,142,597)	(5,187,687)	(5,232,776)	(5,277,866)	(5,322,955)	(5,368,045)	(5,413,134)
	2,400,000		(5,242,597)	(5,287,687)	(5,332,776)	(5,377,866)	(5,422,955)	(5,468,045)	(5,513,134)
	2,500,000		(5,342,597)	(5,387,687)	(5,432,776)	(5,477,866)	(5,522,955)	(5,568,045)	(5,613,134)
	2,600,000		(5,442,597)	(5,487,687)	(5,532,776)	(5,577,866)	(5,622,955)	(5,668,045)	(5,713,134)
	2,700,000		(5,542,597)	(5,587,687)	(5,632,776)	(5,677,866)	(5,722,955)	(5,768,045)	(5,813,134)
	2,800,000		(5,642,597)	(5,687,687)	(5,732,776)	(5,777,866)	(5,822,955)	(5,868,045)	(5,913,134)
	2,900,000		(5,742,597)	(5,787,687)	(5,832,776)	(5,877,866)	(5,922,955)	(5,968,045)	(6,013,134)
3,000,000		(5,842,597)	(5,887,687)	(5,932,776)	(5,977,866)	(6,022,955)	(6,068,045)	(6,113,134)	



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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**  
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 25%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(3,372,818)	0	(2,985,382)	(3,030,472)	(3,075,561)	(3,120,651)	(3,165,740)	(3,210,829)	(3,255,919)
Net Zero	2,000	(3,068,589)	(3,113,678)	(3,158,768)	(3,203,857)	(3,248,947)	(3,294,036)	(3,339,126)	(3,384,215)
(£ per unit)	4,000	(3,151,796)	(3,196,885)	(3,241,975)	(3,287,064)	(3,332,153)	(3,377,243)	(3,422,332)	(3,467,421)
4,449	6,000	(3,235,003)	(3,280,092)	(3,325,181)	(3,370,271)	(3,415,360)	(3,460,450)	(3,505,539)	(3,550,628)
	8,000	(3,318,209)	(3,363,299)	(3,408,388)	(3,453,478)	(3,498,567)	(3,543,656)	(3,588,746)	(3,633,835)
	10,000	(3,401,416)	(3,446,505)	(3,491,595)	(3,536,684)	(3,581,774)	(3,626,863)	(3,671,953)	(3,717,042)
	12,000	(3,484,623)	(3,529,712)	(3,574,802)	(3,619,891)	(3,664,980)	(3,710,070)	(3,755,159)	(3,800,248)
	14,000	(3,567,829)	(3,612,919)	(3,658,008)	(3,703,098)	(3,748,187)	(3,793,277)	(3,838,366)	(3,883,455)
	16,000	(3,651,036)	(3,696,126)	(3,741,215)	(3,786,304)	(3,831,394)	(3,876,483)	(3,921,573)	(3,966,662)
	18,000	(3,734,243)	(3,779,332)	(3,824,422)	(3,869,511)	(3,914,601)	(3,959,690)	(4,004,780)	(4,049,869)
	20,000	(3,817,450)	(3,862,539)	(3,907,629)	(3,952,718)	(3,997,807)	(4,042,897)	(4,087,986)	(4,133,075)
	22,000	(3,900,656)	(3,945,746)	(3,990,835)	(4,035,925)	(4,081,014)	(4,126,104)	(4,171,193)	(4,216,282)
	24,000	(3,983,863)	(4,028,953)	(4,074,042)	(4,119,131)	(4,164,221)	(4,209,310)	(4,254,400)	(4,300,489)
	26,000	(4,067,070)	(4,112,159)	(4,157,249)	(4,202,338)	(4,247,428)	(4,292,517)	(4,337,606)	(4,382,695)
	28,000	(4,150,277)	(4,195,366)	(4,240,456)	(4,285,545)	(4,330,634)	(4,375,724)	(4,420,813)	(4,465,902)
	30,000	(4,233,483)	(4,278,573)	(4,323,662)	(4,368,752)	(4,413,841)	(4,458,931)	(4,504,020)	(4,549,109)

**TABLE 6**

		Affordable Housing - % on site 25%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(3,372,818)	70%	(974,833)	(1,013,194)	(1,051,927)	(1,091,122)	(1,130,316)	(1,169,504)	(1,211,389)
		75%	(1,335,645)	(1,375,371)	(1,415,096)	(1,456,188)	(1,498,574)	(1,540,961)	(1,583,347)
Build Cost		80%	(1,697,768)	(1,740,670)	(1,783,597)	(1,826,524)	(1,869,451)	(1,912,377)	(1,955,304)
100%		85%	(2,066,457)	(2,109,924)	(2,153,392)	(2,196,859)	(2,240,327)	(2,283,794)	(2,327,262)
(105% = 5% increase)		90%	(2,435,170)	(2,479,178)	(2,523,187)	(2,567,195)	(2,611,203)	(2,655,211)	(2,699,219)
		95%	(2,803,884)	(2,848,433)	(2,892,981)	(2,937,530)	(2,982,079)	(3,026,628)	(3,071,177)
		100%	(3,172,597)	(3,217,687)	(3,262,776)	(3,307,866)	(3,352,955)	(3,398,045)	(3,443,134)
		105%	(3,541,311)	(3,586,941)	(3,632,571)	(3,678,201)	(3,723,831)	(3,769,461)	(3,815,091)
		110%	(3,910,025)	(3,956,195)	(4,002,366)	(4,048,537)	(4,094,707)	(4,140,878)	(4,187,049)
		115%	(4,278,738)	(4,325,450)	(4,372,161)	(4,418,872)	(4,465,584)	(4,512,295)	(4,559,006)
		120%	(4,647,452)	(4,694,704)	(4,741,956)	(4,789,208)	(4,836,460)	(4,883,712)	(4,930,964)
		125%	(5,016,166)	(5,063,958)	(5,111,751)	(5,159,543)	(5,207,336)	(5,255,129)	(5,302,921)

**TABLE 7**

		Affordable Housing - % on site 25%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(3,372,818)	80%	(4,303,344)	(4,285,614)	(4,267,884)	(4,250,155)	(4,232,425)	(4,214,695)	(4,196,965)
		82%	(4,190,269)	(4,178,822)	(4,167,374)	(4,155,926)	(4,144,478)	(4,133,030)	(4,121,582)
Market Values		84%	(4,077,195)	(4,072,029)	(4,066,863)	(4,061,697)	(4,056,531)	(4,051,365)	(4,046,199)
100%		86%	(3,964,120)	(3,965,236)	(3,966,352)	(3,967,468)	(3,968,584)	(3,969,700)	(3,970,816)
(105% = 5% increase)		88%	(3,851,045)	(3,858,443)	(3,865,841)	(3,873,239)	(3,880,637)	(3,888,035)	(3,895,433)
		90%	(3,737,971)	(3,751,651)	(3,765,330)	(3,779,010)	(3,792,690)	(3,806,370)	(3,820,050)
		92%	(3,624,896)	(3,644,858)	(3,664,820)	(3,684,781)	(3,704,743)	(3,724,705)	(3,744,666)
		94%	(3,511,821)	(3,538,065)	(3,564,309)	(3,590,552)	(3,616,796)	(3,643,040)	(3,669,283)
		96%	(3,398,747)	(3,431,272)	(3,463,798)	(3,496,324)	(3,528,849)	(3,561,375)	(3,593,900)
		98%	(3,285,672)	(3,324,480)	(3,363,287)	(3,402,095)	(3,440,902)	(3,479,710)	(3,518,517)
		100%	(3,172,597)	(3,217,687)	(3,262,776)	(3,307,866)	(3,352,955)	(3,398,045)	(3,443,134)
		102%	(3,059,523)	(3,110,894)	(3,162,266)	(3,213,637)	(3,265,008)	(3,316,380)	(3,367,751)
		104%	(2,946,448)	(3,004,101)	(3,061,755)	(3,119,408)	(3,177,061)	(3,234,715)	(3,292,368)
		106%	(2,833,373)	(2,897,309)	(2,961,244)	(3,025,179)	(3,089,114)	(3,153,049)	(3,216,985)
		108%	(2,720,299)	(2,790,516)	(2,860,733)	(2,930,950)	(3,001,167)	(3,071,384)	(3,141,602)
		110%	(2,607,224)	(2,683,723)	(2,760,222)	(2,836,721)	(2,913,220)	(2,989,719)	(3,066,218)
		112%	(2,494,149)	(2,576,930)	(2,659,711)	(2,742,492)	(2,825,273)	(2,908,054)	(2,990,835)
		114%	(2,381,075)	(2,470,138)	(2,559,201)	(2,648,264)	(2,737,326)	(2,826,389)	(2,915,452)
		116%	(2,268,000)	(2,363,345)	(2,458,690)	(2,554,035)	(2,649,379)	(2,744,724)	(2,840,069)
		118%	(2,154,926)	(2,256,552)	(2,358,179)	(2,459,806)	(2,561,433)	(2,663,059)	(2,764,686)
		120%	(2,041,851)	(2,149,760)	(2,257,668)	(2,365,577)	(2,473,486)	(2,581,394)	(2,689,303)

**TABLE 8**

		Affordable Housing - % on site 25%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre (n))	(3,372,818)	5,000	(3,154,053)	(3,189,871)	(3,225,688)	(3,261,505)	(3,297,323)	(3,333,140)	(3,368,958)
		10,000	(3,135,509)	(3,162,055)	(3,188,600)	(3,215,145)	(3,241,690)	(3,268,236)	(3,294,781)
Grant (£ per unit)	15,000	(3,116,965)	(3,134,238)	(3,151,512)	(3,168,785)	(3,186,058)	(3,203,331)	(3,220,605)	(3,237,878)
-	20,000	(3,098,421)	(3,106,422)	(3,114,423)	(3,122,425)	(3,130,426)	(3,138,427)	(3,146,428)	(3,154,429)
	25,000	(3,079,877)	(3,078,606)	(3,077,335)	(3,076,064)	(3,074,793)	(3,073,522)	(3,072,252)	(3,070,981)
	30,000	(3,061,333)	(3,050,790)	(3,040,247)	(3,029,704)	(3,019,161)	(3,008,618)	(2,998,075)	(2,987,532)
	35,000	(3,042,789)	(3,022,974)	(3,003,159)	(2,983,344)	(2,963,529)	(2,943,714)	(2,923,899)	(2,904,084)
	40,000	(3,024,244)	(2,995,157)	(2,966,070)	(2,936,983)	(2,907,896)	(2,878,809)	(2,849,722)	(2,820,635)
	45,000	(3,005,700)	(2,967,341)	(2,928,982)	(2,890,623)	(2,852,264)	(2,813,905)	(2,775,546)	(2,737,187)
	50,000	(2,987,156)	(2,939,525)	(2,891,894)	(2,844,263)	(2,796,632)	(2,749,000)	(2,701,369)	(2,653,738)
	55,000	(2,968,612)	(2,911,709)	(2,854,806)	(2,797,902)	(2,740,999)	(2,684,096)	(2,627,193)	(2,570,290)

**NOTES**  
 Cells highlighted in yellow are input cells  
 Cells highlighted in green are sensitivity input cells  
 Figures in brackets, thus (00,000.00), are negative values / costs

240920\_SMBC Older Persons Appraisal\_v0.1 - Summary Table

Appraisal Ref:	OP1	OP2	OP3	OP4	OP5	OP6
Scheme Typology:	Retirement Living	Retirement Living	Retirement Living	Retirement Living - Extra Care	Retirement Living - Extra Care	Retirement Living - Extra Care
No Units:	60	60	60	60	60	60
Location / Value Zone:	Lower Value Zone	Medium Value Zone	Higher Value Zone	Lower Value Zone	Medium Value Zone	Higher Value Zone
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	0	0	0	0	0	0
Total GDV (£)	9,547,500	9,547,500	9,018,750	11,803,500	12,831,750	13,208,438
<b>Policy Assumptions</b>	-	-	-	-	-	-
AH Target % (& mix):	10%	10%	25%	10%	10%	25%
Affordable Rent:	75%	75%	75%	75%	75%	75%
Social Rent:	0%	0%	0%	0%	0%	0%
First Homes:	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	0%	0%	0%	0%	0%	0%
CIL (£ psm)	-	-	-	-	-	-
CIL (£ per unit)	-	-	-	-	-	-
Site Specific S106 (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	-	-	-	-	-	-
Site Infrastructure (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	-	-	-	-	-	-
<b>Profit KPI's</b>	-	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	19.07%	19.07%	17.53%	19.07%	19.08%	17.59%
Developers Profit (% on costs)	13.61%	13.61%	11.82%	13.57%	14.76%	14.02%
Developers Profit Total (£)	1,820,250	1,820,250	1,580,625	2,250,450	2,448,225	2,323,406
<b>Land Value KPI's</b>	-	-	-	-	-	-
RLV (£/acre (net))	(3,808,137)	(3,808,137)	(4,003,631)	(3,794,114)	(3,347,253)	(3,070,318)
RLV (£/ha (net))	(9,409,907)	(9,409,907)	(9,892,971)	(9,375,255)	(8,271,062)	(7,586,756)
RLV (% of GDV)	-59.14%	-59.14%	-65.82%	-59.57%	-48.34%	-43.08%
RLV Total (£)	(5,645,944)	(5,645,944)	(5,935,783)	(7,031,441)	(6,203,296)	(5,690,067)
BLV (£/acre (net))	236,250	252,625	302,500	236,250	252,625	302,500
BLV (£/ha (net))	583,774	624,236	747,478	583,774	624,236	747,478
BLV Total (£)	350,264	374,542	448,487	437,830	468,177	560,608
Surplus/Deficit (£/acre) [RLV-BLV]	(4,044,387)	(4,060,762)	(4,306,131)	(4,030,364)	(3,599,878)	(3,372,818)
Surplus/Deficit (£/ha)	(9,993,681)	(10,034,144)	(10,640,448)	(9,959,028)	(8,895,298)	(8,334,233)
Surplus/Deficit Total (£)	(5,996,209)	(6,020,486)	(6,384,269)	(7,469,271)	(6,671,473)	(6,250,675)
<b>Plan Viability comments</b>	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable



## Appendix 2 – Typologies Matrix

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## Appendix 3 – Stakeholder Feedback Matrix

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**Sandwell Local Plan Viability – Consultation Feedback and Analysis (in respect of Viability)  
Public Consultation – December 2023 – January 2024**

Item / Heading	Comment / Feedback	Consultee	AspinallVerdi Comments
<b>Policy SNE3 – Provision, Retention and Protection of Trees, Woodlands and Hedgerows</b>	<p>This representation suggests that requiring a 20% tree canopy cover, with a 30% recommendation, and planting three trees for every one removed, especially on small brownfield sites, is unrealistic and conflicts with the NPPF. Any such policy must be evidence-based and factored into the viability study.</p> <p>Recommendation: The council should reconsider this policy, either introducing more flexibility or removing it entirely.</p>	The Planning Bureau – on behalf of McCarthy Stone	Implementing this policy seems challenging, particularly if tree removal is necessary for scheme delivery. The cost of replacing trees would need to be factored into the land price, adjusting for the loss of trees. Site Specific Viability Assessments should consider this additional cost burden when evaluating the development potential of affected sites.
<b>Policy SNE3 – Provision, Retention and Protection of Trees, Woodlands and Hedgerows</b>	<p>The Home Builders Federation (HBF) questions how the Council determined the requirement for three replacement trees for every one lost and whether there were any assumptions regarding tree size and standards. HBF believes that this policy could affect land use, potentially reducing development density, which might impact the viability of projects.</p> <p>Additionally, HBF suggests more flexibility in the policy, such as recognizing that removing hedgerows may be necessary for site access. They note that Biodiversity Net Gain (BNG) policies already require a 10% net gain from the pre-development baseline, meaning any loss would have to be compensated. HBF urges the Council to consider how different environmental policies work together to provide clarity for developers and ensure these policies don't render development unviable.</p>	Home Builders Federation	The HBF raises valid concerns regarding the requirement for three replacement trees for each one lost, particularly in terms of land uptake and its impact on development density and viability. Clarifying the assumptions around tree size and standards would help ensure transparency. The potential overlap between the replacement tree policy and BNG requirements should be carefully considered, as the cumulative effects of these policies could pose challenges for developers. Flexibility in the approach, especially regarding necessary site access and hedgerow removal, could help balance environmental goals with development feasibility. A more integrated approach to environmental policies is essential to avoid conflicts and ensure clarity in what developers are expected to deliver.
<b>Policy SCC6 – Renewable and Low Carbon Energy and</b>	<p>Part 3 of Policy SSC6 mandates that major developments with ten or more homes must generate renewable or low carbon energy to offset at least 20% of the estimated residual energy demand at completion. The objection to this requirement is based on the lack of supporting evidence. According to the NPPF (para 34), Development Plan Policies should not compromise the plan's deliverability. The emerging plan</p>	Savills – On Behalf of FCC Environment	We acknowledge the concerns raised regarding the 20% energy offset requirement in Policy SSC6 from a viability perspective. We can confirm that Bioregional has been commissioned to review the climate change policies, including this requirement, and assess the associated costs. These costs have been incorporated into our viability study to ensure that the proposed

Item / Heading	Comment / Feedback	Consultee	AspinallVerdi Comments
<b>BREEAM Standards</b>	does not yet include documentation assessing the viability of this proposal alongside other policy requirements.		policy is deliverable and does not undermine the viability of developments, in accordance with NPPF guidelines.
<b>Older Person's Housing</b>	Recommendation: The Council must therefore ensure that an up-to-date viability assessment is undertaken to inform the future plan. The new viability assessment must include a number of typologies that includes older person's housing and if older person's housing is found to be not viable an exemption must be provided within the plan in order to prevent protracted conversations at the application stage over affordable housing provision and viability. This would ensure that the plan is consistent with Paragraph: 002 Reference ID: 10-002-20190509 and Paragraph: 004 Reference ID: 10-004-20190509 of PPG.	The Planning Bureau on Behalf of McCarthy Stone	In respect to this, we have conducted a market assessment of Older Person's housing, which includes a review of both Retirement Living and Extra Care. We have also developed a new set of typologies and run appraisals to assess the viability of these additional typologies.
<b>Policy SHO4 - Affordable Housing</b>	<p>HBF acknowledges that the Sandwell Local Plan recognises viability challenges in delivering affordable housing but is concerned about a disconnect between the November 2023 viability study and the policies.</p> <p>The Aspinall Verdi Viability Report recommends differentiating affordable housing targets by housing market zone and between greenfield and brownfield land to reflect varying values and risks. The report suggests targets of 25% for high-value zones, 15% for greenfield and 10% for brownfield in medium-value zones, and 10% for greenfield and 0% for brownfield in lower-value zones.</p> <p>However, Policy SHO4 applies a blanket 25% affordable housing target without making these distinctions, raising concerns about the alignment between evidence and policy.</p>	Home Builders Federation	The affordable housing figures have been updated in Reg19 to reflect our recommendations.
<b>Policy SHO4 - Affordable Housing</b>	Viability can be improved either by lowering costs or increasing values. One way to enhance the viability of a site is by adjusting the type of affordable housing offered. The plan should acknowledge this, allowing for changes in the proportion of different affordable housing types, while maintaining the overall percentage of affordable housing provided. Flexibility within the policy is key to accommodating these adjustments.	Home Builders Federation	We recognise the importance of flexibility in improving site viability, particularly through adjustments to the mix of affordable housing types. Allowing for changes in the proportion of different affordable housing tenures while keeping the overall affordable housing requirement intact can help optimise development feasibility. It is essential that the policy provides the flexibility needed to accommodate these variations without compromising the delivery of affordable housing across the borough. This

Item / Heading	Comment / Feedback	Consultee	AspinallVerdi Comments
			approach would support both the viability of developments and the achievement of housing targets
<p><b>Policy SHO4 - Affordable Housing</b></p>	<p>The geographical distribution of development may affect the Plan's ability to deliver affordable housing where it is most needed. HBF notes that the level of open-market housing provided could influence how much affordable housing can be delivered.</p> <p>It is important to assess whether specific geographical areas require higher levels of open-market housing to secure viable delivery of affordable housing. Brownfield sites, particularly in city centres, are often better suited for apartments or retirement living, while greenfield sites are more likely to deliver family housing and higher percentages of affordable housing. This highlights the need for greenfield allocations to ensure a flexible housing land supply that offers a range of housing types and tenures, supporting the case for considering Green Belt releases.</p> <p>HBF does not comment on specific sites but stresses that the Plan should provide a variety of deliverable and developable sites across the area to offer competition, choice, and a buffer to meet housing needs fully. The soundness of both strategic and non-strategic site allocations, whether brownfield or greenfield, will be tested during the Local Plan Examination.</p>	Home Builders Federation	<p>We acknowledge the importance of geographic considerations in delivering affordable housing effectively. It is critical that the Plan provides a balanced mix of both brownfield and greenfield sites to address varied housing needs. As highlighted, brownfield sites may cater more to apartments or retirement living, while greenfield allocations can better accommodate family housing and higher affordable housing percentages.</p> <p>We also agree that the distribution of open-market housing in certain areas may need to be higher to ensure affordable housing delivery remains viable. Flexibility in the housing land supply, alongside potential Green Belt releases, should be carefully considered to ensure a broad range of housing types and tenures is delivered across the borough.</p> <p>Finally, we concur that a wide range of deliverable and developable sites is essential to providing competition, choice, and a buffer in housing supply, which will be scrutinised at the Local Plan Examination.</p>
<p><b>Policy SHO4 - Affordable Housing</b></p>	<p>Affordable housing is a significant issue in the borough, with a chronic shortfall that has worsened over time. The 25% requirement in the emerging Policy SHO4 represents a 5% increase from the current requirement, which has not met expected levels. This indicates the need for the Council to increase overall housing supply to boost the provision of affordable housing.</p> <p>For instance, the proposal for the land north of Wilderness Lane includes 40% affordable housing, which is viable due to the site's greenfield nature. In contrast, on brownfield sites, remediation costs make it difficult to meet even basic affordable housing requirements. This highlights how releasing Green Belt land for greenfield sites could</p>	Turley – On Behalf of Wain Estates	<p>Noted. We agree that the release of some greenfield sites would improve the viability and deliverability of affordable housing, especially given the higher potential for such sites to deliver affordable housing compared to brownfield sites, which often face costly remediation. Greenfield developments, like the land north of Wilderness Lane, offer an opportunity to address Sandwell's affordable housing shortfall by enabling higher percentages of affordable homes.</p> <p>Brownfield sites, with their associated costs, are more suited for market housing. A balanced approach, incorporating both greenfield and brownfield development, would ensure that both market and affordable housing needs are met.</p>

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	<p>help address the shortage of both market and affordable housing in Sandwell.</p> <p>The policy also references the aspiration to provide affordable housing through schemes with up to 100% grant funding, though this remains aspirational, given the challenges in securing such funding from government sources.</p> <p>Wain Estates suggests that more evidence on the delivery and funding of these schemes should be included to strengthen the policy and increase the likelihood of these developments moving forward.</p>		<p>While the aspiration to fund affordable housing through grants is positive, it remains challenging due to limited government funding. More evidence on the viability of such schemes would help strengthen the policy and enhance confidence in its delivery.</p>
<b>FHS Part L</b>	<p>HBF raises concerns about the Aspinall Verdi Viability Assessment, noting that it has not accounted for certain key costs and requirements. For instance, HBF states that complying with the current Part L regulations costs £3,500 per plot, and the upcoming Future Homes Standard in 2025 is expected to increase this to over £7,500 per plot. Additionally, the Building Safety Levy, which will be introduced to address cladding, will add a further £1,500-£2,500 per plot. These costs do not appear to be reflected in the viability appraisal.</p> <p>HBF also highlights rising costs of materials and labour due to inflation, and the emerging costs of mandatory Biodiversity Net Gain (BNG). Although the price of statutory credits is now known, the lack of a functioning market for off-site credits makes developments relying on them unviable. HBF expresses concerns about the omission of key policy costs, such as those for BNG, and stresses the need for a realistic allowance for these in the viability assessment. They urge that BNG costs be accounted for separately, as significant unknown costs may impact housing delivery.</p>	Home Builders Federation	<p>We acknowledge HBF's concerns regarding key costs in the viability assessment. To clarify, Bioregional was commissioned to review climate change policies and has accounted for the costs related to the Future Homes Standard (FHS). However, the Building Safety Levy has not yet been implemented, and therefore, was not included in the current viability study.</p> <p>We recognise the rising costs of materials, labour, and mandatory BNG as important factors affecting viability. As noted, the statutory credit prices for BNG are high to discourage their use, and the lack of a local market for off-site credits presents challenges. We agree that BNG costs should be separated from other policy costs in the assessment, ensuring transparency.</p> <p>Given the evolving nature of BNG and the associated costs, we are committed to keeping these factors under review and updating the Whole Plan Viability Assessment as more reliable data becomes available. We welcome any further evidence on BNG, and at the time of writing, we are using the most up-to-date Defra evidence. This approach ensures the assessment remains current and reflective of market conditions.</p>
<b>Accessibility – M4(2) / M4(3)</b>	<p>The requirement for a minimum proportion of new housing to meet M4(2)/M4(3) standards is unclear and ambiguous, especially given the stipulation that it depends on financial viability. This lack of clarity undermines the policy's soundness and conflicts with the Framework. M4(2) and M4(3) standards, as outlined in building regulations, are</p>	Vulcan Propety	<p>For clarity, we have assumed that 100% of all units will meet M4(2) standards, as this is expected to become mandatory. However, due to viability concerns, we have removed the requirement for M4(3) provision within our approach.</p>

Item / Heading	Comment / Feedback	Consultee	AspinallVerdi Comments
	<p>optional and can only be applied through local policies where a local need is identified and viability is not compromised. These optional requirements must be imposed through planning conditions, but the policy should clearly state that any such requirement depends on demonstrating both local need and that it will not adversely affect development viability.</p>		<p>This has been implemented by the council.</p>
<p><b>Accessibility – M4(2) / M4(3)</b></p>	<p>HBF notes that our Viability Study 2023 proposes a more flexible approach to SMBC's M4(3) accessibility policy. The recommendation suggests that 15% of units in medium and higher value zones should comply with M4(3) standards, while no such requirement should apply to lower value zones, in order to mitigate costs and allocate resources more effectively based on each zone's characteristics.</p> <p>However, it appears that this recommendation has not yet been reflected in the policy. HBF asserts that developers should not need to conduct additional site-specific viability assessments when the plan-making stage has already shown these requirements to be unviable.</p>	<p>Home Builders Federation</p>	<p>For clarity, we have assumed that 100% of all units will meet M4(2) standards, as this is expected to become mandatory. However, due to viability concerns, we have removed the requirement for M4(3) provision within our approach.</p> <p>This has been implemented by the council.</p>

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