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## Addendum Viability Report

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Local Plan and CIL Viability Assessment  
Addendum Report

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Cannock Chase District Council

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November 2024

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## Quality Assurance

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Prepared by

Harvey Garrett, Consultant

November 2024

Checked by

Atam Verdi, Executive Director

Date

November 2024

Authorised by

Atam Verdi, Executive Director

Date

November 2024

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# 1 Introduction

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- 1.1 AspinallVerdi has been appointed by Cannock Chase District Council (CCDC, the Council, the Local Planning Authority (LPA) as the context requires) to provide an addendum update report to the Financial Viability Assessment (FVA) in respect of the Council's Local Plan (to 2040).
- 1.2 In August 2022 an earlier Cannock Chase District Council Local Plan and CIL Viability Assessment (August 2022) was published and due to the time elapsed this addendum update has been prepared in order to bring the viability testing work up to date. The report due to its size was published in two parts and can be found at
- Part 1 at [https://www.cannockchasedc.gov.uk/sites/default/files/site-old/local\\_plan\\_viability\\_report\\_08.2022\\_-\\_part\\_1.pdf](https://www.cannockchasedc.gov.uk/sites/default/files/site-old/local_plan_viability_report_08.2022_-_part_1.pdf) and
  - Part 2 at [https://www.cannockchasedc.gov.uk/sites/default/files/site-old/local\\_plan\\_viability\\_report\\_08.2022\\_-\\_part\\_2.pdf](https://www.cannockchasedc.gov.uk/sites/default/files/site-old/local_plan_viability_report_08.2022_-_part_2.pdf).

## Addendum Report (2024)

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- 1.3 Given the time elapsed since the submission of the August 2022 Viability Assessment it has been considered appropriate to update the following aspects of the evidence base to test the appropriate level of policy requirements and CIL.
- To examine changes as the Local Plan has been progressed and to ensure that the most recent proposed plan policies are reflected.
  - To review evidence in terms of land transactions to inform the assumptions made with respect to Benchmark Land Values.
  - To undertake residential market research in order to update the residential market values in across the District. This includes the updating of assumptions made with respect to Specialist Accommodation for Older People.
  - To undertake specific research into the sales values for bungalows.
  - Updating construction cost assumptions using RICS Building Cost Information Services (BCIS) and other sources where available.
  - Consideration of the implication of the Future Homes Standard which was not accounted for in our earlier Viability Assessment (note that at that time allowances were made for Building Regulations Part L which are now embedded in the BCIS costs).

## RICS Practice Statement

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- 1.4 Our VA 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).
- 1.5 Our VA 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 20 July 2021) and the Planning Practice Guidance (PPG).

## Objectivity, Impartiality and Reasonableness

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- 1.6 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.
- 1.7 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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- 1.8 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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- 1.9 This Addendum report generally follows the same structure as the original Local Plan Viability report for ease of cross reference. We do not repeat detailed descriptions and text herein, and have focussed on the areas where changes have been made to the assumptions. 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– Viability Assumptions.

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.
Section 5 – Viability Assumptions	We summarise the cost and value assumptions made in the financial appraisals.
Section 6 – Residential (general needs) Viability Appraisal Results	We present the findings of our financial appraisals for general needs housing.
Section 7 – Older Persons Housing	In this section we look at the older persons housing sectors of the market.
Section 8 - Bungalows	This section considers the specific segment of the residential property market.
Section 9 - Conclusions and Recommendations	We make our recommendations in respect of the Local Plan including affordable housing.

## 2 National Policy Context

- 2.1 Our Viability Assessments have been carried out having regard to the various statutory requirements comprising primary legislation, planning policy, statutory regulations and guidance.
- 2.2 We identify below the key cross-references in the NPPF and PPG and our comments in respect of viability and deliverability. This is not meant to be exhaustive and reference should be directly made to the relevant sections of the NPPF and PPG.

### National Planning Policy Framework

- 2.3 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.
- 2.4 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.
- 2.5 It is important to note that within the new NPPF, paragraph 173 of the original 2012 NPPF has been deleted. The old paragraph 173 referred to viability and required ‘competitive returns to a willing land owner and willing developer to enable the development to be deliverable’.
- 2.6 The new NPPF refers increasingly to deliverability as well as viability.
- 2.7 We draw your attention to the following key paragraphs (Table 2.1).

**Table 2.1 - NPPF Key Cross-References**

Paragraph Number - Item	Quote / Comments
<b>Para 34 - Development contributions</b>	Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). <i>Such policies should not undermine the deliverability of the plan.</i> (Our emphasis)
<b>Para 57 – Planning obligations [tests]</b>	Planning obligations must only be sought where they meet all of the following tests <sup>11</sup> :  a) necessary to make the development acceptable in planning terms;

- b) directly related to the development; and
- c) fairly and reasonably related in scale and kind to the development.

Notwithstanding the latest changes to the CIL Regulations (2019) which do away with the requirements for a Regulation 123 list of infrastructure, these tests ensure that Local Authorities cannot charge S106 or CIL twice ('double-dip') for the same infrastructure (as this would not be fair and reasonable).

**Para 58 – Presumption of viability**

Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The *weight to be given to a viability assessment is a matter for the decision maker*, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available. (Our emphasis)

We understand that the Government's objective is to reduce the delays to delivery of new housing due to the site-specific viability process that was created as a result of the previous paragraph 173. Once a new Local Plan is adopted no site-specific viability assessment should be required (except in exceptional circumstances) and developers should factor into their land buying decisions the cost of planning obligations (including affordable housing).

**Para 64 – 10 Unit Threshold**

Provision of affordable housing should not be sought for residential developments that are not major<sup>21</sup> developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer).

**Para 64 – Vacant Building Credit (VBC)**

To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.

The VBC provides another layer of contingency on brownfield site typologies.

**Para 65 – 10% affordable home ownership**

Where major development involving the provision of housing is proposed, planning policies ... should expect at least 10% of the total number of homes to be available for affordable home ownership unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups.

Exemptions to this 10% requirement should also be made where the site or proposed development:

- a) provides solely for Build to Rent homes;
- b) provides specialist accommodation for a group of people with specific needs (such as purpose-built accommodation for the elderly or students);
- c) is proposed to be developed by people who wish to build or commission their own homes; or
- d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.

Source: NPPF (last updated 20 December 2023) and AspinallVerdi

[1] Set out in Regulation 122(2) of the Community Infrastructure Levy Regulations 2010.

[2] Major development: For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more. For non-residential development it means additional floorspace of 1,000m<sup>2</sup> or more, or a site of 1 hectare or more, or as otherwise provided in the Town and Country Planning (Development Management Procedure) (England) Order 2015.

## Planning Practice Guidance for Viability

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2.8 In the table below we refer to specific paragraphs of Planning Practice Guidance.

**Para 001 – Setting Policy requirements**

Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure).

These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a *proportionate assessment* of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106. *Policy requirements should be clear* so that they can be accurately accounted for in the price paid for land. To provide this certainty, affordable housing requirements should be expressed as a single figure rather than a range. Different requirements may be set for different types or location of site or types of development. (Our emphasis)

This confirms that Local Authorities can set different levels of CIL and/or affordable housing by greenfield or brownfield typologies (see below also).

**Para 002 - Deliverability**

It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers.

And, policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, *without the*



*need for further viability assessment* at the decision-making stage.

Also, it is the *responsibility of site promoters to engage in plan making*, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. (Our emphasis).

In this respect we have carried out a stakeholder workshop to consult with industry (Registered Providers, developers and landowners) in respect of the cost, value and BLV assumptions of the site allocations (July 2019 and August 2022). We have also consulted privately on a one-to-one basis with land owners and site promoters of the current Key Large / Strategic Sites in May – June 2022.

**Para 003/4 - Typologies**

Plan makers can use site typologies to determine viability at the plan making stage.

A typology approach is a process plan makers can follow to ensure that they are creating realistic, deliverable policies based on the type of sites that are likely to come forward for development over the plan period.

Plan makers can group sites by shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development. The characteristics used to group sites should reflect the nature of typical sites that may be developed within the plan area and the type of development proposed for allocation in the plan.

**Para 010 - Principles for carrying out a viability assessment (strike a balance)**

Viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it. This includes looking at the key elements of gross development value, costs, land value, landowner premium, and developer return – i.e. a residual land value approach.

In plan making and decision-making viability helps *to strike a balance* between the aspirations of developers and landowners, in terms of returns against risk, and the aims of

the planning system to secure maximum benefits in the public interest through the granting of planning permission. (Our emphasis).

**Para 011 – Gross Development Value**

For residential development, this may be total sales and/or capitalised net rental income from developments. Grant and other external sources of funding should be considered.

For commercial development broad assessment of value in line with industry practice may be necessary.

For broad area-wide or site typology assessment at the plan making stage, *average figures can be used*, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data. (Our emphasis)

**Para 012 – Development costs**

Assessment of costs should be based on evidence which is reflective of local market conditions...costs include:

- build costs - e.g. Building Cost Information Service (BCIS)
- abnormal costs\*
- site-specific infrastructure costs\*
- the total cost of all relevant policy requirements\*
- general finance
- professional\*, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site
- project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return

\*the PPG suggests that these costs should be taken into account when defining benchmark land value.

**Para 013 – Benchmark Land Value (BLV)**

A benchmark land value should be established on the basis of the *existing use value (EUUV) of the land, plus a premium* for the landowner. (Our emphasis).

**Para 014 - What factors should be considered to establish BLV?** Benchmark land value should:

- be based upon existing use value (EUV)
- allow for a premium to landowners
- reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees.

**Para 014 – Market evidence in BLV** Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There *may be a divergence between benchmark land values and market evidence*; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners. (Our emphasis).

**Para 014 – Circularity of land values** [Market] evidence should be based on developments which are *fully compliant with emerging or up to date plan policies*, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and *evidence any adjustments* to reflect the cost of policy compliance. This is so that *historic benchmark land values of non-policy compliant developments are not used to inflate values over time*. (Our emphasis).

**Para 015 – Existing Use Value (EUV)** EUV is the value of the land in its existing use.

Existing use value is not the price paid and should *disregard hope value*.

Existing use values will vary depending on the type of site and development types.

EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).

**Para 016 – Premium**

[The premium] is the amount above existing use value (EUV) that goes to the landowner.

The premium should provide a *reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements.*

Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed *by professional judgement* and must be based upon the best available evidence informed by cross sector collaboration.

Market evidence can include benchmark land values from other viability assessments.

Land transactions can be used but *only as a cross check* to the other evidence.

Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners.

Policy compliance means that the development complies fully with up-to-date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan.

**Para 016 – Price paid evidence**

Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement).

The PPG emphasises throughout (para 2, 3, 6, 11, 14, 18) that the price paid for land is not a relevant justification for failing to accord with relevant policies in the plan.

However, data on actual price paid (or the price expected to be paid through an option or promotion agreement) is particularly relevant for strategic sites to ensure that they are deliverable over-time.

<b>Para 017 – Alternative Use Value (AUV)</b>	This is more at the decision-making stage as our site typologies herein are all for broadly defined uses.
<b>Para 018 – Profit (return to developers)</b>	<p>For the purpose of plan making an <i>assumption of 15-20% of gross development value (GDV)</i> may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. <i>A lower figure may be more appropriate in consideration of delivery of affordable housing</i> in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types. (Our emphasis).</p> <p>In this respect we have provided sensitivities on the profit margin.</p>
<b>Para 019 – Build to rent (BTR)</b>	The <i>economics of build to rent schemes differ</i> from build for sale as they depend on a long-term income stream. For build to rent, it is expected that <i>the normal form of affordable housing provision will be affordable private rent</i> . Where plan makers wish to set affordable private rent proportions or discount levels at a level differing from national planning policy and guidance, this can be justified through a viability assessment at the plan making stage. (Our emphasis).

## Levelling Up and Regeneration Act

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- 2.9 In our 2022 report we referred to the Levelling Up and Regeneration Bill which was proposing a new Infrastructure Levy which would be nationally set. Since this time the bill has been enacted, however it is our understanding that the new Government has stated that the Infrastructure Levy aspect of the act will not be progressed.
- 2.10 For the purposes of our viability assessment, we have therefore ignored the reform.

## Written Ministerial Statement – Local Energy Efficiency Standards

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2.11 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.

2.12 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.*

2.13 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.*

2.14 The exception to this statement is where local polices 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).

### 3 Local Policy Context

3.1 In our earlier Viability Assessment (August 2022) we set out the local policy context and since that time the local plan preparation has progressed and in the sections below we set out more recent changes which have informed this update.

#### Cannock Chase District, Preferred Options

3.2 In order to appraise the emerging Cannock Chase Local Plan we have reviewed the cumulative impact of Cannock Chase’s draft Local Plan strategic policies, alongside any current policies which are proposed to retain. We have analysed each of the policies contained within the plan to determine which policies have a direct or indirect impact on development viability. The policies with a direct impact on viability have been factored into our economic assessment below. Note that all policies have an indirect impact on viability and these have been incorporated into the viability study indirectly through the property market cost and value assumptions adopted.

#### Cannock Chase Local Plan (Emerging Local Plan, December 2023)

- 3.3 We have reviewed the Cannock Chase Local Plan (2023). A detailed matrix of the planning policies has been undertaken and this outlines how the directly influential policies have both shaped the typologies and the assumptions adopted within the appraisals. We highlight the directly influential policies below.
- 3.4 Our detailed policies matrix is set out in Appendix 1.
- 3.5 The policies considered to have a direct impact on viability are set out on the following table:

**Table 3.1 - Cannock Chase Local Plan Policies with a Direct Impact on Viability**

<b>Policy</b>	<b>Policy Name</b>	<b>Implications for Local Plan Viability Assessment</b>	<b>Financial Assumptions</b>
Policy S01.1	Protecting, Conserving and Enhancing the Distinctive Local Historic Environment	Our typologies reflect the proposed site allocations - but we provide a sensitivity on development density.  Costs associated with these policy requirements relate to developments in conservation areas and other historic environment assets. We acknowledge that construction costs are likely to be higher within designated heritage environments, but values are also likely to be higher. Furthermore,	CIL

<b>Policy</b>	<b>Policy Name</b>	<b>Implications for Local Plan Viability Assessment</b>	<b>Financial Assumptions</b>
		developments involving heritage assets are likely to require a bespoke approach to viability e.g. enabling development and/or grants.	
Policy S01.2	Enhancing the quality of the built environment	We have costs included to cover the requirement for DAS. The policy may have similar implications to SO1.1 in terms of development density and cost - therefore, the same comments apply.	BCIS, external works + professional fees and specific planning fees
Policy S01.3	Creating safe places which deter crime and reduce the fear of crime	The same comment applies as per policy SO1.2 with relation to the DAS and the actually increases in costs associated with this policy should be reflected in our standard build cost assumptions. Clearly proposals that deliver the highest quality of environments will expect to achieved the highest sales prices (due to better quality design / specification).	BCIS, external works + professional fees and specific planning fees
Policy S02.1	Safeguarding the provision of community facilities	We have assumed that S.106 contributions would mitigate this policy should it need to.	CIL
Policy S02.2	Safeguarding health and amenity	Combination of BCIS/External works allowance to mitigate this policy in general. Specific M4 (2) category cost assumptions made to make development accessible. Professional fees allowance to cover requirement for Design & Access Statement as stated above.  We deal with requirements relating to low carbon transport and net zero development under the specific policies.	BCIS + External Works M4 (2) £521 per unit for accessible dwellings (assumed 100% of units) Professional fees
Policy S02.3	Provision of open space, sports and	We have assumed that S.106 contributions would mitigate this policy should it need to.	CIL



<b>Policy</b>	<b>Policy Name</b>	<b>Implications for Local Plan Viability Assessment</b>	<b>Financial Assumptions</b>
	recreational buildings and lands, including playing fields.		
Policy S02.4	Allotments and community gardens	This policy seeks to mitigate the loss of allotments and community food growing spaces. It is not going to apply to all or many development typologies. In specific circumstances where this policy needs to be mitigated, the developer would have to factor in both the cost and value of acquiring / re-providing this space. The impact on viability will depend on how big the allotment / food growing space is.	Not specifically appraised
Policy S02.5	Providing opportunities for healthy living and activity.	We consider that a standard external works allowance would mitigate typical on-site pedestrian and cycle infrastructure. We have also made an allowance for S.106 costs that could be used to mitigate the loss of greenspace and re-provision elsewhere.	External Works
Policy S03.2	Housing choice	Typologies matrix summarises affordable housing requirements for each typology as well housing mix assumed.	20% affordable included split: 60% rented and 15% intermediate and 25% First Home
Policy S03.3	Delivering high quality housing	Our unit size assumptions comply with nationally described space standards. We have cross-checked our assumptions against market evidence in terms of unit sizes but also the development densities sqm / sqft per ha / acre.	£521 per unit M4(2) £10,111 per unit (M4(3))
Policy S04.2	Provision for new	As above for SO4.1 - the allocation of land for specific uses will have	External works

<b>Policy</b>	<b>Policy Name</b>	<b>Implications for Local Plan Viability Assessment</b>	<b>Financial Assumptions</b>
	employment sites	<p>an indirect impact on viability through dictating which sites can be developed for specific uses. We have undertaken property market research to inform our value assumptions.</p> <p>A standard external works allowance would mitigate the cost for ensuring the scheme safeguards and enhances active travel / sustainable travel opportunities. We have appraised employment uses - please see commercial market paper.</p>	
Policy S04.6	Provision for local employment and skills	A professional fees allowance would mitigate costs for preparing the employment and skills plan. We have appraised employment typologies - please see commercial market paper.	Professional fees
S05.1	Accessible Development	Our typologies are based on the proposed allocations which have been identified with the strategic objectives in mind. The policy places some requirements on applications to demonstrate compliance with a number of factors. These are standard considerations in planning / design development, which would be mitigated through our professional fees allowance. There are some cross-overs to other policies that will have a greater cost impact and we deal with these separately.	Professional fees
S05.2	Communication Technologies	We have made standard build cost assumptions. We have assumed that the cost of delivering extra or better quality digital infrastructure would be offset by increases in value / rent as a result of this investment.	BCIS + external works

<b>Policy</b>	<b>Policy Name</b>	<b>Implications for Local Plan Viability Assessment</b>	<b>Financial Assumptions</b>
SO5.3	Low and Zero Carbon Transport	Our professional fees allowance will cover the requirement to illustrate that proposals comply with this policy. We have made specific cost allowances for providing electric charging points.	Professional fees plus specific cost for provision of electric charging points: £1,000 per unit houses £2,500 per block of 4 flats
SO5.7	Parking Provision	We have assumed that external works would cover the cost of providing off street parking. We have not explicitly included the cost of providing garages as it is assumed the value of providing garages outweighs the development cost. As stated separately, we have made specific cost allowances for providing electric charging points.	External works
SO6.2	Provision of main town centre uses and town centre services	This will impact retail development with the requirement for an impact assessment. The cost is something typically expected with retail schemes and would be covered by professional fees allowances. We have not appraised retail development typologies - please see retail market paper.	Professional fees
SO6.4	Town centre design	We have made standard build cost assumptions. In the case of residential development in town centres, the requirements of this policy are considered to be fairly typical and would be designed into schemes.	BCIS + external works
SO6.5	Cannock Town Centre Redevelopment Areas	Relates to sites in Cannock Town Centre - informs typology matrix	N/A

<b>Policy</b>	<b>Policy Name</b>	<b>Implications for Local Plan Viability Assessment</b>	<b>Financial Assumptions</b>
SO6.6	Rugeley Town Centre Redevelopment Areas	Relates to sites in Rugeley Town Centre - informs typology matrix	N/A
SO6.7	Hednesford Town Centre Redevelopment Areas	Relates to sites in Hednesford Town Centre - informs typology matrix	N/A
SO7.1	Protecting, Conserving and Enhancing Biodiversity and Geodiversity	The policy may have an impact on development costs. Our assumptions use BCIS which are rebased to the local area, reflecting these historic designations.	BCIS
SO7.2	Biodiversity Net Gain	This is a specific cost assumption to mitigate this policy - the lower brownfield cost is as a result of a lower base biodiversity value on brownfield sites.	Net gain in biodiversity: £268 per unit (brownfield) £1,003 per unit (greenfield)
SO7.3	Special Areas of Conservation	This policy may have an impact on some sites having to produce documentation to evidence they will not have an adverse impact on the SAC. This cost is covered by our professional fees allowance. There may be instances where some mitigation is required but this is considered to be site specific.	Specific cost item £290.58 per unit.
SO7.4	Protecting, Conserving and Enhancing Landscape Character	The requirement for a landscape and visual impact assessment is a cost that would be covered through our professional fees allowance. The policy may have a cost implication on some sites such as new green infrastructure but this is considered a typical external works item.	External works and professional fees
SO8.1	Low and Zero Carbon Energy	The policy relates to LZC proposals, indicating support for	Allowance made for 2025 Future Homes

<b>Policy</b>	<b>Policy Name</b>	<b>Implications for Local Plan Viability Assessment</b>	<b>Financial Assumptions</b>
	and Heat Production	such investment subject to satisfactory due diligence.	Standard of £4,500 per unit
SO8.2	Achieving Net Zero Carbon Development	The policy is caveated by viability but its places a requirement to deliver one of the four levels and so a specific cost allowance has been made to achieve this. The requirement for a sustainability statement is covered by professional fees allowance.	Allowance made for 2025 Future Homes Standard of £4,500 per unit
SO8.3	Sustainable Design	Professional fees allowance to cover requirement for Design & Access Statement. Other requirements considered to be within BCIS cost allowances. This policy generally encourages standards. Increases in costs associated with this policy anticipated to be off-set by value increases (due to better quality design / specification) given that we have adopted conservative sales prices.	BCIS + professional fees  Water Efficiency £10 per unit
SO8.4	Managing Flood Risk	This is considered to apply to sites in exceptional circumstances in the District. The Environment Agency publishes a map of flood zones. This means both landowner and developers should be aware of constraints relating to flood constrained sites and can factor this into their assessment of land value and development appraisal.	BCIS + External works
SO8.5	Avoiding Air, Water, Soil, Noise and Light Pollution	This policy will require proposals to prepare documentation to illustrate how impacts from development on pollution have been considered and mitigated. This is considered to be a standard requirement of development covered via professional fees.	Professional fees

<b>Policy</b>	<b>Policy Name</b>	<b>Implications for Local Plan Viability Assessment</b>	<b>Financial Assumptions</b>
SO8.6	Brownfield and Despoiled Land and Under-Utilised Buildings	<p>We have appraised typologies which reflect the proposed site allocations and this includes a high proportion of brownfield land. Note that national policy enables the use of Vacant Building Credit on brownfield land, where it meets the criteria and subject to approval by the local planning authority.</p> <p>We have included a cost per hectare as a remediation allowance on brownfield sites.</p>	£123,000 per hectare (£50,000 per acre)
SO8.8	Managing Waste	<p>A waste management plan would be covered by professional fees. The provision of storage facilities for waste is considered a standard external works item.</p>	External works + professional fees

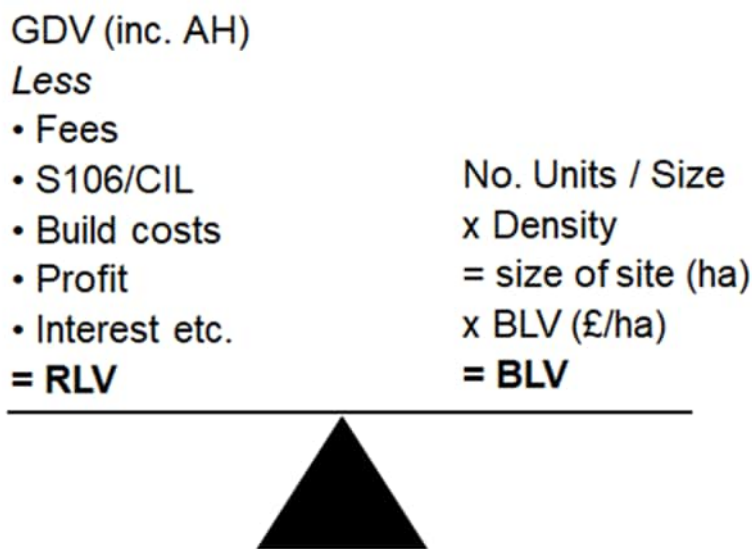
Cannock Chase Local Plan (Emerging Local Plan, December 2023)

- 3.6 The above policies have all been factored directly into the appraisal models. The cost assumptions applied can be found later in this report within Section 5.

## 4 Viability Assessment Method

- 4.1 Our Viability Assessment Method remains unchanged, as detailed in our Local Plan Viability Study August 2022.
- 4.2 In this section of the 2022 report, we set out our methodology to establish the viability of the various land uses and development typologies under the following sub-headings:
- The Harman Report (June 2012)
  - RICS Guidance
  - Guidance on Premiums/Land Value Adjustments
  - Land Economics Summary
  - Viability Modelling Best Practice
  - How to Interpret the Viability Appraisals
  - Land Value (Benchmark Land Value (BLV)) Caveats
- 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:
- 4.11 If the 'balance' is positive ( $RLV > BLV$ ), then the CIL/policy is viable. We describe this as being 'viable for plan making purposes herein'.
- 4.12 If the 'balance' is negative ( $RLV < BLV$ ), then the CIL/policy is 'not viable for plan making purposes' and the CIL rates/planning obligations and/or affordable housing targets should be reviewed.
- 4.13 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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- 4.14 It is worth restating the BLV caveats for decision making here.
- 4.15 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.



- 4.16 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) and therefore viable.
- 4.17 However, there may be site specific circumstances (e.g. brownfield sites or sites with particularly challenging topography, adverse site conditions, access or other constraints) which result in a RLV which is less than the BLV. 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 Assumptions (general needs)

- 5.1 In this section we set out our assumptions in relation to the costs and values for the residential typologies to be appraised. This has been updated to reflect market changes since August 2022.
- 5.2 This section sets out the rationale for the costs assumed within our residential typologies (see Appendix 2). It also sets out the assumptions with respect to sales values which have been assumed.
- 5.3 In terms of values, we append an updated Residential Market Paper which updates the evidence base and market analysis to inform our current market value assumptions (see Appendix 3).

### Housing Market Value Zones

- 5.4 Our earlier Local Plan and CIL Viability Assessment (August 2022) split up the Borough up into four market areas, which are also aligned to the ward boundaries.
- Cannock (including Bridgtown)
  - Hednesford
  - Rugeley
  - Norton Canes/Heath Hayes
- 5.5 The analysis and appraisals undertaken in this report also adopt these same boundaries and these are supported by the latest market analysis.

### Residential Typology Assumptions

- 5.6 The detailed typologies are set out in the matrix appended (see Appendix 2).
- 5.7 The typologies matrix has been updated from the previous Viability Assessment (August 2022). We summarise our site typologies below:

**Table 5.1 Summary of Development Typologies**

	Greenfield	Brownfield
Cannock (Inc Bridgtown)	30 Units 60 Units 90 Units	10 Units 20 Units 30 Units 40 Units 50 Units 80 Units 180 Units
Hednesford	30 Units 40 Units 80 Units	10 Units 20 Units 50 Units 80-Units

Rugeley	20 Units 40 units 80 Units 100 Units 150 Units 200 Units	10 Units 20 Units 30 Units 40 Units 50 Units 80 Units 100 Units
Norton Canes/Heath Hayes	30 Units 50 Units 100 Units 200 Units 400 Units 500 Units	20 Units 50 Units 100 Units 150 Units

Source: AspinallVerdi

- 5.8 The density assumptions are also shown in the typologies matrix but range between 20-40 dwellings per hectare (dph) on housing sites with flatted developments over 100 dph. We have sense-checked our density assumptions on a square feet per net acre and our housing site typologies are based on between 11,080-15,280 sqft per net acre which is considered reasonable.

## Housing Mix

- 5.9 The updated typologies matrix Table 5.1 shows the mix assumed for each typology. The housing mix is broadly based on the Housing Needs Assessment (2023) (EB/HSG/1) which recommended the mix shown in Table 5.2 but has been adjusted to reflect the nature of development taking place.

**Table 5.2 Suggested Mix of Housing by Size and Tenure**

	Market	Affordable home ownership	Affordable housing (rented)	
			General needs	Older persons
1-bedroom	10%	20%	20%	55%
2-bedrooms	35%	45%	40%	45%
3-bedrooms	40%	30%	30%	
4+-bedrooms	15%	5%	10%	

Source: Cannock Housing Needs Assessment, 2023

## Unit Size Assumptions

5.10 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 5.3

**Table 5.3 Floor Area Assumptions (Sqm)**

	<b>1-Bed Flat</b>	<b>1-Bed House</b>	<b>2-Bed Flat</b>	<b>2-Bed House</b>	<b>3-Bed House</b>	<b>4-Bed+ House</b>
District Wide	50.00	58.00	70.00	79.00	93.00	115.00
<b>Bungalow</b>						
District Wide	<b>1-Bed</b>	<b>2-Bed</b>				
	50.00	70.00				
<b>Older Persons</b>						
	<b>1-Bed Flat</b>	<b>2-Bed Flat</b>				
Retirement Living	55	75				
Extra Care	60	80				

Source: AspinallVerdi

## Residential Value Assumptions

5.11 The Residential Market Paper appended (Appendix 3) provides the background to the updated market housing value assumptions. We present below at Table 5.4 the absolute values (£) which we assumed as at August 2022 in our earlier assessment.

**Table 5.4 Residential Market Value Assumptions (£) May (2022)**

Dwelling Type	Cannock (Incl. Bridgtown) (2022)	Hednesford (2022)	Norton Canes/ Heath Hayes (2022)	Rugeley (2022)
1 bed Flat	£100,000	£110,000	£115,000	£110,000
2 bed Flat	£145,000	£155,000	£160,000	£160,000
1 bed House	£120,000	£125,000	£130,000	£125,000
2 bed House	£175,000	£200,000	£210,000	£190,000
3 bed House	£200,000	£230,000	£260,000	£240,000
4 bed House	£245,000	£285,000	£310,000	£295,000

Source: AspinallVerdi (220109 Market Value Assumptions)

5.12 At Table 5.5 below we set out the updated absolute market value assumptions which have been assumed in our latest appraisals.

**Table 5.5 - Residential Market Value Assumptions (£) August (2024)**

Dwelling Type	Cannock (Incl. Bridgtown) (2024)	Hednesford (2024)	Norton Canes/ Heath Hayes (2024)	Rugeley (2024)
1 bed Flat	£120,000	£125,000	£135,000	£135,000
2 bed Flat	£165,000	£175,000	£200,000	£185,000
1 bed House	£140,000	£147,500	£160,000	£145,000
2 bed House	£230,000	£250,000	£260,000	£260,000
3 bed House	£295,000	£305,000	£315,000	£305,000
4 bed House	£350,000	£430,000	£450,000	£420,000

Source: AspinallVerdi (240816 Market Value Assumptions)

5.13 Table 5.6 sets out value assumptions on a per square metre basis at August 2022 for each property type across the value areas.

**Table 5.6 Residential Value Assumptions (£ psm) May (2022)**

Dwelling Type	Cannock (Incl. Bridgtown) (2022)	Hednesford (2022)	Norton Canes/Heath Hayes (2022)	Rugeley (2022)
1 bed Flat	£2,000	£2,200	£2,300	£2,200
2 bed Flat	£2,071	£2,214	£2,286	£2,286
1 bed House	£2,069	£2,155	£2,241	£2,155
2 bed House	£2,215	£2,532	£2,658	£2,405
3 bed House	£2,151	£2,473	£2,796	£2,581
4 bed House	£2,130	£2,478	£2,696	£2,565

Source: AspinallVerdi (220109 Market Value Assumptions)

5.14 At Table 5.7 below we have the values as at August 2024 on a per square metre basis.

**Table 5.7 Residential Value Assumptions (£ psm) August (2024)**

Dwelling Type	Cannock (Incl. Bridgtown) (2024)	Hednesford (2024)	Norton Canes/Heath Hayes (2024)	Rugeley (2024)
1 bed Flat	£2,400	£2,500	£2,700	£2,700
2 bed Flat	£2,357	£2,500	£2,857	£2,643
1 bed House	£2,414	£2,543	£2,758	£2,500
2 bed House	£2,911	£3,164	£3,291	£3,291
3 bed House	£3,172	£3,279	£3,387	£3,280
4 bed House	£3,043	£3,739	£3,913	£3,652

Source: AspinallVerdi (240816 Market Value Assumptions)

## Residential Cost Assumptions

- 5.15 The development costs applied within our appraisals are evidenced (where necessary) and set out below. **The changes between the August 2022 report and the August 2024 Addendum are highlighted in bold.**

## Affordable Housing Transfer Values

- 5.16 Our transfer value assumptions are set at below.

**Table 5.8 Transfer Value Assumptions**

Affordable Housing Tenure	% Mix	Transfer Value (% of OMV)
Affordable Housing %	20%	-
Of which...		-
Affordable Rent	25%	70%
Social Rent	35%	55%
Intermediate	15%	65%
First Homes	25%	70% [30% discount capped at £250,000]

Source: AspinallVerdi

## Initial Payments

- 5.17 Table 5.9 below shows the 'up-front' costs prior-to or at start-on-site.

**Table 5.9 Residential Appraisals Initial Cost Assumptions**

Item	Assumption	Comments
Planning Application Professional Fees and reports	Allowance for typology	Generally, x 3 Statutory Planning fees
Statutory Planning Fees	Based on national formula	
CIL Rate	£58.84 psm	2024 Indexed CIL rate.

Source: AspinallVerdi

## Construction Costs

5.18 Table 5.10 below summarises our build cost assumptions. As above we have made bold where changes have been made to our assumptions.

**Table 5.10 Build Cost Assumptions**

Item	Cost	Comments
Demolition / Site Clearance	£50,000 per acre	We have assumed this for both greenfield and brownfield land. This is due to historic coal mining which has taken place across the majority of the district.
Estate Housing	<b>£1,350 – 1,581 psm</b>	<b>These have been updated for August 2024.</b> Cannock (5 years) Lower – Median BCIS depending on scale. The lower quartile was adopted for schemes over 100 units as volume house builders are likely to deliver these schemes at a lower rate due to economies of scale.
Flats 3-5 Storey	<b>£1,526 – 1,720 psm</b>	Lower – Median BCIS depending on scale – as above. <b>This has been included for the new (in this Addendum) flatted typology reference CC</b>
Garages - Houses	<b>£640 psm in accordance with BCIS</b>	3 bed houses: <b>10%</b> have garages; 4 bed houses: 75% have garages; 5 bed houses: <b>120%</b> have garages (i.e. 1.5 garages per units – 100% have single garages and 50% have double garages)
Garages - Bungalows		2 bed bungalows: 50% have garages 3 bed bungalows: 75% have garages
External Works	15%	The Harman report states, '[external works] are likely to vary significantly from site to site. The planning authority should include appropriate average levels for each type of site unless more specific information is available. Local developers should provide information to assist in this area where they can, taking into account commercial sensitivity.'  For the purposes of our appraisal, we have used 15% for external works, which we consider is a more than sufficient enough allowance for a plan-wide study (given we have also included 3% contingency).

Source: BCIS and AspinallVerdi



## Design Requirement Cost Assumptions

5.19 Table 5.11 below summarises the additional cost assumptions which we have built into the model as a consequence of Local Plan policy requirements in respect of design standards, energy efficiency etc.

**Table 5.11 Design Requirements Cost Assumptions**

Item	Cost	Comments
Net Biodiversity Costs (BNG)	£268 per unit for brownfield sites £1,003 per unit for greenfield sites	Reflects policy EN3b - cost taken from Biodiversity Net Gain and Local Nature Recovery Strategies, 2019.
M4(2) Category 2 – Accessible and Adaptable housing	+£521 per unit	M4(2) Category 2 – Accessible and Adaptable housing Based on DCLG Housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157 (all units).
M4(3) Category 3 - Wheelchair Adaptable dwellings	+£10,111 per unit	M4(3) Category 3 - Wheelchair Adaptable dwellings. Based on DCLG Housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157 (all units).
Net Zero (2025 FHS Part L)	<b>£4,500 per unit</b>	Future Homes Standard costs £4,500 per unit (based on the Sandwell Borough Council assumed costs)
EV Charging	£1,000 per unit house £10,000 per 4 flats	Industry standard costs
Special Area of Conservation	£290.58 per unit	Based on Cannock Chase SAC guidance.

Source: Various – as stated

## Other Cost Assumptions

5.20 Table 5.12 below summarises all the other costs which have factored into the appraisals.

**Table 5.12 Other Cost Assumptions**

Item	Cost	Comments
Contingency	+ 5%	Contingency on greenfield and brownfield respectively
Professional Fees	6.5%	Based on the average of FVA evidence.
OMS Marketing and Promotion	3% (Marketing & Disposal)	% of OMS GDV. Note that the marketing and promotion costs have to be considered 'in-the-round' with the sales values and gross profit (where developers have internal sales functions).
Sale Agent	1%	as above
Sale Legal	0.25%	as above
Affordable Housing Legal	£10,000	This is for the bulk transfer of the S106 units from the developer to the Registered Provider.

Source: AspinallVerdi

## Profit Assumptions

5.21 Table 5.13 below sets out the overhead and profit assumptions for the appraisals.

**Table 5.13 - Profit and Finance Assumptions**

Item	Cost	Comments
Profit on Market Sales	20%	in line with the recommended profit margins for Plan viability in the PPG.
Profit on Affordable Housing	6%	in line with the recommended profit margins for Plan viability in the PPG.

Source: AspinallVerdi

## Finance and Acquisition Assumptions

5.22 Table 5.14 below sets out the interest and timing assumptions for the appraisals.

**Table 5.14 - Profit and Finance Assumptions**

Item	Cost / Timing	Comments
Debit Interest	7%	Applies to 100% of cashflow to include Finance Fees etc.
Acquisition Costs	Stamp Duty Land Tax Agent Fees Legal Fees	HMRC Formula 1.0% 0.5%

Source: AspinallVerdi

## Benchmark Land Value Assumptions

5.23 The benchmark land values (BLV) have changed. Our benchmark land values (BLV) assumptions are set out for reference on the next page.

**Table 5.15 - 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)
Smaller Residential (<49 units)	District Wide	Greenfield	£10,000	£24,710	85%	£11,765	£29,071	10.0	£117,647	£290,706
Larger Residential (>50 units)	District Wide	Greenfield	£10,000	£24,710	75%	£13,333	£32,947	10.0	£133,529	£329,951
Strategic Sites	District Wide	Greenfield	£9,500	£23,475	60%	£15,833	£39,124	7.5	£118,750	£293,431
Smaller Residential (<49 units)	District Wide	Brownfield	£230,000	£568,330	100%	£230,000	£568,330	10.0%	£253,000	£625,163
Larger Residential (>50 units)	District Wide	Brownfield	£210,000	£518,910	100%	£210,000	£518,910	10.0%	£231,000	£570,801
Strategic Sites	District Wide	Brownfield	£175,000	£432,425	100%	£175,000	£432,425	10.0%	£192,500	£475,668

Source: AVL 240621 Cannock Chase\_Benchmark Land Values\_v0.4

## 6 Residential Viability Results

6.1 In this section we set out the results of our analysis and appraisals. These are presented by value area and follow our typologies matrix. For each set of appraisals, we include our summary table here and then a short narrative summary.

6.2 The residential appraisals are appended in full at Appendix 4. These appraisals should be considered as these have informed the summary tables below.

### Typologies A – E Cannock (Inc. Bridgtown)

6.3 A summary table is provided below for these typologies.

Appraisal Ref:	A	B	C	D	E
Scheme Typology:	Scheme A	Scheme B	Scheme C	Scheme D	Scheme E
No Units:	10	20	30	40	50
Location / Value Zone:	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	0	0	0	0	0
Total GDV (£)	2,302,900	4,605,840	6,908,760	9,211,680	11,514,600
Policy Assumptions	-	-	-	-	-
All Target % (& mix)	20%	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%	25%
Social Rent:	30%	30%	30%	30%	30%
First Homes:	25%	25%	25%	25%	25%
Other Intermediate (LHO/Sub-Market etc.):	15%	15%	15%	15%	15%
CIL (£/psm)	58.84	58.84	58.84	58.84	58.84
CIL (£/per unit)	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£/per unit)	-	-	-	-	-
Sub total CIL + S106 (£/per unit)	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£/per unit)	-	-	-	-	-
Sub total CIL + S106 + Infrastructure (£/per unit)	4,298	4,298	4,298	4,298	4,298
Profit KPIs	-	-	-	-	-
Developer Profit (% on GMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developer Profit (% on All)	8.0%	8.0%	8.0%	8.0%	8.0%
Developer Profit (% on total)	18.21%	18.21%	18.21%	18.21%	18.21%
Developer Profit (% on costs)	20.13%	20.13%	20.51%	20.25%	20.29%
Developer Profit Total (£)	419,950	839,900	1,259,980	1,679,981	2,099,970
Land Value KPIs	-	-	-	-	-
RLV (\$/acre (net))	(287,517)	(575,034)	(862,551)	(1,149,068)	(1,436,585)
RLV (\$/ha (net))	(710,433)	(645,297)	(676,327)	(670,511)	(606,863)
RLV (% of GDV)	0.01%	0.01%	7.14%	8.32%	0.14%
RLV Total (£)	(202,957)	(309,081)	(493,138)	(709,299)	(930,917)
RLV (\$/acre (net))	253,000	253,000	253,000	253,000	253,000
RLV (\$/ha (net))	429,163	429,163	429,163	429,163	429,163
BLV Total (£)	178,018	357,236	535,854	714,172	893,090
Surplus/Deficit (\$/acre) [RLV - BLV]	(540,517)	(514,391)	(485,032)	(524,352)	(510,474)
Surplus/Deficit (\$/ha)	(1,338,010)	(1,271,000)	(1,200,490)	(1,296,671)	(1,281,020)
Surplus/Deficit Total (£)	(581,605)	(728,320)	(1,020,992)	(1,400,771)	(1,030,037)
Plan Viability comments	Not viable	Not viable	Not viable	Not viable	Not viable

Source: AspinallVerdi (240827 Cannock (inc. Bridgtown) Apps A-E v0.1)

6.4 We have appraised five brownfield typologies ranging from 10 to 50 units within the Cannock (Including Bridgtown) area.

6.5 All of the typologies generate a negative RLV, with deficits ranging from -£485,832 to -£540,517. As a result of this they are all not viable for planning making purposes.

6.6 With regards to affordable housing, we have examined the sensitivity tables for these five typologies. These tables show that there is green coming through, albeit limited, indicating scenarios where affordable housing could be delivered. The scenario that we would highlight comprises of an increase of 10% -15% for the market values which would enable an affordable housing provision of 10%.

6.7 With regards to CIL, we have examined the sensitivity tables for these five typologies which show that no level of CIL is viable on these sites.

## Typologies F – J – Cannock (Inc. Bridgtown)

6.8 A summary table is provided below for these typologies.

Appraisal Ref:	F	G	H	I	J
Scheme Typology:	Scheme F	Scheme G	Scheme H	Scheme I	Scheme J
No Units	80	100	30	60	90
Location / Value Zone	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)
Greenfield/Brownfield	Brownfield	Brownfield	Greenfield	Greenfield	Greenfield
Notes:	U	U	U	U	U
Total GDV (£)	10,423,280	41,452,580	6,000,780	13,817,520	20,728,280
<b>Policy Assumptions</b>	-	-	-	-	-
All Target % (X-axis)	20%	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%	25%
Social Rent:	30%	30%	30%	30%	30%
First Homes:	25%	25%	25%	25%	25%
Other Intermediate (LHO/Sub-Market etc.):	15%	15%	15%	15%	15%
CIL (£/pau)	58.84	58.84	58.84	58.84	58.84
CIL (£/per unit)	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£/per unit)	-	-	-	-	-
Sub total CIL + S106 (£/per unit)	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£/per unit)	-	-	-	-	-
Sub total CIL + S106 + Infrastructure (£/per unit)	4,298	4,298	4,298	4,298	4,298
<b>Profit KPIs</b>	-	-	-	-	-
Developer Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developer Profit (% on All)	8.0%	8.0%	8.0%	8.0%	8.0%
Developer Profit (% blended)	18.21%	18.21%	18.21%	18.21%	18.21%
Developer Profit (% on costs)	23.33%	23.48%	20.45%	23.36%	23.48%
Developer Profit Total (£)	3,339,982	7,549,911	1,209,980	2,519,911	3,779,957
<b>Land Value KPIs</b>	-	-	-	-	-
RLV (£/acre (net))	102,865	118,400	(242,387)	108,548	115,174
RLV (£/ha (net))	254,180	287,828	(688,938)	263,283	284,590
RLV (% of GDV)	3.15%	3.57%	7.43%	3.27%	3.53%
RLV Total (£)	980,983	1,480,257	(613,370)	161,341	731,818
RLV (£/acre (net))	231,000	231,000	117,647	133,526	133,526
RLV (£/ha (net))	570,801	570,801	290,706	320,860	320,860
BLV Total (£)	1,304,688	2,935,545	219,170	505,629	818,443
Surplus/Deficit (£/acre) [RLV - BLV]	(170,135)	(114,518)	(380,034)	(28,000)	(10,355)
Surplus/Deficit (£/ha)	(310,621)	(282,973)	(889,671)	(66,602)	(16,361)
Surplus/Deficit Total (£)	(723,705)	(1,455,291)	(782,552)	(114,207)	(118,626)
<b>Plan Viability comments</b>	Marginal	Marginal	Not Viable	Marginal	Marginal

Source: AspinallVerdi (240827 Cannock (Inc Bridgtown) Apps F-J V0.1)

6.9 We have appraised two brownfield typologies within the Cannock (including Bridgtown) area ranging from 80 units to 180 units and three greenfield typologies ranging from 30 to 90 units.

- 6.10 Both of the Brownfield typologies (F&G) generate positive RLV's, however with deficits against BLVs per acre of -£128,135 and -£114,518, meaning that they are marginal from a plan viability standpoint. Of the greenfield typologies Scheme H (30 units) is the only one to be unviable, producing a negative RLV of -£513,376. Schemes I and J are both marginal, producing deficits of -£26,980 and -£18,355 per acre.
- 6.11 With regards to affordable housing, we have examined the sensitivity tables for these five typologies. All of the typologies show green when looking at both the build cost and the market value tables. Based on these tables we believe that an affordable housing provision of 10% on brownfield and 15% on greenfield is the most appropriate.
- 6.12 With regards to CIL, we have examined the sensitivity tables for these five typologies which show that no level of CIL is viable.

## Typologies K – O – Cannock (Inc. Bridgtown)

6.13 A summary table is provided below for these typologies.

Appraisal Ref:	K	L	M	N	O
Scheme Typology:	Scheme K	Scheme L	Scheme M	Scheme N	Scheme O
No Units:	60	60	50	60	180
Location / Value Zone:	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)	Cannock (inc. Bridgtown)
Greenfield/Brownfield:	Greenfield	Greenfield	Brownfield	Brownfield	Brownfield
Notes:	0	0	0	0	0
Total GDV (£)	13,817,500	20,726,200	11,514,600	18,423,360	41,452,560
<b>Policy Assumptions</b>					
All Target % (8 min)	20%	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%	25%
Other Intermediate (LHO/Sub-Market etc.):	15%	15%	15%	15%	15%
CIL (£/acre)	58.04	58.04	58.04	58.04	58.04
CIL (£/per unit)	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£/per unit)	-	-	-	-	-
Sub total CIL + S106 (£/per unit)	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£/per unit)	-	-	-	-	-
Sub total CIL + S106 + Infrastructure (£/per unit)	4,298	4,298	4,298	4,298	4,298
<b>Profit KPI's</b>					
Developer Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developer Profit (% on All)	8.0%	8.0%	8.0%	8.0%	8.0%
Developer Profit (% blended)	18.21%	18.21%	18.21%	18.21%	18.21%
Developer Profit (% on costs)	23.38%	23.48%	23.19%	23.33%	23.48%
Developer Profit Total (£)	2,519,911	3,179,957	2,099,976	3,369,902	7,659,914
<b>Land Value KPI's</b>					
RLV (£/acre (net))	196,540	115,174	90,773	107,705	116,489
RLV (£/ha (net))	265,283	281,596	221,300	263,780	267,828
RLV (% of GDV)	3.27%	3.53%	2.78%	3.15%	3.57%
RLV Total (£)	451,311	731,815	320,429	580,060	1,180,257
DLV (£/acre (net))	133,520	133,520	253,000	231,000	231,000
DLV (£/ha (net))	329,901	329,901	629,163	570,901	570,901
BLV Total (£)	980,029	848,443	893,080	1,304,688	2,936,418
Surplus/Deficit (£/acre) [RLV DLV]	(76,660)	(18,355)	(162,227)	(128,295)	(114,510)
Surplus/Deficit (£/ha)	(90,068)	(43,351)	(100,863)	(131,016)	(282,973)
Surplus/Deficit Total (£)	(114,287)	(118,628)	(572,861)	(724,808)	(1,455,291)
<b>Plan Viability comments</b>	Marginal	Marginal	Marginal	Marginal	Marginal

Source: AspinallVerdi (240827 Cannock (Inc Bridgtown) Apps K-0 V0.1)

6.14 We have appraised two greenfield typologies and three brownfield within the Cannock (including Bridgtown) area ranging from 60 units to 180 units.

6.15 Of the greenfield typologies Schemes K and L generate deficits per acre of -£26,980 and -£18,355. The RLV's for both of these typologies are positive thus we consider these as marginal. The brownfield typologies follow this pattern with deficits per acre ranging from £114,510 to £162,227, yet positive RLV's mean that they all achieve a marginal level of viability.

- 6.16 With regard to affordable housing, we have examined the sensitivity tables for these five typologies. These tables show that there is green coming through, indicating that there are scenarios where affordable housing could be delivered. For Scheme K we can see that affordable housing becomes feasible when the build costs are reduced by 20%. For Scheme L, affordable housing becomes possible when there is a 5% decrease in build costs.
- 6.17 For the remainder of the typologies (Schemes L, M, N & O), affordable housing is possible with a 10 – 15% decrease in build costs. Alternatively, it would also be possible if the market values were to increase by 15 – 20%.
- 6.18 Based on these tables we believe that the affordable housing provision that is viable for the brownfield units is 10% and is 15% for greenfield.
- 6.19 With regards to CIL, we have examined the sensitivity tables for these five typologies which show that no level of CIL is viable.



## Typologies P – S – Hednesford

6.20 A summary table is provided below for these typologies.

Appraisal Ref:	P	Q	R	S
Scheme Typology:	Scheme P	Scheme Q	Scheme R	Scheme S
No Units:	10	20	50	80
Location / Value Zone:	Hednesford	Hednesford	Hednesford	Hednesford
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	0	0	0	0
Total GDV (£)	2,497,410	4,994,820	12,487,050	19,979,280
<b>Policy Assumptions</b>				
AH Target % (& mix):	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298
<b>Profit KPI's</b>				
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.26%	18.26%	18.26%	18.26%
Developers Profit (% on costs)	22.08%	22.02%	22.16%	25.25%
Developers Profit Total (£)	456,025	912,049	2,280,123	3,648,197
<b>Land Value KPI's</b>				
RLV (£/acre (net))	(33,397)	(42,146)	(23,179)	290,434
RLV (£/ha (net))	(82,523)	(104,143)	(57,276)	717,663
RLV (% of GDV)	-0.94%	-1.19%	-0.66%	8.21%
RLV Total (£)	(23,578)	(59,510)	(81,823)	1,640,372
BLV (£/acre (net))	253,000	253,000	253,000	231,000
BLV (£/ha (net))	625,163	625,163	625,163	570,801
BLV Total (£)	178,618	357,236	893,090	1,304,688
Surplus/Deficit (£/acre) [RLV-BLV]	(286,397)	(295,146)	(276,179)	59,434
Surplus/Deficit (£/ha)	(707,686)	(729,306)	(682,439)	146,862
Surplus/Deficit Total (£)	(202,196)	(416,746)	(974,913)	335,684
<b>Plan Viability comments</b>	Not Viable	Not Viable	Not Viable	Viable

Source: AspinallVerdi (240827 Cannock (Hednesford) Apps P-S V0.1)

6.21 We have appraised four brownfield typologies within the Hednesford area ranging from 10 units and 80 units.

6.22 The appraisal results show that Schemes P, Q and R and not viable as they all produce negative RLV's, however these are relatively small, with RLV's ranging from -£23,578 to -£81,823 overall. The deficits when considered against BLV per acre range from -£276,179 to -£295,146. Scheme S on the other hand is viable, with an RLV of £1,640,372 and a surplus of £59,434 per acre.

- 6.23 The sensitivity analysis of Schemes P, Q and R show that to be able to provide affordable housing there would need to be a 10 to 15% reduction in build cost. Scheme S on the other hand, can easily provide the 20% policy compliant level of affordable housing, along with the current CIL contribution of £58.84.
- 6.24 It is our recommendation that the affordable housing provision that is achievable is 15% for brownfield sites, the feasibility of which becomes greater as the scheme size increases.

## Typologies T – V – Hednesford

6.25 A summary table is provided below for these typologies.

Appraisal Ref:	T	U	V
Scheme Typology:	Scheme T	Scheme U	Scheme V
No Units:	30	40	80
Location / Value Zone:	Hednesford	Hednesford	Hednesford
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield
Notes:	0	0	0
Total GDV (£)	7,492,230	9,989,640	19,979,280
<b>Policy Assumptions</b>	-	-	-
AH Target % (& mix):	20%	20%	20%
Affordable Rent:	25%	25%	25%
Social Rent:	35%	35%	35%
First Homes:	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.26%	18.26%	18.26%
Developers Profit (% on costs)	22.17%	22.23%	25.46%
Developers Profit Total (£)	1,368,074	1,824,098	3,648,197
<b>Land Value KPI's</b>	-	-	-
RLV (£/acre (net))	(22,293)	(14,687)	308,468
RLV (£/ha (net))	(55,086)	(36,291)	762,223
RLV (% of GDV)	-0.63%	-0.42%	8.72%
RLV Total (£)	(47,217)	(41,475)	1,742,225
BLV (£/acre (net))	117,647	117,647	133,529
BLV (£/ha (net))	290,706	290,706	329,950
BLV Total (£)	249,176	332,235	754,172
Surplus/Deficit (£/acre) [RLV-BLV]	(139,940)	(132,334)	174,939
Surplus/Deficit (£/ha)	(345,792)	(326,996)	432,273
Surplus/Deficit Total (£)	(296,393)	(373,710)	988,053
Plan Viability comments	Not Viable	Not Viable	Viable

Source: AspinallVerdi (240827 Cannock (Hednesford) Apps T-V V0.1)

6.26 We have appraised three greenfield typologies within the Hednesford area ranging from 30 units and 80 units.

- 6.27 The appraisal results show that Schemes T and U are not viable as the RLV's produced are both negative, with deficits per acre of -£132,334 and -£139,940. Scheme V has a positive RLV and a surplus of £174,939 per acre and is therefore viable.
- 6.28 The sensitivity analysis of Schemes T and U show that to be able to provide affordable housing there would need to be a 5 to 10% reduction in build costs, or an 8% increase in market value. Scheme V is then able to easily provide the 20% policy compliant level of affordable housing, along with the current CIL contribution of £58.84.
- 6.29 It is our recommendation that the affordable housing provision that is achievable is 15% for brownfield sites, the feasibility of which becomes greater as the scheme size increases.

## Typologies W – Y – Hednesford

6.30 A summary table is provided below for these typologies.

Appraisal Ref:	W	X	Y
Scheme Typology:	Scheme W	Scheme X	Scheme Y
No Units:	80	50	80
Location / Value Zone:	Hednesford	Hednesford	Hednesford
Greenfield/Brownfield:	Greenfield	Brownfield	Brownfield
Notes:	0	0	0
Total GDV (£)	19,979,280	12,487,050	19,979,280
<b>Policy Assumptions</b>	-	-	-
AH Target % (& mix):	20%	20%	20%
Affordable Rent:	25%	25%	25%
Social Rent:	35%	35%	35%
First Homes:	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.26%	18.26%	18.26%
Developers Profit (% on costs)	25.38%	22.16%	25.25%
Developers Profit Total (£)	3,648,197	2,280,123	3,648,197
<b>Land Value KPI's</b>	-	-	-
RLV (£/acre (net))	301,174	(23,179)	290,434
RLV (£/ha (net))	744,201	(57,276)	717,663
RLV (% of GDV)	8.51%	-0.66%	8.21%
RLV Total (£)	1,701,030	(81,823)	1,640,372
BLV (£/acre (net))	133,529	253,000	231,000
BLV (£/ha (net))	329,950	625,163	570,801
BLV Total (£)	754,172	893,090	1,304,688
Surplus/Deficit (£/acre) [RLV-BLV]	167,645	(276,179)	59,434
Surplus/Deficit (£/ha)	414,250	(682,439)	146,862
Surplus/Deficit Total (£)	946,858	(974,913)	335,684
<b>Plan Viability comments</b>	Viabile	Not Viabile	Viabile

Source: AspinallVerdi (240827 Cannock (Hednesford) Apps W-Y V0.1)

6.31 We have appraised one greenfield typology with 80 units and two brownfield typologies with sizes of 50 and 80 units.

- 6.32 The appraisal results show that Scheme W (greenfield) has a positive RLV and surplus of £167,645 per acre, and is therefore viable. Of the brownfield typologies, the smaller Scheme X produces a negative RLV and a deficit of -£974,913 overall and is not viable, Scheme Y on the other hand has a positive RLV and a surplus of £355,684.
- 6.33 The sensitivity analysis shows that with the exception of Scheme X, these typologies are able to accommodate further contributions over and above the 20% on site affordable housing and the current CIL contribution of £58.84 psm.
- 6.34 It is our recommendation that the affordable housing provision that is achievable is 15% for both brownfield and greenfield sites, the feasibility of which becomes greater as the scheme size increases.

## Typologies Z – AF – Rugeley

6.35 A summary table is provided below for these typologies.

Appraisal Ref:	Z	AA	AB	AC	AD	AE	AF
Scheme Typology:	Scheme Z	Scheme AA	Scheme AB	Scheme AC	Scheme AD	Scheme AE	Scheme AF
No Units:	10	20	30	40	50	80	100
Location / Value Zone:	Rugeley	Rugeley	Rugeley	Rugeley	Rugeley	Rugeley	Rugeley
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Total GDV (£)	2,528,160	5,056,320	7,584,480	10,112,640	12,640,800	20,225,280	25,281,600
<b>Policy Assumptions</b>							0.00%
AH Target % (& mix):	20%	20%	20%	20%	20%	20%	20.00%
Affordable Rent:	25%	25%	25%	25%	25%	25%	25.00%
Social Rent:	35%	35%	35%	35%	35%	35%	.35
First Homes:	25%	25%	25%	25%	25%	25%	25
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%	15%	
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84	58.84	59
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298	4,298
<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)	18.24%	18.24%	18.24%	18.24%	18.24%	18.24%	18.24%
Developers Profit (% on costs)	22.33%	22.26%	22.32%	22.38%	22.39%	25.53%	25.60%
Developers Profit Total (£)	461,230	922,459	1,383,689	1,844,918	2,306,148	3,689,837	4,612,296
<b>Land Value KPI's</b>							
RLV (£/acre (net))	1,660	(6,551)	1,031	7,651	8,450	320,910	326,395
RLV (£/ha (net))	4,101	(16,187)	2,547	18,906	20,879	792,968	£806,523
RLV (% of GDV)	0.05%	-0.18%	0.03%	0.21%	0.24%	8.96%	
RLV Total (£)	1,172	(9,250)	2,184	21,607	29,827	1,812,497	2,304,351
BLV (£/acre (net))	253,000	253,000	253,000	253,000	253,000	231,000	231,000
BLV (£/ha (net))	625,163	625,163	625,163	625,163	625,163	570,801	570,801
BLV Total (£)	178,618	357,236	535,854	714,472	893,090	1,304,688	1,630,860
Surplus/Deficit (£/acre) [RLV-BLV]	(251,340)	(259,551)	(251,969)	(245,349)	(244,550)	89,910	95,395
Surplus/Deficit (£/ha)	(621,062)	(641,350)	(622,616)	(606,257)	(604,284)	222,167	235,722
Surplus/Deficit Total (£)	(177,446)	(366,486)	(533,670)	(692,865)	(863,263)	507,809	673,491
<b>Plan Viability comments</b>	Marginal	Not Viable	Marginal	Marginal	Marginal	Viable	Viable

Source: AspinallVerdi (240819 Cannock (Rugeley) Apps Z-AF V0.1)

6.36 We have appraised seven brownfield typologies with the Rugeley area, ranging from 10 to 100 units.

- 6.37 The appraisal results show that Scheme AA produces a negative RLV and a deficit of -£366,486 (overall) and is not viable, however this could be made marginal with a 10% to 15% reduction in build cost. Schemes Z, AB, AC and AD all produce a positive RLV with deficits ranging from -£177,446 to -£863,263 and so are marginal, though could be made viable with a 10% to 15% reduction in build costs. Schemes AE and AF are both viable with Scheme AE producing a surplus of £507,809 and Scheme AF a surplus of £673,491.
- 6.38 With regards to affordable housing, we have examined the sensitivity tables which show that for the marginal units a 15% reduction in build costs would accommodate for the 20% affordable housing requirement. The two viable schemes could allow for an increase in the affordable requirement to a maximum of 35% whilst still maintaining a surplus, this is a common theme with the larger schemes.
- 6.39 Given that the majority of these schemes are either not viable or marginal it is our recommendation that the affordable housing provision is reduced to 15%.
- 6.40 With regards to CIL, we have examined the sensitivity tables which show that CIL is only viable for Schemes AE and AF however for these schemes, there is scope to increase this.



## Typologies AG – AL – Rugeley

6.41 A summary table is provided below for these typologies.

Appraisal Ref:	AG	AH	AI	AJ	AK	AL
Scheme Typology:	Scheme AG	Scheme AH	Scheme AI	Scheme AJ	Scheme AK	Scheme AL
No Units:	20	40	80	100	150	200
Location / Value Zone:	Rugeley	Rugeley	Rugeley	Rugeley	Rugeley	Rugeley
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	n/a	n/a	n/a	n/a	n/a	n/a
Total GDV (£)	5,056,320	10,112,640	20,225,280	25,281,600	37,922,400	50,563,200
<b>Policy Assumptions</b>						
AH Target % (& mix):	20%	20%	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
<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)	18.24%	18.24%	18.24%	18.24%	18.24%	18.24%
Developers Profit (% on costs)	22.36%	22.47%	25.66%	25.72%	25.77%	25.80%
Developers Profit Total (£)	922,459	1,844,918	3,689,837	4,612,296	6,918,444	9,224,592
<b>Land Value KPI's</b>						
RLV (£/acre (net))	5,014	19,070	331,649	337,198	340,614	342,592
RLV (£/ha (net))	12,389	47,122	819,506	833,216	841,656	846,545
RLV (% of GDV)	0.14%	0.53%	9.26%	9.42%	9.51%	9.57%
RLV Total (£)	7,079	53,854	1,873,156	2,380,618	3,607,098	4,837,402
BLV (£/acre (net))	117,647	117,647	133,529	133,529	133,529	133,529
BLV (£/ha (net))	290,706	290,706	329,950	329,950	329,950	329,950
BLV Total (£)	166,118	332,235	754,172	942,715	1,414,072	1,885,429
Surplus/Deficit (£/acre) [RLV-BLV]	(112,633)	(98,577)	198,120	203,669	207,085	209,063
Surplus/Deficit (£/ha)	(278,317)	(243,584)	489,555	503,266	511,706	516,595
Surplus/Deficit Total (£)	(159,038)	(278,382)	1,118,984	1,437,904	2,193,026	2,951,972
<b>Plan Viability comments</b>	Marginal	Marginal	Viable	Viable	Viable	Viable

Source: AspinallVerdi (240819 Cannock (Rugeley) Apps AG-AL V0.1)

6.42 We have appraised six greenfield typologies within the Rugeley area, ranging from 20 to 200 units.

- 6.43 The appraisals results show that the smaller schemes AG and AH are marginal as they produce a positive RLV with overall deficits (against BLV) of -£159,038 and -£278,382), the remainder of the schemes are viable as they have surpluses (overall) between £1,118,984 and £2,951,972.
- 6.44 The sensitivity analysis shows that in order to become viable with 20% affordable housing the marginal schemes would need a reduction in build costs of 10%. Of the viable schemes we see that there is potential to increase the affordable requirement to a maximum of 30%, while still maintaining a surplus.
- 6.45 With regards to CIL, the sensitivity analysis shows that for the viable typologies, there is scope for increase, should the council wish to do so.

## Typologies AM – AP – Rugeley

6.46 A summary table is provided below for these typologies.

Appraisal Ref:	AM	AN	AO	AP
Scheme Typology:	Scheme AM	Scheme AN	Scheme AO	Scheme AP
No Units:	80	100	150	200
Location / Value Zone:	Rugeley	Rugeley	Rugeley	Rugeley
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	n/a	n/a	n/a	n/a
Total GDV (£)	20,225,280	25,281,600	37,922,400	50,563,200
<b>Policy Assumptions</b>				
AH Target % (& mix):	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298
<b>Profit KPI's</b>				
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.24%	18.24%	18.24%	18.24%
Developers Profit (% on costs)	25.66%	25.72%	25.77%	25.80%
Developers Profit Total (£)	3,689,837	4,612,296	6,918,444	9,224,592
<b>Land Value KPI's</b>				
RLV (£/acre (net))	331,649	337,198	340,614	342,592
RLV (£/ha (net))	819,506	833,216	841,656	846,545
RLV (% of GDV)	9.26%	9.42%	9.51%	9.57%
RLV Total (£)	1,873,156	2,380,618	3,607,098	4,837,402
BLV (£/acre (net))	133,529	133,529	133,529	133,529
BLV (£/ha (net))	329,950	329,950	329,950	329,950
BLV Total (£)	754,172	942,715	1,414,072	1,885,429
Surplus/Deficit (£/acre) [RLV-BLV]	198,120	203,669	207,085	209,063
Surplus/Deficit (£/ha)	489,555	503,266	511,706	516,595
Surplus/Deficit Total (£)	1,118,984	1,437,904	2,193,026	2,951,972
<b>Plan Viability comments</b>	Viable	Viable	Viable	Viable

Source: AspinallVerdi (240819 Cannock (Rugeley) Apps AM-AP V0.1)

6.47 We have appraised four greenfield typologies within the Rugeley area, ranging from 80 to 200 units.

- 6.48 The appraisal results show that all four typologies are viable as there is a surplus over the benchmark land value. The surpluses range from £1,118,984 to £2,951,972 overall, increasing as the scheme sizes increase.
- 6.49 With regards to affordable housing, we have examined the sensitivity tables for the four typologies. These tables show that there is ample green coming though indicating scenarios where affordable housing could be delivered. There is potential to increase the affordable requirement to a maximum of 30% whilst still maintaining a surplus.
- 6.50 The sensitivity analysis shows that each of these typologies are able to accommodate further contributions over and above the 20% on site affordable housing, and the current CIL contribution of £58.84psm.

## Typologies AQ – AS – Rugeley

6.51 A summary table is provided below for these typologies.

Appraisal Ref:	AQ	AR	AS
Scheme Typology:	Scheme AQ	Scheme AR	Scheme AS
No Units:	50	80	100
Location / Value Zone:	Rugeley	Rugeley	Rugeley
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield
Notes:	n/a	n/a	n/a
Total GDV (£)	12,640,800	20,225,280	25,281,600
<b>Policy Assumptions</b>		-	-
<b>AH Target % (&amp; mix):</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>
Affordable Rent:	25%	25%	25%
Social Rent:	35%	35%	35%
First Homes:	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298
<b>Profit KPI's</b>		-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.24%	18.24%	18.24%
Developers Profit (% on costs)	22.41%	25.53%	25.60%
Developers Profit Total (£)	2,306,148	3,689,837	4,612,296
<b>Land Value KPI's</b>		-	-
RLV (£/acre (net))	11,233	320,910	326,395
RLV (£/ha (net))	27,758	792,968	806,523
RLV (% of GDV)	0.31%	8.96%	9.11%
RLV Total (£)	39,654	1,812,497	2,304,351
BLV (£/acre (net))	253,000	231,000	231,000
BLV (£/ha (net))	625,163	570,801	570,801
BLV Total (£)	893,090	1,304,688	1,630,860
Surplus/Deficit (£/acre) [RLV-BLV]	(241,767)	89,910	95,395
Surplus/Deficit (£/ha)	(597,405)	222,167	235,722
Surplus/Deficit Total (£)	(853,436)	507,809	673,491
<b>Plan Viability comments</b>	<b>Marginal</b>	<b>Viable</b>	<b>Viable</b>

Source: AspinallVerdi (240819 Cannock (Rugeley) Apps AQ-AS V0.1)

- 6.52 We have appraised three brownfield typologies within the Rugeley area, ranging from 50 to 100 units.
- 6.53 The appraisal results show that Scheme AQ is marginal as it produces a positive RLV yet a deficit of -£853,436 against BLV. Schemes AR and AS on the other hand are both viable, producing surpluses of £507,809 and £673,491 overall above BLV.
- 6.54 With regards to affordable housing, we have examined the sensitivity tables for the three typologies. With Scheme AQ being marginal a 20% reduction in build costs, or a 12% increase in market values would allow for the 20% affordable provision, whereas with Schemes AR and AS there is potential to increase the affordable requirement whilst still maintaining a surplus.
- 6.55 With regards to CIL, the sensitivity tables show that the marginal scheme cannot support any whereas, the two viable schemes show that there is scope to increase.
- 6.56 It is our recommendation that the maximum affordable housing that is viable for brownfield is 15%, given the severity of the marginal scheme.

## Typologies AT – AW – Norton Canes / Heath Hayes

6.57 A summary table is provided below for these typologies.

Appraisal Ref:	AT	AU	AV	AW
Scheme Typology:	Scheme AT	Scheme AU	Scheme AV	Scheme AW
No Units:	20	50	100	150
Location / Value Zone:	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	0	0	0	0
Total GDV (£)	5,255,260	13,138,150	26,276,300	39,414,450
<b>Policy Assumptions</b>	-	-	-	-
AH Target % (& mix):	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.25%	18.25%	18.25%	18.25%
Developers Profit (% on costs)	23.13%	23.28%	26.59%	26.62%
Developers Profit Total (£)	959,316	2,398,289	4,796,578	7,194,867
<b>Land Value KPI's</b>	-	-	-	-
RLV (£/acre (net))	96,395	110,098	422,980	425,128
RLV (£/ha (net))	238,192	272,053	1,045,183	1,050,491
RLV (% of GDV)	2.59%	2.96%	11.36%	11.42%
RLV Total (£)	136,110	388,647	2,986,238	4,502,104
BLV (£/acre (net))	253,000	253,000	231,000	231,000
BLV (£/ha (net))	625,163	625,163	570,801	570,801
BLV Total (£)	357,236	893,090	1,630,860	2,446,290
Surplus/Deficit (£/acre) [RLV-BLV]	(156,605)	(142,902)	191,980	194,128
Surplus/Deficit (£/ha)	(386,971)	(353,110)	474,382	479,690
Surplus/Deficit Total (£)	(221,126)	(504,443)	1,355,378	2,055,814
<b>Plan Viability comments</b>	Marginal	Marginal	Viable	Viable

Source: AspinallVerdi (240819 Norton Caines & Heath Hayes WPV Apps AT-AW V0.1)

- 6.58 We have appraised four brownfield typologies within the Norton Canes / Heath Hayes area, ranging from 20 to 150 units.
- 6.59 The appraisal results show us that the smaller typologies (schemes AT and AU) are marginal, as they have overall deficits against BLV of £221,126 and £504,443. The larger typologies (schemes AV and AW) are both viable with surpluses of £1,355,378 and £2,055,814.
- 6.60 The sensitivity analysis shows that the marginal typologies could be viable with a 20% affordable housing provision if the build costs were reduced by 10 to 15%. An 8% increase in market values would have the same effect. The viable typologies are then able to accommodate further contributions over the 20% on site affordable housing and the current CIL contribution of £58.84.



## Typologies AX – BC – Norton Canes / Heath Hayes

6.61 A summary table is provided below for these typologies.

Appraisal Ref:	AX	AY	AZ	BA	BB	BC
Scheme Typology:	Scheme AX	Scheme AY	Scheme AZ	Scheme BA	Scheme BB	Scheme BC
No Units:	30	50	100	200	400	500
Location / Value Zone:	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	0	0	0	0	0	0
Total GDV (£)	7,882,890	13,138,150	26,276,300	52,552,600	105,105,200	131,381,500
<b>Policy Assumptions</b>	-	-	-	-	-	-
AH Target % (& mix):	20%	20%	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
<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)	18.25%	18.25%	18.25%	18.25%	18.25%	18.25%
Developers Profit (% on costs)	23.30%	23.38%	26.71%	26.79%	26.83%	26.84%
Developers Profit Total (£)	1,438,973	2,398,289	4,796,578	9,593,156	19,186,312	23,982,890
<b>Land Value KPI's</b>	-	-	-	-	-	-
RLV (£/acre (net))	113,999	120,918	432,603	438,405	441,670	442,344
RLV (£/ha (net))	281,691	298,789	1,068,961	1,083,298	1,091,365	1,093,033
RLV (% of GDV)	3.06%	3.25%	11.62%	11.78%	11.87%	11.89%
RLV Total (£)	241,450	426,842	3,054,174	6,190,273	12,472,748	15,614,758
BLV (£/acre (net))	117,647	117,647	133,529	133,529	133,529	133,529
BLV (£/ha (net))	290,706	290,706	329,950	329,950	329,950	329,950
BLV Total (£)	249,176	415,294	942,715	1,885,429	3,770,859	4,713,574
Surplus/Deficit (£/acre) [RLV-BLV]	(3,648)	3,271	299,074	304,876	308,141	308,815
Surplus/Deficit (£/ha)	(9,015)	8,083	739,011	753,348	761,415	763,083
Surplus/Deficit Total (£)	(7,727)	11,548	2,111,459	4,304,843	8,701,889	10,901,185
Plan Viability comments	Marginal	Viable	Viable	Viable	Viable	Viable

Source: AspinallVerdi (240819 Norton Caines & Heath Hayes WPV Apps AX-BC V0.1)

6.62 We have appraised six greenfield typologies within the Norton Canes / Heath Hayes area, ranging from 30 units and 500 units.

- 6.63 The appraisal results show that smallest typology, Scheme AX, is marginal as it has a deficit of -£7,727. The remaining typologies are all viable, with surpluses ranging from £11,548 to £10,901,185 against BLV.
- 6.64 The sensitivity analysis shows that for Scheme AX to be viable with the 20% affordable housing provision there would need to be a 5 to 10% decrease in the build costs. For the remainder of the typologies, the sensitivity tables shows that there is potential to increase the affordable requirement to a maximum of 30% while still maintaining a surplus.
- 6.65 In regard to CIL, Scheme AX would require a reduction in the affordable housing provision of 5 to 10% to become viable. The remainder of the typologies show that there would be scope to increase CIL, should the council decide to.

## Typologies BD – BF – Norton Canes / Heath Hayes

6.66 A summary table is provided below for these typologies.

Appraisal Ref:	BD	BE	BF
Scheme Typology:	Scheme BD	Scheme BE	Scheme BF
No Units:	50	100	150
Location / Value Zone:	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield
Notes:	0	0	0
Total GDV (£)	13,138,150	26,276,300	39,414,450
<b>Policy Assumptions</b>	-	-	-
AH Target % (& mix):	20%	20%	20%
Affordable Rent:	25%	25%	25%
Social Rent:	35%	35%	35%
First Homes:	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.25%	18.25%	18.25%
Developers Profit (% on costs)	23.28%	26.58%	26.62%
Developers Profit Total (£)	2,398,289	4,796,578	7,194,867
<b>Land Value KPI's</b>	-	-	-
RLV (£/acre (net))	110,098	421,866	425,128
RLV (£/ha (net))	272,053	1,042,432	1,050,491
RLV (% of GDV)	2.96%	11.33%	11.42%
RLV Total (£)	388,647	2,978,376	4,502,104
BLV (£/acre (net))	253,000	231,000	231,000
BLV (£/ha (net))	625,163	570,801	570,801
BLV Total (£)	893,090	1,630,860	2,446,290
Surplus/Deficit (£/acre) [RLV-BLV]	(142,902)	190,866	194,128
Surplus/Deficit (£/ha)	(353,110)	471,631	479,690
Surplus/Deficit Total (£)	(504,443)	1,347,516	2,055,814
<b>Plan Viability comments</b>	Marginal	Viable	Viable

Source: AspinallVerdi (240819 Norton Caines & Heath Hayes WPV Apps BD-BF V0.1)

- 6.67 We have appraised three brownfield typologies within the Norton Canes / Heath Hayes area ranging from 50 to 150 units.
- 6.68 The appraisal results show that the first typology, Scheme BD is marginal as it has a deficit of £504,443 against BLV. The other two typologies are viable with surpluses of £1,347,516 and £2,055,814.
- 6.69 The sensitivity analysis shows that for scheme BD to be viable with 20% affordable housing, it would require a reduction in build costs of 10%. The sensitivity analysis for the remaining typologies shows that there is potential to increase the affordable requirement to a maximum of 30% while still maintaining a surplus.
- 6.70 In regard to CIL, Scheme BD cannot support any level without getting rid of the affordable housing provision. The remainder of the typologies show that there would be scope to increase CIL.

## Typologies BG – BK – Norton Canes / Heath Hayes

6.71 A summary table is provided below for these typologies.

Appraisal Ref:	BG	BH	BI	BJ	BK
Scheme Typology:	Scheme BG	Scheme BH	Scheme BI	Scheme BJ	Scheme BK
No Units:	50	100	200	400	500
Location / Value Zone:	Norton Canes / Heath Hayes - Edge of	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	0	0	0	0	0
Total GDV (£)	13,138,150	26,276,300	52,552,600	105,105,200	131,381,500
<b>Policy Assumptions</b>	-	-	-	-	-
<b>AH Target % (&amp; mix):</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>
Affordable Rent:	25%	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-
<b>Sub-total CIL+S106+Infrastructure (£ per unit)</b>	<b>4,298</b>	<b>4,298</b>	<b>4,298</b>	<b>4,298</b>	<b>4,298</b>
<b>Profit KPI's</b>	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.25%	18.25%	18.25%	18.25%	18.25%
Developers Profit (% on costs)	23.38%	26.71%	26.79%	26.83%	26.84%
Developers Profit Total (£)	2,398,289	4,796,578	9,593,156	19,186,312	23,982,890
<b>Land Value KPI's</b>	-	-	-	-	-
<b>RLV (£/acre (net))</b>	<b>120,918</b>	<b>432,603</b>	<b>438,405</b>	<b>441,670</b>	<b>442,344</b>
RLV (£/ha (net))	298,789	1,068,961	1,083,298	1,091,365	1,093,033
RLV (% of GDV)	3.25%	11.62%	11.78%	11.87%	11.89%
RLV Total (£)	426,842	3,054,174	6,190,273	12,472,748	15,614,758
<b>BLV (£/acre (net))</b>	<b>117,647</b>	<b>133,529</b>	<b>133,529</b>	<b>133,529</b>	<b>133,529</b>
BLV (£/ha (net))	290,706	329,950	329,950	329,950	329,950
BLV Total (£)	415,294	942,715	1,885,429	3,770,859	4,713,574
Surplus/Deficit (£/acre) [RLV-BLV]	3,271	299,074	304,876	308,141	308,815
Surplus/Deficit (£/ha)	8,083	739,011	753,348	761,415	763,083
Surplus/Deficit Total (£)	11,548	2,111,459	4,304,843	8,701,889	10,901,185
<b>Plan Viability comments</b>	<b>Viable</b>	<b>Viable</b>	<b>Viable</b>	<b>Viable</b>	<b>Viable</b>

Source: AspinallVerdi (240819 Norton Caines & Heath Hayes WPV Apps BG-BK V0.1)

- 6.72 We have appraised five greenfield typologies within the Norton Canes / Heath Hayes area, ranging from 50 to 500 units.
- 6.73 The appraisal results show that all five typologies are viable as there is a surplus over BLV. The surplus ranges from £11,548 to £10,901,185.
- 6.74 The sensitivity analysis shows that each of these typologies are able to accommodate further contributions over and above the 20% on site affordable housing and the current CIL contribution of £58.84psm.

## Conclusions for Residential Typologies

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- 6.75 We have tested a range of residential typologies in each of the market areas, testing both brownfield greenfield plots.
- 6.76 The general theme that we found it that as the typology sizes increased (increased number of units), as did the overall viability, this was however more obvious in the lower value areas (Cannock and Hednesford), where there were greater deficits and quantity of unviable/marginal schemes.
- 6.77 Based on our findings we set out in Table 6.1 our maximum affordable housing recommendations, for each market area.

**Table 6.1 - Maximum Affordable Housing Recommendations**

	Greenfield	Brownfield
Cannock	15%	10%*
Hednesford	15%	15%
Norton Canes / Heath Hayes	20%	15%
Rugeley	20%	15%

Source: AspinallVerdi, August 2024

## 7 Older Persons Housing Assumptions & Results

- 7.1 This section sets out our specific assumptions and appraisal results in respect of older persons housing where these are different to the general needs housing in section 5.

### Typology Assumptions

- 7.2 Table 7.1 outlines our typology assumptions for older persons housing. We have appraised flatted typologies for both Sheltered Housing and Extra-Care across the District.

**Table 7.1 Older Persons Housing Typology Assumptions**

	Age Restricted / Sheltered Housing BP-BS	Assisted Living / Extra-Care Housing BT-BW
No. of units	50	60
Development Density (dph)	125	100
1 Bed unit size (sqm)	50	50
2 Bed unit size (sqm)	70	70

Source: AspinallVerdi, July 2024 and Retirement Housing Group, 2013.

### Value Assumptions

- 7.3 We are unaware of any new-build older persons housing currently being marketed or in the pipeline in the Cannock District. Section 7 of the Residential Market Paper - Addendum (August 2024) report Appendix 3. This sets out our property market research for Specialist Accommodation for Older People.
- 7.4 Based on the updated market research we have adopted the following values at Table 7.2 below.

**Table 7.2 - Retirement Housing Value Assumptions**

No. of Beds	Unit Price	Floor Area (sqm)	Price Per sqm
Retirement Living			
1 Bed Apartment	£213,750	50	£4,275
2 Bed Apartment	£285,000	70	£4,071
Extra Care Housing			
1 Bed Apartment	£267,188	50	£5,344
2 Bed - Apartment	£338,438	70	£4,843

Source: AspinallVerdi, July 2024 and Retirement Housing Group, 2013

## Cost Assumptions

- 7.5 For the purpose of these appraisals, we have assumed a build cost of £1,681psm this is the Median BCIS rate rebased to Cannock.
- 7.6 The other cost assumptions are the same as for the other residential appraisals.

## Land Assumptions

- 7.7 For the purpose of the older persons housing appraisals, we have included the appropriate brownfield or greenfield BLV from above (see Section 5).
- 7.8 Please see the important note on the application of BLVs under the Land Value assumptions in Section 5.

## Older Persons Housing Viability Results

- 7.9 We set out below the results of our viability appraisals. For ease of reference, the results are set out by market area and follow our typologies matrix.
- 7.10 The older persons housing appraisals are appended in full at Appendix 5. In each section below we include a summary table. We provide commentary on these results.
- 7.11 It should be noted that there are some sector specific viability issues for these typologies which include:
- The high net-to-gross ratio compared to C3 apartment typologies which reduces the saleable area;



- The larger unit sizes which reduce the number of units that can be accommodated within a particular sales area.
- Empty property costs cover service & maintenance of unsold units.

## Typologies BP – BS – All District Age Restricted & Sheltered

7.12 We have tested an Age Restricted / Sheltered Housing typology on both greenfield and brownfield sites.

7.13 We provide the summary table below.

Scheme Ref:	Scheme BP	Scheme BQ	Scheme BR	Scheme BS
No Units:	50	50	50	50
Location / Value Zone:	Norton Canes / Heath Hayes / Hednesford	Norton Canes / Heath Hayes / Hednesford	Rugeley / Cannock	Rugeley / Cannock
Development Scenario:	Greenfield	Brownfield	Greenfield	Brownfield
Notes:	n/a	n/a	n/a	n/a
Total GDV (£)	£10,979,981	£10,979,981	£10,979,981	£10,979,981
AH Target % (& mix)	20.00%	20.00%	20.00%	20.00%
Affordable Rent:	25.00%	25%	25%	25%
Social Rent:	25.00%	25%	35%	35%
First Homes:	15.00%	15%	25%	25%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%	25%	15%	15%
CIL (£ psm)	-	-	-	-
CIL (£ per unit)	-	-	-	-
CIL (£) (total)	-	-	-	-
Net Biodiversity costs (per unit)	£521.00	£521.00	£521.00	£521.00
Net Biodiversity costs (total)	(50,150)	(13,400.00)	(50,150.00)	(13,400.00)
SAC Payment (per unit)	£290.58	£290.58	£290.58	£290.58
SAC Payment (total)	(14,529)	(14,529.00)	(14,529.00)	(14,529.00)
Part L / FHS (per unit)	£4,500.00	£4,500.00	£4,500.00	£4,500.00
Part L / FHS (total)	(225,000)	(225,000.00)	(225,000.00)	(225,000.00)
Total Developers Profit (£)	£2,015,399	£2,015,399	£2,015,399	£2,015,399
Developers Profit (% on OMS)	20.00%	20.00%	20.00%	20.00%
Developers Profit (% on AH)	6.00%	6.00%	6.00%	6.00%
Developers Profit (% blended)	18.36%	18.36%	18.36%	18.36%
<b>Developers Profit (% on costs)</b>	22.79%	22.50%	22.79%	22.50%
RLV (£)	116,884	15,364	116,884	15,364
RLV (£/acre)	118,255	15,544	118,255	15,544
RLV (£/ha)	292,209	38,410	292,209	38,410
BLV (£)	£131,980	£228,320	£131,980	£228,320
BLV (£/acre)	£133,529	£231,000	£133,529	£231,000
BLV (£/ha)	£329,950	£570,801	£329,950	£570,801
Surplus/Deficit	(15,097)	(212,956)	(15,097)	(212,956)
Surplus/Deficit (£/acre)	(15,274)	(215,456)	(15,274)	(215,456)
Surplus/Deficit (£/ha)	(37,741)	(532,391)	(37,741)	(532,391)
Plan Viability comments	Marginal	Marginal	Marginal	Marginal

Source: AspinallVerdi (240828 Cannock Age Restricted & Sheltered Housing BP-BS)

**7.14 All of these typologies are Marginal with 20% affordable housing and £0 CIL.**

7.15 The appraisal results show that all four typologies are marginal at 20% affordable housing. The deficit per acre ranges between -£15,097 and -£212,956. The largest deficits are for the two brownfield typologies for Norton Canes/Heath Hayes/Hednesford and Rugeley/Cannock (BQ and BS). For these brownfield typologies to become viable, build costs would need to decrease by 4% or market value to increase by 4%, which we consider to be a relatively small margin which could be achieved.

## Typologies BT – BW – All District Assisted Living & Extra Care

7.16 We have tested an Assisted Living / Extra Care typology on both greenfield and brownfield sites.

7.17 We provide below the summary table highlight the results.

Scheme Ref:	Scheme BT	Scheme BU	Scheme BV	Scheme BW
No Units:	60	60	60	60
Location / Value Zone:	Norton Canes / Heath Hayes / Hednesford	Norton Canes / Heath Hayes / Hednesford	Rugeley / Cannock	Rugeley / Cannock
Development Scenario:	Greenfield	Brownfield	Greenfield	Brownfield
Notes:	n/a	n/a	n/a	n/a
Total GDV (£)	13,175,978	13,175,978	13,175,978	13,175,978
AH Target % (& mix)	20%	20%	20%	20%
Affordable Rent:	25.00%	25%	25%	25%
Social Rent:	35.00%	35%	35%	35%
First Homes:	25.00%	25%	25%	25%
Intermediate (LCHO/Sub-Market/Starter etc.):	15.00%	15%	15%	15%
CIL (£ psm)	-	-	-	-
CIL (£ per unit)	-	-	-	-
CIL (£) (total)	-	-	-	-
Net Biodiversity costs (per unit)	£521.00	£521.00	£521.00	£521.00
Net Biodiversity costs (total)	(60,180)	(16,080.00)	(60,180.00)	(16,080.00)
SAC Payment (per unit)	£290.58	£290.58	£290.58	£290.58
SAC Payment (total)	(17,435)	(17,434.80)	(17,434.80)	(17,434.80)
Part L / FHS (per unit)	£4,500.00	£4,500.00	£4,500.00	£4,500.00
Part L / FHS (total)	(270,000)	(270,000.00)	(270,000.00)	(270,000.00)
Additional Low Carbon/Energy Reduction (per unit)	£0.00	£0.00	£0.00	£0.00
Additional Low Carbon/Energy Reduction (total)	-	-	-	-
Total Developers Profit (£)	£2,418,479	£2,418,479	£2,418,479	£2,418,479
Developers Profit (% on OMS)	20.00%	20.00%	20.00%	20.00%
Developers Profit (% on AH)	6.00%	6.00%	6.00%	6.00%
Developers Profit (% blended)	18.36%	18.36%	18.36%	18.36%
<b>Developers Profit (% on costs)</b>	12.01%	11.23%	12.01%	11.23%
RLV (£)	(8,107,877)	(9,314,848)	(8,107,877)	(9,314,848)
RLV (£/acre)	(5,468,688)	(6,282,779)	(5,468,688)	(6,282,779)
RLV (£/ha)	(13,513,129)	(15,524,746)	(13,513,129)	(15,524,746)
BLV (£)	£168,275	£326,172	£168,275	£326,172
BLV (£/acre)	£113,500	£220,000	£113,500	£220,000
BLV (£/ha)	£280,459	£543,620	£280,459	£543,620
Surplus/Deficit	(8,276,152)	(9,641,020)	(8,276,152)	(9,641,020)
Surplus/Deficit (£/acre)	(5,582,188)	(6,502,779)	(5,582,188)	(6,502,779)
Surplus/Deficit (£/ha)	(13,793,587)	(16,068,366)	(13,793,587)	(16,068,366)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable

Source: AspinallVerdi (240904 All District Assisted Living & Extra Care BT-BW)

- 7.18 All of these typologies are unviable with 20% affordable housing and £0 CIL.**
- 7.19 The appraisal results show that all four typologies are significantly unviable at 20% affordable housing. The deficit against BLV overall ranges between -£8,276,152 and -£9,641,020. The largest deficits are for the two brownfield typologies for Norton Canes/Heath Hayes/Hednesford and Rugeley/ Cannock (BU and BW).
- 7.20 In all of the typologies (BT - BW), the sensitivity tables show that there is no green coming though indicating scenarios where affordable housing could be delivered. For this typology to become viable, build cost to decrease by 20% to 30% at 0% affordable housing or market value to increase by 20% to 30%.

## Conclusions for Older Persons Housing Typologies

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- 7.1 With the assessment for Age Restricted and Sheltered Housing the analysis indicates that at 20% affordable housing the four typologies are marginal. However, the greenfield typologies (BP and BR) have very small deficits and therefore we would consider that a policy requirement for 20% at greenfield sites could be supported. With brownfield sites (BQ and BS) the deficits are larger, although a 4% reduction in costs or a 5% increase in sales values provides a surplus over BLV.
- 7.2 On this basis we considered that a policy requirement of 20% affordable housing can be supported on Age Restricted and Sheltered Housing.**
- 7.3 The assessment for the Assisted Living and Extra Care typologies, both greenfield and brownfield produce significant deficits, against BLV and on a RLV basis. This suggested that these types of development are unlikely to be brought forwards in the District.
- 7.4 It is clear that no level of affordable housing could be raised for assisted living and sheltered housing given the levels of deficits indicated.

## 8 Bungalow Assumptions & Results

8.1 This section sets out our updated specific assumptions and appraisal results in respect of bungalow developments, where these are different to the general needs housing in Section 5.

### Typology Assumptions

8.2 Table 8.1 outlines our typology assumptions that we have adopted for bungalow developments, these remain unchanged. We have appraised 8 typologies (2 schemes in each market area) across the District.

**Table 8.1 - Bungalow Housing Typology Assumptions**

	Bungalow Housing
No. of units	10
Development Density (dph)	35
1 Bed unit size (sqm)	50
2 Bed unit size (sqm)	70
3 Bed unit size (sqm)	90

Source: AspinallVerdi, 2024

8.3 Table 8.2 outlines the housing mix assumptions that we have adopted for the bungalow typologies, again these remain unchanged.

**Table 8.2 - Bungalow Housing Mix Assumptions**

Unit Type	Percentage Mix - Market	Percentage Mix - Affordable
1 Bed Bungalow	30%	30%
2 Bed Bungalow	70%	65%
3 Bed Bungalow	0%	5%

Source: AspinallVerdi, 2024

## Value Assumptions

8.4 We have prepared a Bungalow Market addendum report Appendix 6 which sets out our property market research for bungalows. Based on this research we have adopted the following values.

**Table 8.3 - Bungalow Market Value Assumptions**

Type	Size (sqm)	Cannock (incl. Bridgtown)	Hednesford	Norton Canes / Heath Hayes	Rugeley
1-Bed Bungalow	50	£215,000	£215,000	£215,000	£230,000
2-Bed Bungalow	70	£300,000	£310,000	£310,000	£325,000
3-Bed Bungalow	90	£325,000	£325,000	£325,000	£350,000

Source: AspinallVerdi, July 2024

**Table 8.4 - Bungalow Market Value £/psm Assumptions**

Type	Size (sqm)	Cannock (incl. Bridgtown)	Hednesford	Norton Canes / Heath Hayes	Rugeley
1-Bed Bungalow	50	£4,300	£4,300	£4,300	£4,600
2-Bed Bungalow	70	£4,286	£4,286	£4,286	£4,643
3-Bed Bungalow	90	£3,611	£3,611	£3,611	£3,889

Source: AspinallVerdi, July 2024

## Cost Assumptions

8.5 For the purpose of the updated appraisals, we have assumed a build cost of £1,659psm, this is the median BCIS rate rebased to Cannock.

8.6 The other cost assumptions are the same as for the other residential appraisals.

## Land Values

8.7 For the purpose of the bungalow appraisals, we have included the appropriate brownfield or greenfield BLV from section 4 above.

## Bungalow Housing Viability Results

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- 8.8 We set out below the results of our viability appraisals. For ease of reference, the results are set out by market area and follow our typologies matrix. We provide the summary tables below and a short commentary for each of the batches of the typologies.
- 8.9 The bungalow housing appraisals are appended in full with a summary table at Appendix 7.
- 8.10 We have appraised two typologies for each market area, one based on a greenfield scenario and the other based on a brownfield scenario.

## Cannock (inc. Bridgtown) - Typologies BX – BY

8.11 Typologies BX and BY are a 10-unit schemes on brownfield and greenfield sites in Cannock. We provide below the summary table for these typologies.

Scheme Ref:	Scheme BX	Scheme BY
No Units:	10	10
Location / Value Zone:	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)
Development Scenario:	Brownfield	Greenfield
Notes:	n/a	n/a
Total GDV (£)	£2,489,674	£2,489,674
AH Target % (& mix)	20.00%	20.00%
Affordable Rent:	25.00%	25%
Social Rent:	35.00%	35%
First Homes:	25.00%	25%
Intermediate (LCHO/Sub-Market/Starter etc.):	15.00%	15%
CIL (£ psm)	£58.84	£58.84
CIL (£ per unit)	£3,012.61	£3,012.61
CIL (£) (total)	(30,126)	(30,126)
Net Biodiversity costs (per unit)	£521.00	£521.00
Net Biodiversity costs (total)	(2,680)	(10,030)
SAC Payment (per unit)	£290.58	£290.58
SAC Payment (total)	(2,906)	(2,906)
Part L / FHS (per unit)	£4,500.00	£4,500.00
Part L / FHS (total)	(45,000)	(45,000)
Total Developers Profit (£)	£456,820	£456,820
Developers Profit (% on OMS)	20.00%	20.00%
Developers Profit (% on AH)	6.00%	6.00%
Developers Profit (% blended)	18.35%	18.35%
<b>Developers Profit (% on costs)</b>	<b>28.17%</b>	<b>28.50%</b>
RLV (£)	£366,153	£382,515
RLV (£/acre)	£518,630	£541,806
RLV (£/ha)	£1,281,534	£1,338,801
BLV (£)	£178,618	£83,059
BLV (£/acre)	£253,000	£117,647
BLV (£/ha)	£625,163	£290,706
Surplus/Deficit	187,535	£299,456
Surplus/Deficit (£/acre)	265,630	£424,159
Surplus/Deficit (£/ha)	656,371	£1,048,096
Plan Viability comments	Viable	Viable

Source: AspinallVerdi (240828 Bridgtown Bungalow BX-BY V4)



- 8.12 The assessments indicate viable schemes at 20% affordable housing as shown above.
- 8.13 Examination of the sensitivity tables indicate that both of these typology's BX and BY are both viable for planning making purposes based on 35% affordable housing and a CIL payment of £58.84psm.

## Hednesford - Typologies BZ – CA

8.14 Provided below is the summary table for the two typologies tested for Hednesford.

Scheme Ref:	Scheme BZ	Scheme CA
No Units:	10	10
Location / Value Zone:	Hednesford	Hednesford
Development Scenario:	Brownfield	Greenfield
Notes:	n/a	n/a
Total GDV (£)	£2,552,596	£2,552,596
AH Target % (& mix)	20.00%	20.00%
Affordable Rent:	25.00%	25.00%
Social Rent:	35.00%	35.00%
First Homes:	25.00%	25.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	15.00%	15.00%
CIL (£ psm)	£58.84	£58.84
CIL (£ per unit)	£3,013	£3,013
CIL (£) (total)	(30,126)	(30,126)
Net Biodiversity costs (per unit)	£521.00	£521.00
Net Biodiversity costs (total)	(2,680)	(10,030)
SAC Payment (per unit)	£290.58	£290.58
SAC Payment (total)	(2,906)	(2,906)
Part L / FHS (per unit)	£4,500.00	£4,500.00
Part L / FHS (total)	(45,000)	(45,000)
Total Developers Profit (£)	£468,436	£468,436
Developers Profit (% on OMS)	20.00%	20.00%
Developers Profit (% on AH)	6.00%	6.00%
Developers Profit (% blended)	18.35%	18.35%
<b>Developers Profit (% on costs)</b>	28.86%	29.20%
RLV (£)	£409,487	£425,849
RLV (£/acre)	£580,009	£603,185
RLV (£/ha)	£1,433,203	£1,490,471
BLV (£)	£83,059	£83,059
BLV (£/acre)	£117,647	£117,647
BLV (£/ha)	£290,706	£290,706
Surplus/Deficit	£326,428	£342,790
Surplus/Deficit (£/acre)	£462,362	£485,538
Surplus/Deficit (£/ha)	£1,142,498	£1,199,765
Plan Viability comments	Viabile	Viabile

Source: AspinallVerdi (240828 Hednesford Bungalow BZ-CA V4)

- 8.15 Typology BZ is a 10-unit scheme on brownfield land in Hednesford. The appraisal produces a surplus of £326,428 and is therefore viable.
- 8.16 Typology BY is a 10-unit scheme on greenfield land in Hednesford. The appraisal produces a surplus of £342,790 and is again viable.
- 8.17 The sensitivity analysis indicates that in Hednesford a policy level of up to 35% affordable housing could be supported. These typologies are both viable for planning making purposed based on 20% affordable housing and a CIL payment of £58.84psm.

## Rugeley - Typologies CB – CC

8.18 Provided below is the summary table for the two typologies tested for Rugeley.

Scheme Ref:	Scheme CB	Scheme CC
No Units:	10	10
Location / Value Zone:	Rugeley	Rugeley
Development Scenario:	Brownfield	Greenfield
Notes:	n/a	n/a
Total GDV (£)	£2,689,104	£2,689,104
AH Target % (& mix)	20.00%	20.00%
Affordable Rent:	25.00%	25.00%
Social Rent:	35.00%	35.00%
First Homes:	25.00%	25.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	15.00%	15.00%
CIL (£ psm)	£58.84	£58.84
CIL (£ per unit)	£3,013	£3,013
CIL (£) (total)	(30,126)	(30,126.08)
Net Biodiversity costs (per unit)	£521.00	£521.00
Net Biodiversity costs (total)	(2,680)	(10,030.00)
SAC Payment (per unit)	£290.58	£290.58
SAC Payment (total)	(2,906)	(2,905.80)
Part L / FHS (per unit)	£4,500.00	£4,500.00
Part L / FHS (total)	(45,000)	(45,000.00)
Total Developers Profit (£)	£493,426	£493,426
Developers Profit (% on OMS)	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%
Developers Profit (% blended)	18.35%	18.3%
<b>Developers Profit (% on costs)</b>	30.36%	30.7%
RLV (£)	£503,739	£520,101
RLV (£/acre)	£713,512	£736,687
RLV (£/ha)	£1,763,087	£1,820,355
BLV (£)	£178,618	£83,059
BLV (£/acre)	£253,000	£117,647
BLV (£/ha)	£625,163	£290,706
Surplus/Deficit	£325,121	£437,043
Surplus/Deficit (£/acre)	£460,512	£619,040
Surplus/Deficit (£/ha)	£1,137,924	£1,529,649
Plan Viability comments	Viable	Viable

Source: AspinallVerdi (240828 Rugeley Bungalow CB-CC V4)

- 8.19 Typology CB is a 10-unit scheme on brownfield land in Rugeley. The appraisal produces a surplus of £325,121 and is therefore viable.
- 8.20 Typology CC is a 10-unit scheme on greenfield land in Rugeley. The appraisal produces a surplus of £437,043 and is viable.
- 8.21 The sensitivity analysis indicates that in Rugeley a policy level of up to 35% affordable housing could be supported. These typologies are both viable for planning making purposed based on 20% affordable housing and a CIL payment of £58.84psm.

## Norton Canes & Heath Hayes - Typologies CD – CE

8.22 Provided below is the summary table for the two typologies tested for Norton Canes & Heath Hayes.

Scheme Ref:	Scheme CD	Scheme CE
No Units:	10	10
Location / Value Zone:	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes
Development Scenario:	Brownfield	Greenfield
Notes:	n/a	n/a
Total GDV (£)	£2,552,596	£2,552,596
AH Target % (& mix)	20.00%	20.00%
Affordable Rent:	25.00%	25.00%
Social Rent:	35.00%	35.00%
First Homes:	25.00%	25.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	15.00%	15.00%
CIL (£ psm)	£58.84	£58.84
CIL (£ per unit)	£3,013	£3,013
CIL (£) (total)	(30,126.08)	(30,126.08)
Net Biodiversity costs (per unit)	£521.00	£521.00
Net Biodiversity costs (total)	(2,680.00)	(10,030.00)
SAC Payment (per unit)	£290.58	£290.58
SAC Payment (total)	(2,905.80)	(2,905.80)
Part L / FHS (per unit)	£4,500.00	£4,500.00
Part L / FHS (total)	(45,000.00)	(45,000.00)
Total Developers Profit (£)	£468,436	£468,436
Developers Profit (% on OMS)	20.00%	20.00%
Developers Profit (% on AH)	6.00%	6.00%
Developers Profit (% blended)	18.35%	18.35%
<b>Developers Profit (% on costs)</b>	28.86%	29.20%
RLV (£)	£409,487	£425,849
RLV (£/acre)	£580,009	£603,185
RLV (£/ha)	£1,433,203	£1,490,471
BLV (£)	£178,618	£83,059
BLV (£/acre)	£253,000	£117,647
BLV (£/ha)	£625,163	£290,706
Surplus/Deficit	£230,869	£342,790
Surplus/Deficit (£/acre)	£327,009	£485,538
Surplus/Deficit (£/ha)	£808,040	£1,199,765
Plan Viability comments	Viable	Viable

Source: AspinallVerdi (240828 Norton Canes & Heath Hayes Bungalow CD-CE V4)

- 8.23 Typology CD is a 10-unit scheme on brownfield land in Norton Canes & Heath Hayes. The appraisal produces a surplus of £230,869 and is therefore viable.
- 8.24 Typology CE is a 10-unit scheme on greenfield land in Norton Canes & Heath Hayes. The appraisal produces a surplus of £342,790 and is viable.
- 8.25 The sensitivity analysis indicates that in Norton Canes & Heath Hayes, a policy level of up to 35% affordable housing could be supported. These typologies are both viable for planning making purposed based on 20% affordable housing and a CIL payment of £58.84.

## Conclusions for Bungalows Typologies

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- 8.26 We have tested a range of bungalow typologies in each of the market areas out of which, all are viable.
- 8.27 The sensitivity analysis for the entire district shows that there is ample scope to increase both the affordable housing and CIL contributions above their current requirement, should the Council wish to.
- 8.28 We would recommend that the affordable housing policy for bungalow specific development could be pushed to 35%, or at the least align with any updates to the affordable housing requirements across the District.
- 8.29 With regards to CIL, we have examined the sensitivity tables for these ten typologies which show that there is scope to increase CIL should the Council have the appetite to do so.

## 9 Offsite Affordable Contributions & Payments in Lieu

- 9.1 The Council have requested that we review the emerging policy S03.2: Housing Choice in the Cannock Chase District Local Plan Pre-Submission (Regulation 19), in respect of the payments in lieu and how this could be operationalised.
- 9.2 We have considered the tenure mix the Council are seeking and the discounts to market value which have been adopted in this Viability Assessment Addendum. On this basis we consider that payment in lieu contributions should be calculated on the basis of taking 35% of the open market value for relevant proportion of affordable housing that would otherwise be required at the site (assuming intermediate tenure). This would effectively be the difference between the transfer value of the affordable home and the market value that can be achieved for that property.
- 9.3 Please see the below table which provides an example of the existing (old) approach and the proposed new method.

Example Scheme	Old Method	New Method
20 x 3 bed houses, valued at £250k  20% Affordable housing (intermediate)	Total GDV = 20 x £250k = £5m x by RLV (£5m x 18%) = £900k x by 15% for fees (£900k x 115%) = £1.035m x 20% affordable housing requirement (£1.035m x 20%) Financial contribution = £207k  Factor in inflation for 12 years, estimate <b>£289,320</b> using Bank of England Inflation.	Based on 20% affordable contribution, 4 units required.  <b>Discount</b> 4 x 250k = £1m x 35% = <b>£350k</b>



## 10 Conclusions and Recommendations

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- 10.1 Cannock Chase District Council has requested an update to the Cannock Chase District Council Local Plan and CIL Viability Assessment (August 2022), in recognition of the time elapsed and the changes which have been made both in policy terms and in the market place which can impact on viability.
- 10.2 In order to undertake this update, it has been necessary to
- To examine changes as the Local Plan has been progressed and to ensure that the most recent proposed plan policies are reflected.
  - To review evidence in terms of land transactions to inform the assumptions made with respect to Benchmark Land Values.
  - To undertake residential market research in order to update the residential market values in across the district. This includes the updating of assumptions made with respect to Specialist Accommodation for Older People.
  - To undertake specific research into the sales values for bungalows.
  - Updating construction cost assumptions using RICS Building Cost Information Services (BCIS) and other sources where available.
  - Consideration of the implication of the Future Homes Standard which was not accounted for in our earlier Viability Assessment (note that at that time allowances were made for Building Regulations Part L which are now embedded in the BCIS costs).
- 10.3 The details relating to each of the above aspects is contained within this report and all the changes made have been highlighted throughout this report.
- 10.4 Since the August 2022 Viability Assessment, it is clear from this analysis that the impact of build cost inflation and the introduction policy requirements including bio-diversity net gain (BNG) has impacted on the levels of affordable housing which can be delivered.
- 10.5 The updated analysis which has been undertaken across the residential sector indicates that the following levels of affordable housing policy can be provided.

### Residential Uses

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- 10.6 In section 6 we have set out for each of the value zones we our appraisal analyses for each typology, based on the updated assumptions which are set out in section 5. Based on the residential viability results in section 6, we conclude the following for each of the tested market areas.

**Table 6.1 - Maximum Affordable Housing Recommendations**

	Greenfield	Brownfield
Cannock	15%	10%*
Hednesford	15%	15%
Norton Canes / Heath Hayes	20%	15%
Rugeley	20%	15%

Source: Aspinall\Verdi 2024

\*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.

- 10.7 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) on both greenfield and brownfield sites in each of the value areas.
- 10.8 Brownfield typologies in Cannock 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). Cannock Chase 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. The recent changes to PPG confirm that this 10% requirement will continue alongside the policy in respect of First Homes.

## Bungalow Development

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- 10.9 The assessment for bungalow development indicates that there is the opportunity to increase the affordable housing requirement up to 35%, across both greenfield and brownfield sites. Setting the policy at the same level as the general residential typology would suggest that developers would generate surpluses.
- 10.10 We would comment that having a higher level of affordable housing requirement could reduce the attractiveness of delivering this type of housing and therefore it may be appropriate to retain an element of a greater buffer to ensure that bungalow development takes place. Setting the policy at 30% may be preferable.

## Special Accommodation for Older People

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- 10.11 The assessment for Age Restricted and Sheltered Housing indicates that a policy requirement for 20% affordable housing can be supported. Development on greenfield sites indicates relatively small deficits and small changes in cost or revenue can bring these developments in to surplus.
- 10.12 For the Assisted Living and Extra Care both the brownfield and greenfield assessments produce significant deficits and therefore we would recommend that for this typology that no affordable housing is required.

## Off-site contributions & Payments in Lieu

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- 10.13 It is considered that a 35% proportion of the market value of the affordable homes that would otherwise be provided onsite would be payable as the required contribution.

## CIL Recommendations

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- 10.14 The analysis which has been undertaken at the current level of CIL suggests that there is little scope to increase the CIL charge. Should the Council consider it appropriate to review CIL and the Charging Schedule in the future it may be appropriate for the Council to consider a zoning approach across the district.
- 10.15 It would also be advisable to review the CIL charge in respect of the greenfield and brownfield land, as this may enable greater development on brownfield sites.

## Appendix 1 – Policies Matrix

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**240502\_Policies Matrix, Cannock Chase DC\_v0.1 - Version Notes**

<b>Date</b>	<b>Version</b>	<b>Comments</b>
210330	v1	Template taken from study elsewhere
210331	v2	MW updated to reflect Cannock Policies
210504	v3	JW review and update
220109	v4	Consultation Draft
220308	v5	Final Version
240502	v0.1	saved over the previous policies matrix GT to update based on the Reg 19 consultation

# Cannock Chase Local Plan Policies Matrix

Final Version

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
Policy S01.1	Protecting, Conserving and Enhancing the Distinctive Local Historic Environment	Policy requires development to sustain local character and distinctiveness within the District by protecting, conserving and enhancing its historic environment. Relates to avoiding adverse impacts of designated and non designated heritage assets (including sites, buildings and archaeological remains, and their landscape and townscape settings).	Direct	Development density & Development cost	BCIS + external works	Our typologies reflect the proposed site allocations - but we provide a sensitivity on development density.  Costs associated with these policy requirements relate to developments in conservation areas and other historic environment assets. We acknowledge that construction costs are likely to be higher within designated heritage environments, but values are also likely to be higher. Furthermore, developments involving heritage assets are likely to require a bespoke approach to viability e.g. enabling development and/or grants.	Medium	Standard assumption
Policy S01.2	Enhancing the quality of the built environment	Policy requires proposals to retain and enhance character + deliver the highest quality building design / layout in line with relevant design codes. Requires all major proposals to include a Design and Access Statement (DAS).	Direct	Development density & Development cost	BCIS, external works + professional fees and specific planning fees	We have costs included to cover the requirement for DAS. The policy may have similar implications to SO1.1 in terms of development density and cost - therefore, the same comments apply.	Medium	Standard assumption
Policy S01.3	Creating safe places which deter crime and reduce the fear of crime	Policy requires development to create safe and secure environments by designing out crime and the fear of crime, without detracting from attractive, high quality design. The Design and Access Statement, which will accompany all major development proposals and all Listed Building consent applications, will take account of the relevant Local Design Code and best practice guidance and set out how the design (including the buildings, road layout, footpaths, communal spaces, car parking and lighting).	Direct	Development cost	BCIS, external works + professional fees and specific planning fees	The same comment applies as per policy SO1.2 with relation to the DAS and the actually increases in costs associated with this policy should be reflected in our standard build cost assumptions. Clearly proposals that deliver the highest quality of environments will expect to achieved the highest sales prices (due to better quality design / specification).	Medium	Standard assumption
Policy S02.1	Safeguarding the provision of community facilities	All major development will safeguard existing community infrastructure and contribute towards new community infrastructure to meet the needs arising from the development. Design and layout of such infrastructure should be easily accessible to the local community, including by walking and cycling.	Direct	Development cost	CIL	We have assumed that S.106 contributions would mitigate this policy should it need to.	Medium	Development monitoring evidence base
Policy S02.2	Safeguarding health and amenity	Development proposals will be required to safeguard the health and amenity of local communities e.g. satisfactory daylight, privacy and protecting new and existing residents, workers and visitors from noise, smell, litter etc. and developments should be accessible to all people including those with disabilities. All major development proposals and all Listed Building consent applications will include a Design and Access Statement that will set out how the proposal will safeguard health and amenity by aligning with the relevant Local Design Code and the requirements of other relevant Local Plan Policies including low carbon transport and achieving net zero carbon development - these are dealt with in separate policies specifically.	Direct	Development cost	BCIS + External Works M4 (2) E521 per unit for accessible dwellings (assumed 100% of units) Professional fees M4 (3) to be incorporated?	Combination of BCIS/External works allowance to mitigate this policy in general. Specific M4 (2) category cost assumptions made to make development accessible. Professional fees allowance to cover requirement for Design & Access Statement as stated above.  We deal with requirements relating to low carbon transport and net zero development under the specific policies.	Medium	Standard assumption and MCHLG for M4 (2) / (3) standards
Policy S02.3	Provision of open space, sports and recreational buildings and lands, including playing fields.	This policy requires major development proposals to contribute to new, or enhanced, active leisure and sport facilities to meet the demands generated by development, this includes public open space. Where there are anticipated deficiencies, financial contributions will be sought.  All major development will ensure that the design and layout of the development will promote walking and cycling and create new green infrastructure.	Direct	Development cost	CIL	We have assumed that S.106 contributions would mitigate this policy should it need to.	Medium	Development monitoring evidence base
Policy S02.4	Allotments and community gardens	This policy on places a requirement on development where there is a loss or reduction in existing allotments / community gardens. The proposals would be resisted unless there is an overriding sustainable development justification and the expectation would be that provision of the space is to be replaced.	Direct	Development cost / development density	Not specifically appraised - see comment right	This policy seeks to mitigate the loss of allotments and community food growing spaces. It is not going to apply to all or many development typologies. In specific circumstances where this policy needs to be mitigated, the developer would have to factor in both the cost and value of acquiring / re-providing this space. The impact on viability will depend on how big the allotment / food growing space is.	Low	N/A
Policy S02.5	Providing opportunities for healthy living and activity.	Major development proposals will, in accordance with the relevant Local Design Code, set out how opportunities for healthy living and active travel would be created or enhanced. Any developments that result in a reduction in greenspace will only be supported where there is evidence to show the facilities are surplus to requirements or the loss would be replaced by equivalent or better provision.	Direct	Development cost	External Works	We consider that a standard external works allowance would mitigate typical on-site pedestrian and cycle infrastructure. We have also made an allowance for S.106 costs that could be used to mitigate the loss of greenspace and re-provision elsewhere.	Low	Standard assumption + development monitoring evidence base

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# Cannock Chase Local Plan Policies Matrix

Final Version

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
Policy S03.1	Provision for new homes	Policy relates to the provision of housing across the District in terms of setting out the number of dwellings required over the plan period and per annum.	Indirect	N/A	N/A	This has a spatial impact on the pattern of development throughout the District. The implementation of this policy will impact the real estate market indirectly, through identifying areas for development and areas to be protected. This will impact real estate values (and costs e.g. land) over time through the price mechanism.	Low	N/A
Policy S03.2	Housing choice	Affordable housing provision: Developments above 10 units at least 20% should be affordable split 80% for rent and 20% intermediate. On sites of 10 - 14 residential units and exceptionally on sites of 15 or more, financial contributions based on a formula will be sought to enable delivery on other sites.  Size, type and tenure of homes of 15 dwellings or more will be specified in the site allocation policy. Where not specified, Table D: Housing Mix indicates the mix required.	Direct	Development typologies	20% affordable included split: 60% rented and 15% intermediate and 25% First Home	Typologies matrix summarises affordable housing requirements for each typology as well housing mix assumed.	High	Local Plan Preferred Options
Policy S03.3	Delivering high quality housing	Housing development should be of a high quality in terms of its design and resilience, and provide adequate space to achieve good living standards. Requirement to meet nationally described space standards. Developments which provide a minimum of 60% of their total number of units as suitable for households with health problems or disabilities will be supported. This could be through the provision of single level accommodation such as bungalows and ground floor flats or through provision of dwellings which comply with Part M(2) or Part M(3) of the current Building Regulations (as a minimum) or can be easily adapted to meet these standards.	Direct	Development typologies + costs	£521 per unit M4(2) £10,111 per unit M4(3)	Our unit size assumptions comply with nationally described space standards. We have cross-checked our assumptions against market evidence in terms of unit sizes but also the development densities sqm / sqft per ha / acre.  M4 (2) 47% and M4 (3) 13% = 60%	Medium	MHCLG <a href="https://www.gov.uk/government/publications/technical-housing-standards-nationally-described-space-standard">https://www.gov.uk/government/publications/technical-housing-standards-nationally-described-space-standard</a>
Policy S03.4	Gypsies, Travellers and Travelling show people	Specific policy with requirements in relation to new sites for gypsies, travellers and travelling show people.	No Impact	N/A	N/A	This is not a large section of the property market. We have not appraised this typology of development.	Not Applicable	N/A
Policy S04.1	Safeguarding existing employment areas for employment uses	Policy relates to the safeguarding of existing employment areas - where proposals to change from employment to residential use is being considered, the policy places requirements upon the applicant to evidence the existing use is no longer viable for the use or redevelopment for employment use.	Indirect	N/A	N/A	Indirect impact on property market through allocation of sites for specific uses. We have undertaken property market research to inform our assumptions around land value. Where redevelopment scenarios happen on employment sites for residential use, the policy requirement to evidence that the existing use or redeveloped use is no longer viable, will result in a low existing use value for viability purposes. This will assist with residential development viability.	Low	N/A
Policy S04.2	Provision for new employment sites	Policy relates to the supply of employment land and premises will be maintained to support investment and expansion of existing businesses. There are 28.71 hectares of allocated employment land protected - list of allocations is provided in the policy. Cannock Chase will provide for up to 69 hectares of land for office, manufacturing and sitribution employment development during the period to 2040. The policy indicates that B8 uses should come forward on sites with good access to the strategic road network.  There is a requirement for employment development to safeguard and enhance active travel and sustainable travel opportunities.	Direct	Development cost	External works	As above for SO4.1 - the allocation of land for specific uses will have an indirect impact on viability through dictating which sites can be developed for specific uses. We have undertaken property market research to inform our value assumptions.  A standard external works allowance would mitigate the cost for ensuring the scheme safeguards and enhances active travel / sustainable travel opportunities. We have appraised employment uses - please see commercial market paper.	Low	N/A
Policy S04.3	Intensification of existing employment sites	This policy relates to proposals for employment within the listed existing employment areas and that it will be supported provided the proposal can demonstrate that it makes the best and most efficient use of the land and does not cause unacceptable environmental and highway impacts	Indirect	N/A	N/A	no further comment.	Low	N/A
Policy S04.4	Sustainable tourism and the rural economy	Support will be given to development proposals in suitable locations within the rural areas of the District which support the rural economy and which safeguards and/ or enhances the character and openness of the rural area.	No Impact	N/A	N/A	No further comment.	Not Applicable	N/A

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# Cannock Chase Local Plan Policies Matrix

Final Version

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Policy S04.5	Live work accommodation	Within residential areas, proposals for the development of live work spaces for residential (Use Class C3) and operational or administrative functions (Use Class E g (i)) will be supported to encourage entrepreneurship and regeneration.	Indirect	N/A	N/A	This policy does not require live work development but indicates that the typology will be supported. There are numerous ways in which this could be delivered, if the market seeks to do so. The market will not deliver this unless it considers it viable to do so. We have not	Low	N/A
Policy S04.6	Provision for local employment and skills	Policy relates to the provision of local employment and skills. Proposals for major development where over 50 full time equivalent jobs will be created will be accompanied by an Employment and Skills Plan.  The Employment and Skills Plan will demonstrate how the development will contribute to the training and employability of local residents, especially young people.	Direct	Development cost	Professional fees	A professional fees allowance would mitigate costs for preparing the employment and skills plan. We have appraised employment typologies - please see commercial market paper.	Low	N/A
S05.1	Accessible Development	All major development proposals will be located in locations that can provide convenient access for all sections of the community to work, shopping, health, education, leisure, green space and other facilities. Proposals should set out, as appropriate, how and when the development will contribute to the delivery of: A reduction in the reliance on private cars; Co-located shopping, education, and leisure facilities at convenient 'hubs'; Well designed, safe and convenient routes for walking and cycling; Sustainable and frequent public transport services.	Direct	Development cost	Professional fees	Our typologies are based on the proposed allocations which have been identified with the strategic objectives in mind. The policy places some requirements on applications to demonstrate compliance with a number of factors. These are standard considerations in planning / design development, which would be mitigated through our professional fees allowance. There are some cross-overs to other policies that will have a greater cost impact and we deal with these separately.	Low	Standard assumption
S05.2	Communication Technologies	All major development proposals will demonstrate how they will deliver digital connectivity through supporting the installations of new communications infrastructure. This includes digital connectivity for businesses and residents, but also with regards to travelling - with real time information for residents and visitors.	Direct	Development cost	BCIS + external works	We have made standard build cost assumptions. We have assumed that the cost of delivering extra or better quality digital infrastructure would be offset by increases in value / rent as a result of this investment.	Low	Standard Assumption
S05.3	Low and Zero Carbon Transport	All major development proposals will contribute to the reduction of the reliance on carbon-intensive modes of transport, for example by supporting the take-up of ultra low emission vehicles, hydrogen vehicles, developing electric vehicle charging networks and developing electric vehicle charging networks.  All major developments will set out as part of the Design and Access Statement how they will ensure that the development will reduce reliance on private vehicles while promoting walking, cycling and public transport.	Direct	Development cost	Professional fees plus specific cost for provision of electric charging points: £1,000 per unit houses £2,500 per block of 4 flats	Our professional fees allowance will cover the requirement to illustrate that proposals comply with this policy. We have made specific cost allowances for providing electric charging points.	Medium	Aspinall/Verdi experience from other studies
S05.4	Maintaining and Improving the Transport system	The Council will work with the local highway authority and transport stakeholders to maintain and improve the transport system. Measures supported include: improved public realm and wayfinding signage, safeguarding existing and achieving improvements to cycling routes, promoting an increased use of the canal network. There are no specific requirements placed upon developments in relation to this.	Indirect	N/A	N/A	We do not consider this policy places a specific requirement upon development to contribute towards maintaining and improving the transport system.	Low	N/A
S05.5	Hatherton Canal Restoration Corridor	The proposed Hatherton Canal Restoration Corridor will be protected from development that would prevent the future implementation of the canal restoration project. Proposals for development adjacent to the corridor will respect and enhance the setting of the canal. Development will be designed to use the canal frontage in order to reduce fear of crime and achieve good design.	Indirect	Development value	Not specifically included - see comments right	It is considered that the restoration of the canal will have a positive impact on the viability of any sites that will benefit from the proximity to this asset. Specific design requirements on sites adjacent to the canal may add a development cost but we consider this would be covered by subsequent increase in value as a result of utilising this positive asset.	Low	N/A
S05.6	Safeguarding proposed recreational footpath and cycle routes	The proposed recreational footpath and cycle routes, will be protected from development that will prevent the future implementation of the proposed schemes. The corridors will be protected to enable the development of the footpaths and cycle routes, including any related infrastructure such as highway crossing points.	Indirect	Development value	N/A	The proposed footpath and cycle routes will help improve the attraction of the area. This may have a positive impact on development viability through increased demand and thus value increases.	Low	N/A



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SO5.7	Parking Provision	All major development proposals will make appropriate off-street parking in accordance with the relevant Local Design Code and an assessment of various factors, including provision for electric charging points.	Direct	Development cost	External works	We have assumed that external works would cover the cost of providing off street parking. We have not explicitly included the cost of providing garages as it is assumed the value of providing garages outweighs the development cost. As stated separately, we have made specific cost allowances for providing electric charging points.	Low	N/A
SO6.1	Hierarchy of Town and Local Centres	Development proposals for Main Town Centre Uses will be appropriate to the role, scale, and historic character of the settlement, and not conflict with other policies within this Plan. Cannock Town Centre is designated as the strategic Town Centre. Rugeley and Hednesford, are designated as Town Centres. Hawks Green, Norton Canes, Heath Hayes, Chadsmoor, Bridgtown, Fernwood Drive and Brereton, are designated as Local Centres	Indirect	NA	NA	This has a spatial impact on the pattern of development throughout the District. The implementation of this policy will impact the real estate market indirectly, through identifying areas for development and areas to be protected. This will impact real estate values (and costs e.g. land) over time through the price mechanism.	Low	N/A
SO6.2	Provision of main town centre uses and town centre services	Proposals for Main Town Centre Uses which are located outside the designated Strategic Town Centre and Town Centres should be supported by a sequential test that demonstrates that there are no other suitable and available sites within or on the edge of an appropriate centre within the hierarchy of centres. Impact assessments required for retail and leisure developments outside of defined centres that meet specific criteria.	Direct	Development cost	Professional fees	This will impact retail development with the requirement for an impact assessment. The cost is something typically expected with retail schemes and would be covered by professional fees allowances. We have not appraised retail development typologies - please see retail market paper.	Low	N/A
SO6.3	Safeguarding existing town centre services	Proposals for changes of use to retail uses (Class E (a)) within the primary shopping area will be supported. The policy specifies the uses considered appropriate and this does not include residential. Will only be supported where they promote the vitality and viability of the centre in compliance with the spatial strategy	Indirect	N/A	N/A	The policy is seeking to have an impact over the use of land and property, so it has an indirect impact on viability through influencing the property market. We have used property market evidence to inform our assumptions.	Low	N/A
SO6.4	Town centre design	The policy relates to creating an attractive and safe environment for ensuring the growth and resilience of the Town Centres. Consideration will be given to local historic environment, shop front improvements, creating attractive gateways between centres and nearby public transport interchanges.	Direct	Development cost	BCIS + external works	We have made standard build cost assumptions. In the case of residential development in town centres, the requirements of this policy are considered to be fairly typical and would be designed into schemes.	Low	N/A
SO6.5	Cannock Town Centre Redevelopment Areas	Policy relating to Cannock Town Centre Redevelopment Areas - five sites identified, with uses identified for each site. Conservation Areas and important green spaces will be protected from redevelopment.	Direct	N/A	N/A	Relates to sites in Cannock Town Centre - informs typology matrix	Low	N/A
SO6.6	Rugeley Town Centre Redevelopment Areas	No specific requirements - policy in relation to Rugeley Town Centre Redevelopment Areas - three mixed-use sites identified, Conservation Areas and important green spaces will be protected from redevelopment.	Direct	N/A	N/A	Relates to sites in Rugeley Town Centre - informs typology matrix	Low	N/A
SO6.7	Hednesford Town Centre Redevelopment Areas	No specific requirements - policy in relation to Hednesford Town Centre Development proposals should promote the function of Hednesford Town Centre as an important visitor gateway to Cannock Chase and as a local hub for services and facilities. The heritage assets, civic spaces and green spaces in Hednesford Town Centre add to the character of the area and will be conserved and enhanced. Opportunities	Direct	N/A	N/A	Relates to sites in Hednesford Town Centre - informs typology matrix	Low	N/A
SO7.1	Protecting, Conserving and Enhancing Biodiversity and Geodiversity	This policy requires development to support the protection, enhancement, restoration and conservation of biodiversity and geodiversity in the District. The policy identifies various international, national, regional and local designated sites and measures for protection. The only specific requirement of the policy relates to policy SO7.2 which is addressed below.	Direct	Development cost	BCIS	The policy may have an impact on development costs. Our assumptions use BCIS which are rebased to the local area, reflecting these historic designations.	Low	Standard assumption

# Cannock Chase Local Plan Policies Matrix

Final Version

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
S07.2	Biodiversity Net Gain	<p>All qualifying development proposals must deliver at least a 10% measurable biodiversity net gain attributable to the development. The net gain for biodiversity should be calculated using Natural England's Biodiversity Metric.</p> <p>All development proposals, unless specifically exempted by government must provide robust evidence for biodiversity net gains and losses in the form of a biodiversity gain plan, which is to be submitted with planning</p> <p>Off-site enhancement will be secured by legal agreement and ongoing management of any new or improved onsite and ofsite habitats, together with monitoring and reporting, will need to be planned and funded for 30 years after completion of a development.</p>	Direct	Development cost	Net gain in biodiversity: £268 per unit (brownfield) £1,003 per unit (greenfield)	This is a specific cost assumption to mitigate this policy - the lower brownfield cost is as a result of a lower base biodiversity value on brownfield sites.	Medium	DEFRA
S07.3	Special Areas of Conservation	Development will not be permitted where it would lead directly or indirectly to an adverse impact upon a Special Area of Conservation (SAC) and the effects cannot be mitigated. Development within a 15km radius of Cannock SAC will have to take all necessary steps to avoid or mitigate adverse impacts upon the SAC's integrity.	Direct	Development cost	Specific cost item £290.58 per unit.	This policy may have an impact on some sites having to produce documentation to evidence they will not have an adverse impact on the SAC. This cost is covered by our professional fees allowance. There may be instances where some mitigation is required but this is considered to be site specific.	Low	N/A
S07.4	Protecting, Conserving and Enhancing Landscape Character	Policy relates to protecting, conserving and enhancing the landscape character. All major development proposals must be supported by a Landscape and Visual Impact Assessment.	Direct	Development cost	External works and professional fees	The requirement for a landscape and visual impact assessment is a cost that would be covered through our professional fees allowance. The policy may have a cost implication on some sites such as new green infrastructure but this is considered a typical external works item.	Low	N/A
S07.5	Protecting, Conserving and Enhancing the Cannock Chase Area of Outstanding Natural Beauty.	The protected landscape areas of Cannock Chase Area of Outstanding Natural Beauty (AONB) will receive the highest degree of protection from damaging or inappropriate development. Development proposals within or on land forming the setting of the AONB will be expected to positively contribute to the setting of the AONB. All development proposals within the AONB will set out how the development would contribute to meeting the objectives of the AONB Management Plan.	Indirect	Land value	N/A	Protecting these areas will have an indirect impact through the control of land supply for development (influencing agricultural land values).	Low	N/A
S07.6	Protecting, Conserving and Enhancing the Green Belt	The Green Belt area within the Cannock Chase District, will receive the highest degree of protection from development. Development will protect the character and openness of the Green Belt. Inappropriate development proposals within the Green Belt will be refused, except in 'very special circumstances'.	Indirect	Land value	N/A	Protecting these areas will have an indirect impact through the control of land supply for development (influencing agricultural land values).	Low	N/A
S07.7	Amendments to the Green Belt	Policy relates to proposed changes to the Green Belt to accommodate growth requirements of the District.	Indirect	NA	NA	Where green belt is released for development, the EUV of the land is low and the uplift in value is created by the change of public policy.	Low	N/A
S07.8	Protecting, Conserving and Enhancing the Green Space Network	Policy relates to green space areas in the District which will receive the highest degree of protection from development. Where development is to be permitted, then it will only be permitted where it enhances the value of the green space.	Indirect	N/A	N/A	This has a spatial impact on the pattern of development throughout the District. The implementation of this policy will impact the real estate market through the quality of the environment created and influencing land supply. This will impact real estate values (and costs e.g. land) over time through the price mechanism.	Low	N/A
S08.1	Low and Zero Carbon Energy and Heat Production	This policy relates to development proposals for appropriate low and zero carbon (LZC) energy and heat production installations (including solar photovoltaic (PV), wind energy, and air and water source heat pumps). It also relates to installing LZC into existing infrastructure.	Direct	Development cost	Part F and L	The policy relates to LZC proposals, indicating support for such investment subject to satisfactory due diligence.	High	N/A

# Cannock Chase Local Plan Policies Matrix

Final Version

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
S08.2	Achieving Net Zero Carbon Development	All development proposals should strive to achieve the highest level of building performance standards for energy use and achieve the lowest carbon emissions that can practically and viably be achieved. Aimed at achieving net zero carbon emissions. There is a priority order provided as to what proposals will deliver: (1) zero carbon emission development; (2) low carbon emission development with on-site mitigation to achieve net-zero carbon emissions; (3) low carbon emission development with off-site mitigation to achieve net-zero carbon emissions; (4) low carbon emission development with compensatory contributions to an appropriate carbon offsetting fund to achieve net-zero carbon emissions. Policy requires all proposals to include evidence in a sustainability statement that the development has achieved the lowest carbon emissions that can practically and viably be achieved.	Direct	Development cost	£4,500 per unit (2025 FHS part L)	The policy is caveated by viability but it places a requirement to deliver one of the four levels and so a specific cost allowance has been made to achieve this. The requirement for a sustainability statement is covered by professional fees allowance.	High	Aspinall/Verdi experience from other studies
S08.3	Sustainable Design	All developments need to take account of sustainable development principles and will need to provide a Design & Access Statement for major development. Policy also requires: incorporating of low and zero carbon energy and heat systems on-site; use of materials with low environmental impact; protection and enhancement of existing woodland and habitats and the integration of sustainable drainage systems, pedestrian and cycle routes. All new dwellings should have a maximum consumption of water of 110 litres/person/day, and levels below this will be supported. There is also reference to electric vehicle charging points which has a specific policy SO5.3. Residential development should meet or exceed standards set out by the Homes Quality Mark or equivalent. All non-residential development of 500 m2 (gross) is expected to meet or exceed BREEAM excellent rating, accompanied by a validated assessment of the net carbon emissions or reductions expected to result from development.	Direct	Development cost	BCIS + professional fees Water Efficiency £10 per unit	Professional fees allowance to cover requirement for Design & Access Statement. Other requirements considered to be within BCIS cost allowances. This policy generally encourages standards. Increases in costs associated with this policy anticipated to be off-set by value increases (due to better quality design / specification) given that we have adopted conservative sales prices.	Medium	Standard assumption
S08.4	Managing Flood Risk	The Local Planning Authority will manage flood risk within the Plan Area by directing development away from areas at highest risk. Exception tests must be undertaken on sites where there is a risk of flooding. All major development proposals will have to incorporate sustainable water management measures to reduce water use and increase its reuse, minimise surface water run-off and ensure it does not increase flood risk or impact water quality elsewhere. They will also have to reduce the risk of flooding and maximise protection. Major development proposals in flood zones 2-3 have to provide a comprehensive and deliverable strategy to minimize flood risk.	Direct	Development cost	BCIS + External works	This is considered to apply to sites in exceptional circumstances in the District. The Environment Agency publishes a map of flood zones. This means both landowner and developers should be aware of constraints relating to flood constrained sites and can factor this into their assessment of land value and development appraisal.	Low	N/A
S08.5	Avoiding Air, Water, Soil, Noise and Light Pollution	No specific requirements - developments expected to set out how any air, water, solid, noise and light pollution which may arise from development will be avoided.	Direct	Development cost	Professional fees	This policy will require proposals to prepare documentation to illustrate how impacts from development on pollution have been considered and mitigated. This is considered to be a standard requirement of development covered via professional fees.	Low	Standard assumption
S08.6	Brownfield and Despoiled Land and Under-Utilised Buildings	Policy relates to the prioritisation of suitable brownfield land for development and making efficient use of under utilised land and buildings.	Direct	Development cost	£123,000 per hectare (£50,000 per acre)	We have appraised typologies which reflect the proposed site allocations and this includes a high proportion of brownfield land. Note that national policy enables the use of Vacant Building Credit on brownfield land, where it meets the criteria and subject to approval by the local planning authority. We have included a cost per hectare as a remediation allowance on brownfield sites.	Low	N/A
S08.7	Safeguarding Mineral Reserves	In support of the delivery of the objectives of the Minerals Local Plan for Staffordshire, all development will maximise the contribution that substitute or secondary and recycled material can make as an alternative to primary minerals.	Indirect	N/A	N/A	This policy is about mineral resources. It is not subject to specific policy obligations (e.g. affordable housing, CIL, etc) over and above site-specific mitigation (e.g. noise, dust mitigation etc). There is no direct impact on Plan viability, but the lack of provision of minerals will impact on the deliverability of new homes and employment.	Low	N/A

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## Cannock Chase Local Plan Policies Matrix

**Final Version**

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
SO8.8	Managing Waste	Policy relates to managing waste and requires development to provide a site waste management plan, provide integrated facilities for the storage of recyclable and non-recyclable waste.	Direct	Development cost	External works + professional fees	A waste management plan would be covered by professional fees. The provision of storage facilities for waste is considered a standard external works item.	Low	Standard assumption

## Appendix 2 – Typologies Matrix

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# 240520 Typologies Matrix, Cannock Chase DC\_v1.1 - Residential Typologies

Appraisal Ref.	Appraisal Title	Housing Capacity	Market Area / Value Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross Ratio (%)	Net Developable Site Area (ha)	Development Density (D)	Special Area of Conservation 5 per cent (%)	Sub-sited Policy Costs	GVA/ha	AHT Target (%)	AHT Base (Implies C/Sum. of AHT)	AHT Tenure Mix: Affordable Rent (% of AHT)	Social Rent (% of AHT)	Intermediate (% of AHT)	First Homes (% of AHT)	Total AHT	Unit Type	Market Housing Mix:						Affordable Tenure Housing Mix:						Mk. Housing - Cat. M1C2	Mk. Housing - Cat. M1C3	Mk. Housing - Cat. M1C4	Mk. Housing - Cat. M1C5	Cat. M1C2 (B)	Cat. M1C3 (B)	BNG (t per unit) (B)	Electric Charging Points (t per unit) (B)	Electric CHMPHS Points (t per unit) (B)	Water Efficiency (t)	Zero Carbon (2025) (t per unit) (B)			
																				1B F	2B F	3B F	4B F	5B F	Total	1B A	2B A	3B A	4B A	5B A	Total														
Z	Rugby	10	Rugby	Greenfield	0.30	95%	0.29	0.71	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	88,500
AA	Rugby	20	Rugby	Greenfield	0.60	95%	0.57	1.41	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	88,500
AB	Rugby	30	Rugby	Greenfield	0.90	95%	0.86	2.12	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	88,500
AC	Rugby	40	Rugby	Greenfield	1.20	95%	1.14	2.82	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	88,500
AD	Rugby	50	Rugby	Greenfield	1.50	95%	1.43	3.53	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	88,500
AE	Rugby	60	Rugby	Greenfield	2.41	95%	2.29	5.05	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	88,500
AF	Rugby	100	Rugby	Greenfield	3.01	95%	2.86	7.06	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	88,500
AG	Rugby	20	Rugby	Greenfield	0.60	95%	0.57	1.41	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,053	£1,000	£2,500	£10	88,500
AH	Rugby	40	Rugby	Greenfield	1.20	95%	1.14	2.82	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,053	£1,000	£2,500	£10	88,500
AI	Rugby / edge of settlement	80	Rugby	Greenfield	2.41	95%	2.29	5.05	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,053	£1,000	£2,500	£10	88,500
AJ	Rugby	100	Rugby	Greenfield	3.01	95%	2.86	7.06	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,053	£1,000	£2,500	£10	88,500
AK	Rugby	150	Rugby	Greenfield	4.51	95%	4.29	10.59	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,053	£1,000	£2,500	£10	88,500
AL	Rugby	200	Rugby	Greenfield	6.02	95%	5.71	14.12	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,053	£1,000	£2,500	£10	88,500
AM	Rugby / edge of settlement	80	Rugby	Greenfield	2.41	95%	2.29	5.05	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,053	£1,000	£2,500	£10	88,500
AN	Rugby	100	Rugby	Greenfield	3.01	95%	2.86	7.06	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,053	£1,000	£2,500	£10	88,500
AO	Rugby	150	Rugby	Greenfield	4.51	95%	4.29	10.59	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,053	£1,000	£2,500	£10	88,500
AP	Rugby	200	Rugby	Greenfield	6.02	95%	5.71	14.12	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,053	£1,000	£2,500	£10	88,500
AQ	Rugby	30	Rugby	Greenfield	1.20	95%	1.14	2.82	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	88,500
AR	Rugby	60	Rugby	Greenfield	2.41	95%	2.29	5.05	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	88,500
AS	Rugby	100	Rugby	Greenfield	3.01	95%	2.86	7.06	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	88,500

# 240520 Typologies Matrix, Cannock Chase DC\_v1.1 - Residential Typologies

Appraisal Ref.	Appraisal Title	Housing Capacity	Market Area / Value Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross ratio (%)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Development Density (D)	Special Area of Conservation & per cent (%)	Sub-total Policy Costs	GPA	AHT Target (%)	AHT Base (Implies, CSum, or M)	AHT Tenure Mix: Affordable Rent (% of AHT)	Social Rent (% of AHT)	Intermediate (% of AHT)	First Homes (% of AHT)	Total AHT	Unit Types	Market Housing Mix:						Affordable Tenure Housing Mix:						Total	Cat. M2C (M)	Cat. M2C (S)	BNG (per unit) (S)	Electric Charging Points (per unit) (S)	Electric Charging Points (per unit) (M)	Water Efficiency (L)	Zero Carbon (2025) (Per 1000 sq ft)					
																					1B F	2B F	3B F	4B F	5B F	6B F	1B A	2B A	3B A	4B A	5B A	6B A									1B	2B	3B	4B	5B
A1	North Cannock / Heath Hayes	20	North Cannock / Heath Hayes	Greenfield	0.00	95%	0.07	1.41	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	85,500
A2	North Cannock / Heath Hayes	50	North Cannock / Heath Hayes	Greenfield	1.00	95%	1.43	3.53	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	85,500
A3	North Cannock / Heath Hayes	100	North Cannock / Heath Hayes	Greenfield	3.01	95%	2.86	7.06	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	85,500
A4	North Cannock / Heath Hayes	150	North Cannock / Heath Hayes	Greenfield	4.51	95%	4.29	10.59	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	85,500
A5	North Cannock / Heath Hayes	30	North Cannock / Heath Hayes	Greenfield	0.00	95%	0.86	2.12	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500
A6	North Cannock / Heath Hayes	50	North Cannock / Heath Hayes	Greenfield	1.00	95%	1.43	3.53	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500
A7	North Cannock / Heath Hayes	100	North Cannock / Heath Hayes	Greenfield	3.01	95%	2.86	7.06	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500
B4	North Cannock / Heath Hayes	200	North Cannock / Heath Hayes	Greenfield	6.02	95%	5.71	14.12	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500
B5	North Cannock / Heath Hayes	400	North Cannock / Heath Hayes	Greenfield	12.03	95%	11.43	28.24	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500
B6	North Cannock / Heath Hayes	500	North Cannock / Heath Hayes	Greenfield	15.04	95%	14.29	35.30	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500
B7	North Cannock / Heath Hayes	50	North Cannock / Heath Hayes	Greenfield	1.00	95%	1.43	3.53	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	85,500
B8	North Cannock / Heath Hayes	100	North Cannock / Heath Hayes	Greenfield	3.01	95%	2.86	7.06	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	85,500
B9	North Cannock / Heath Hayes	150	North Cannock / Heath Hayes	Greenfield	4.51	95%	4.29	10.59	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£288	£1,000	£2,500	£10	85,500
B10	North Cannock / Heath Hayes	30	North Cannock / Heath Hayes	Greenfield	1.00	95%	1.43	3.53	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500
B11	North Cannock / Heath Hayes	100	North Cannock / Heath Hayes	Greenfield	3.01	95%	2.86	7.06	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500
B12	North Cannock / Heath Hayes	200	North Cannock / Heath Hayes	Greenfield	6.02	95%	5.71	14.12	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500
B13	North Cannock / Heath Hayes	400	North Cannock / Heath Hayes	Greenfield	12.03	95%	11.43	28.24	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500
B14	North Cannock / Heath Hayes	500	North Cannock / Heath Hayes	Greenfield	15.04	95%	14.29	35.30	35	£290.58	£290.58	£58.04	20%	On-site	20%	30%	15%	20%	100%	Houses & Flats	10.0%	17.0%	-	17.0%	40.0%	15.0%	-	100.0%	20.0%	20.0%	20.0%	20.0%	10.0%	100.0%	100%	0%	100%	0%	£221	£10,111	£1,853	£1,000	£2,500	£10	85,500



# 240520 Typologies Matrix, Cannock Chase DC\_v1.1 - Residential Typologies

Appraisal Ref.	Appraisal Title	Housing Capacity	Market Area / Value Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross ratio (%)	Net Developable Site Area (ha)	Development Density (D)	Special Area of Conservation (SAC) (ha)	Sub-total Policy Costs (£ per unit)	DPA Target (%)	All Baseline	All Tenure Mix	Affordable Rent (% of AR)	Social Rent (% of AR)	Intermediate (% of AR)	First Home (% of AR)	Total above	Unit Type	Market Housing Mix						Affordable Tenure Housing Mix						Col. M1G1 (a)	Col. M1G2 (a)	BNG (£ per unit) (18)	Electric Charging Points (£ per unit) (19)	Electric CHWPH (£ per unit) (20)	Water Efficiency (21)	Zero Carbon (2021) (22)												
																				1B F	2B F	3B H	2B H	4B+ H	5B+ H	Total	1B F	2B F	3B H	2B H	4B+ H								5B+ H	Total	Mix Housing - Col. M1G1 (a)	Mix Housing - Col. M1G2 (a)	All Housing - Col. M1G1 (a)	All Housing - Col. M1G2 (a)						
8A	Platted scheme - Cannock	15	Cannock (in Strategic)	Greenfield	0.15	100%	0.15	0.37	100	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	20%	100%	Flat	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£268	£1,000	£2,500	£10	88,500
8B	Platted scheme - Hulmebury	15	Hulmebury	Greenfield	0.15	100%	0.15	0.37	100	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	20%	100%	Flat	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£268	£1,000	£2,500	£10	88,500
8C	Platted scheme - Rugeley	15	Rugeley	Greenfield	0.15	100%	0.15	0.37	100	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	20%	100%	Flat	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£268	£1,000	£2,500	£10	88,500
8D	Platted scheme - Norton Canes / Heath Hayes	15	Norton Canes / Heath Hayes	Greenfield	0.15	100%	0.15	0.37	100	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	20%	100%	Flat	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£268	£1,000	£2,500	£10	88,500
8E	Edge of Settlement - Age Restricted / Sheltered Housing	50	Norton Canes / Heath Hayes / Hulmebury	Greenfield	0.50	80%	0.40	0.30	125	£290.58	£290.58	N/A	20%	On-site	20%	30%	15%	20%	100%	Flats (elder persons)	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£1,003	£1,000	£2,500	£10	88,500
8F	Edge of Settlement - Age Restricted / Sheltered Housing	50	Norton Canes / Heath Hayes / Hulmebury	Greenfield	0.44	80%	0.40	0.30	125	£290.58	£290.58	N/A	20%	On-site	20%	30%	15%	20%	100%	Flats (elder persons)	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£268	£1,000	£2,500	£10	88,500
8G	Urban Area - Age Restricted / Sheltered Housing	50	Rugeley / Cannock	Greenfield	0.50	80%	0.40	0.30	125	£290.58	£290.58	N/A	20%	On-site	20%	30%	15%	20%	100%	Flats (elder persons)	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£1,003	£1,000	£2,500	£10	88,500
8H	Urban Area - Age Restricted / Sheltered Housing	50	Rugeley / Cannock	Greenfield	0.44	80%	0.40	0.30	125	£290.58	£290.58	N/A	20%	On-site	20%	30%	15%	20%	100%	Flats (elder persons)	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£268	£1,000	£2,500	£10	88,500
8I	Edge of Settlement - Assisted Living / Extra Care Housing	50	Norton Canes / Heath Hayes / Hulmebury	Greenfield	0.75	80%	0.60	1.48	100	£290.58	£290.58	N/A	20%	On-site	20%	30%	15%	20%	100%	Flats (elder persons)	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£1,003	£1,000	£2,500	£10	88,500
8J	Urban Area - Assisted Living / Extra Care Housing	50	Norton Canes / Heath Hayes / Hulmebury	Greenfield	0.67	80%	0.60	1.48	100	£290.58	£290.58	N/A	20%	On-site	20%	30%	15%	20%	100%	Flats (elder persons)	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£268	£1,000	£2,500	£10	88,500
8K	Urban Area - Assisted Living / Extra Care Housing	50	Rugeley / Cannock	Greenfield	0.75	80%	0.60	1.48	100	£290.58	£290.58	N/A	20%	On-site	20%	30%	15%	20%	100%	Flats (elder persons)	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£1,003	£1,000	£2,500	£10	88,500
8L	Urban Area - Assisted Living / Extra Care Housing	50	Rugeley / Cannock	Greenfield	0.67	80%	0.60	1.48	100	£290.58	£290.58	N/A	20%	On-site	20%	30%	15%	20%	100%	Flats (elder persons)	60.0%	40.0%									100.0%	80.0%	40.0%						100.0%	100%	5%	100%	5%	£221	£10,111	£268	£1,000	£2,500	£10	88,500

**Notes**

[1] Site typologies have been prepared using the site allocations received from Neut

[2] Generic Dwellings Per Hectare adopted

[3] Based on Cannock Chase SAC guidance

[4] Based on Cannock Chase CL guidance - released Jan 2024

[5] Based on Policy 302.3 - Housing team have confirmed that proposed split is acceptable

[6] Housing Mix taken from Cannock Chase Local Housing Needs Assessment - 2019 Page 9 and 48

[7] BNG policy requirement - 47% M1 (2) and 10% M1 (3) - consolidated plan update to 100% M1 (2) and 5% M1 (3) (5% M1 (3) on affordable units)

[8] MRCGLG Assumption - see joblines matrix

[9] BNG Policy ref 2 £268 per unit for Greenfield and £1,003 per unit for Greenfield

[10] Policy 302.3 - £1,000 per unit houses and £2,500 per block of 4 flats

[11] see water efficiency allowance

[12] see energy efficiency allowance

[13] This is based on the Future Homes Standards - MRCGLG Consultation on changes to Parts L and P of the Building Regulations Option 2 - 'Faint plus technology'. This will be a mandatory requirement in 2025

# 240520 Typologies Matrix, Cannock Chase DC\_v1.1 - Bungalow Typologies

Appraisal Ref.	Appraisal Title	Housing Capacity	Site Typology (1)	Market Area / Value Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross ratio (%)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Development Density (2)	Special Area of Conservation 1 per unit (3)	Sub-total Policy Costs	CIL - Reseal (4)	Affordable Housing Requirements (5)					Scheme Typology (6)	Unit Types	Market Housing Mix:	Affordable Tenure Housing Mix:	M10 & 20 (7)					Construction costs (imposed by Policy)												
														AH Target (%)	AH Base (un-tilt, C50m, or NA)	AH Tenure Mix:	Affordable Rent (% of AR)	Social Rent (% of AR)					Intermediate (% of AR)	First Homes (% of AR)	Total share	Min. Housing - Cat. M10	Min. Housing - Cat. M20	Aff. Housing - Cat. M10	Aff. Housing - Cat. M20	Cost M10 (£)	Cost M20 (£)	BMG (£ per unit) (8)	Electric Charging Points (£ per unit) (9)	Electric CHWPH4 Pans (£ per unit) (10)	Water Efficiency (11)	Aero Carbon (2021) (12)				
														(%)											10 F	20 F	10 H	20 H	30 H	40 H	50+ H	Total	10 F	20 F	10 H	20 H	30 H	40 H	50+ H	Total
B1	Cannock (inc Bridgton)	10	Cannock (inc Bridgton)	Greenfield	Greenfield	0.30	95%	0.29	0.60	35	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	25%	100%	Bungalows	30.0%	70.0%	-	100%	30.0%	65.0%	5.0%	100.0%	100%	5%	100%	5%	£21	£10,111	£268	£1,000	£2,500	£10	£4,500
B1	Cannock (inc Bridgton)	10	Cannock (inc Bridgton)	Greenfield	Greenfield	0.30	95%	0.29	0.60	35	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	25%	100%	Bungalows	30.0%	70.0%	-	100.0%	30.0%	65.0%	5.0%	100.0%	100%	5%	100%	5%	£21	£10,111	£268	£1,000	£2,500	£10	£4,500
B2	Huddersford	10	Huddersford	Greenfield	Greenfield	0.30	95%	0.29	0.60	35	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	25%	100%	Bungalows	30.0%	70.0%	-	100.0%	30.0%	65.0%	5.0%	100.0%	100%	5%	100%	5%	£21	£10,111	£268	£1,000	£2,500	£10	£4,500
CA	Huddersford	10	Huddersford	Greenfield	Greenfield	0.30	95%	0.29	0.60	35	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	25%	100%	Bungalows	30.0%	70.0%	-	100.0%	30.0%	65.0%	5.0%	100.0%	100%	5%	100%	5%	£21	£10,111	£268	£1,000	£2,500	£10	£4,500
CB	Rugby	10	Rugby	Greenfield	Greenfield	0.30	95%	0.29	0.60	35	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	25%	100%	Bungalows	30.0%	70.0%	-	100.0%	30.0%	65.0%	5.0%	100.0%	100%	5%	100%	5%	£21	£10,111	£268	£1,000	£2,500	£10	£4,500
CC	Rugby	10	Rugby	Greenfield	Greenfield	0.30	95%	0.29	0.60	35	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	25%	100%	Bungalows	30.0%	70.0%	-	100.0%	30.0%	65.0%	5.0%	100.0%	100%	5%	100%	5%	£21	£10,111	£268	£1,000	£2,500	£10	£4,500
CD	Noton Cannock / Heath Hayes	10	Noton Cannock / Heath Hayes	Greenfield	Greenfield	0.30	95%	0.29	0.60	35	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	25%	100%	Bungalows	30.0%	70.0%	-	100.0%	30.0%	65.0%	5.0%	100.0%	100%	5%	100%	5%	£21	£10,111	£268	£1,000	£2,500	£10	£4,500
CE	Noton Cannock / Heath Hayes	10	Noton Cannock / Heath Hayes	Greenfield	Greenfield	0.30	95%	0.29	0.60	35	£290.58	£290.58	£58.84	20%	On-site	20%	30%	15%	25%	100%	Bungalows	30.0%	70.0%	-	100.0%	30.0%	65.0%	5.0%	100.0%	100%	5%	100%	5%	£21	£10,111	£268	£1,000	£2,500	£10	£4,500

## Appendix 3 – Residential Market Paper- Addendum Report

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Addendum

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Residential Market Paper Update



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Cannock Chase District Council

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August 2024

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Private and Confidential

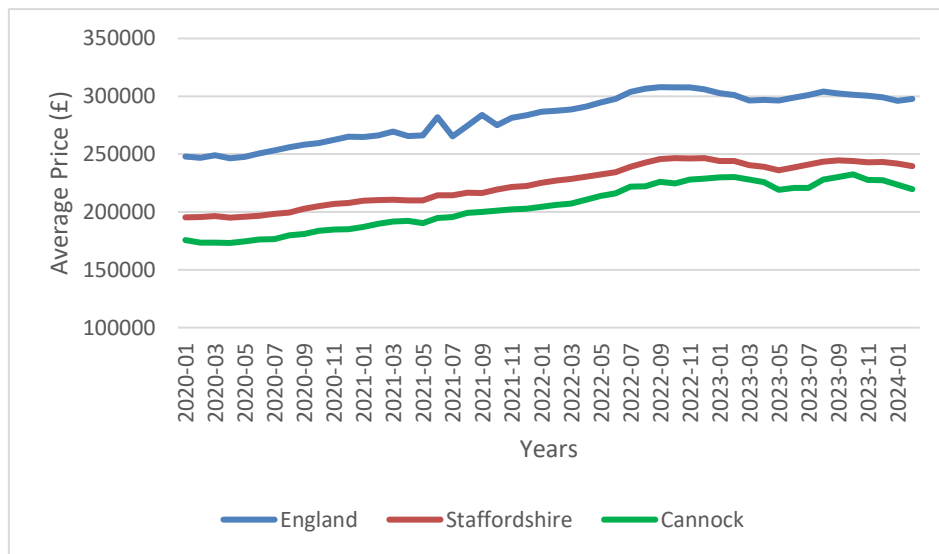
# 1 Introduction

- 1.1 Following the issue of the initial report Local Plan and CIL Viability Assessment (August 2022). Given the time that has elapsed it is considered necessary to update this evidence base to understand what impact changes in the market place have had on values.
- 1.2 This addendum report provides our updated market analysis and value assumptions. We have gathered data for both asking prices and for new build developments in Cannock (inc. Bridgtown) Hednesford, Norton Canes / Heath Hayes and Rugeley.
- 1.3 The findings of this report have informed the updated financial appraisals undertaken to support the Viability Assessment for the borough.

## National Overview

- 1.4 Figure 1.1 shows the average prices for residential properties across England, Staffordshire and Cannock. Our analysis shows that since January 2021, values in England have increased by circa 13%, however have flattened out over the past 12 months. The Cannock District specifically has grown at a faster rate than the national average, with a growth rate of 17%.

**Figure 1.1 - Average Prices in England, Staffordshire and Cannock**



Source: UK House Price Index, March 2024

## 2 Cannock (inc Bridgtown)

2.1 We have reviewed Rightmove and Zoopla to analyse asking prices for new and second-hand properties in Cannock and Bridgtown.

### Cannock & Bridgtown Asking Prices

2.2 The table below provides a summary of the properties we have identified.

**Table 2.1 Asking prices for properties in Cannock (inc Bridgtown)**

Property type	Property name	Floor area (sqm)	Asking price	Price per sqm	Image	Description
1-bed flat	23 Market Place, Cannock, WS11 1BS	52.80	£110,000	£2083		1 bathroom
1-bed flat	Blackfords Court, Cannock WS11		£110,000			1-bathroom, Large open Plan Lounge/Kitchen
2-bed flat	Wolverhampton Road, Cannock, Staffordshire WS11	55.60	£120,000	£2158		1-bathroom
2-bed semi-detached	Blake Close, Cannock WS11	55.00	£160,000	£2909		1-bathroom, rear garden
2-bed end terrace house	Francis Piggott Drive, Hawks Green, Cannock, Staffordshire WS11	68.30	£220,000	£3221		1-bathroom, rear garden
3-bed detached	Ferndell Close, Shoal Hill, Cannock WS11		£525,000			2-bathroom, rear and front garden

3-bed semi-detached	Foxes Rake, Cannock WS11		£260,000			1-bathroom, 2-reception rooms, garage, rear garden
3-bed detached	Pebble Mill Drive, Cannock WS11		£300,000			1-bathroom, rear garden, Large Lounge
3 bed semi-detached house for sale	Allport Road, Cannock WS11		£325,000			1-bathroom, town centre location
4 -bedroom semi-detached	New Penkridge Road, Cannock WS11		£360,000			3-bathroom, Lounge, Allocated Parking
4-bed semi detached	Forge Close, Churchbridge, Cannock, Staffordshire WS11		£270,000			2-bathroom, En-suite to master, rear garden
4-bed detached	St. Lukes Close, Cannock WS11		£335,000			2-bathroom, Lounge, Gardens, Close to Town centre
4-bedroom detached	19 Wolverhampton Road, Cannock, WS11 1DG		£539,950			2-bathroom, Ensuite, rear garden

Source: Rightmove & Zoopla, May 2024

2.3 Our analysis shows the following for the Cannock and Bridgtown area

- One-bedroom flats are on the market for £110,000.
- A two flat is on the market for £120,000.
- Two-bedroom properties are on the market for between £160,000 and £220,000.
- Three-bedroom properties are on the market for between £260,000 ad £325,000. There is one property for sale which is on the market for £525,000 and we consider this to be an exception.
- Four-bedroom properties are on the market for between £270,000 and £539,950.

2.4 With all the comparables above it can be said that detached properties command a premium over the semi-detached properties.

### Cannock New Build Sold Prices

2.5 We have analysed sales data for last 3 years and there have been few new build sales in the Cannock area as defined by the postcodes WS11 0, WS11 1, WS11 5 and WS11 6. Our search identified a total of 12 transactions. A summary of transactions can be seen below:

**Table 2.2 New Build Transactions**

Address	Postcode	Property Type	Price Paid	Floor Area (sqm)	£psm	Deed Date	Bed
40 Cartwright Way	WS11 0LS	S	£167,996.00	80	£2,099.95	28/01/2022	2
42 Cartwright Way	WS11 0LS	S	£173,876.00	80	£2,173.45	28/01/2022	2
44 Cartwright Way	WS11 0LS	S	£173,876.00	80	£2,173.45	18/02/2022	2
8 Cartwright Way	WS11 0LS	S	£248,395.00	80	£3,104.94	18/02/2022	3
9 Cartwright Way	WS11 0LS	S	£235,000.00	96	£2,447.92	25/02/2022	3
10 Cartwright Way	WS11 0LS	S	£173,876.00	80	£2,173.45	28/01/2022	3
11 Cartwright Way	WS11 0LS	S	£247,500.00	96	£2,578.13	28/02/2022	3
13 Cartwright Way	WS11 0LS	S	£247,500.00	96	£2,578.13	25/02/2022	3
46 Cartwright Way	WS11 0LS	S	£173,876.00	80	£2,173.45	28/01/2022	3
5 Cartwright Way	WS11 0LS	D	£254,995.00	91	£2,802.14	25/02/2022	3
54 Cartwright Way	WS11 0LS	D	£210,101.00	104	£2,020.20	18/02/2022	4
66 Cartwright Way	WS11 0LS	D	£210,101.00	104	£2,020.20	18/02/2022	4

Source: Land Registry and EPC data, May 2024



2.6 The information above is from a single scheme and therefore does not reflect the range of values which could be found from a range of developments within this area. It is interesting to note that the four-bedroom properties sold for prices which were below those of adjacent three-bedroom properties. There is insufficient information for us to be able to explain this and we consider that these four-bedroom data points are an anomaly.

2.7 The data in brief indicates

- Two-bedroom properties have sold for £173,876 (£2,173 psm)
- Three-bedroom properties (semis) have a variation of £173,876 to £248,395 (£2,173 to £3,104 psm)
- Four-bedroom properties have sold for £210,101 (£2,020 psm) – as mentioned above we consider this as being anomalous, given the prices achieved by the three bedroomed units. We would consider that given the relatively small difference in house size between the three and four bedroom homes that a similar rate psm can be utilised, say £2,600 psm.

## 3 Hednesford

3.1 We have reviewed Rightmove and Zoopla to analyse asking prices for new and second-hand properties in Hednesford.

### Hednesford – Asking Prices

3.2 The table below provides a summary of the properties we have identified.

**Table 3.1 Asking prices for properties in Hednesford**

Property type	Property name	Floor area (sqm)	Asking price	Price per sqm	Image	Description
2-bedroom terraced House	The Joiner	62.00	£235,500	£3,798		2-bathroom, open plan kitchen
3-bedroom semi detached	The Turner	84.00	£283,995	£3,381		1-bathroom, En-suite to bedroom 1
4-bedroom detached	The Reedmaker	120.00	£399,995	£3,333		1-bathroom, En-suite to bedroom 1, open plan kitchen.
4-bedroom detached	The Bowyer	124.00	£430,000	£3,468		1-bathroom. Open plan kitchen, En-suite to bedroom 1.

Source: Rightmove & Zoopla, May 2024

3.3 Our analysis shows the following

- Two-bedroom properties are currently on the market for £235,500 (£3,798 psm).
- Three-bedroom properties are currently on the market for £283,995 (£3,381 psm)
- Four-bedroom properties are currently on the market for between £399,995 and £430,000 (£3,468).

## Hednesford Sold Prices

3.4 As part of our analysis, we have reviewed all new build detached and semi-detached residential transactions in Hednesford as defined by the postcodes WS 12 0, WS12 2 and WS12 4. Our search identified a total of 43 transactions within the past 3 years. A summary of transactions can be seen in the table below:

**Table 3.2 New Build Transactions**

Address	Postcode	Property Type	Price Paid	Floor Area	£psm	Deed Date	Bed
10, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£229,995	62	£3,709.60	30/09/2022	2
6, Adams Way, Hednesford, Cannock, Staffordshire	WS12 4WJ	S	£237,650	63	£3,772.22	09/12/2022	2
16, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£255,600	76	£3,363.16	08/12/2022	2
18, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£255,600	76	£3,363.16	14/12/2022	2
22, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£255,600	76	£3,363.16	18/11/2022	2
2, Simmons Drive, Hednesford, Cannock, Staffordshire	WS12 4XH	S	£280,000	79	£3,544.30	28/02/2023	3
20, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£254,395	76	£3,347.30	27/01/2023	3
12, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£269,995	76	£3,552.57	30/09/2022	3
2, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£254,995	76	£3,355.20	27/09/2022	3
4, Parton Way, Hednesford,	WS12 4WQ	S	£256,995	76	£3,381.51	27/09/2022	3

Address	Postcode	Property Type	Price Paid	Floor Area	£psm	Deed Date	Bed
Cannock, Staffordshire							
14, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£284,995	85	£3,352.88	30/09/2022	3
23, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£235,000	77	£3,051.95	16/12/2022	3
25, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£284,995	77	£3,701.23	12/12/2022	3
21, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£230,000	76	£3,026.32	16/12/2022	3
27, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	S	£274,995	77	£3,571.36	15/12/2022	3
9, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£361,325	95	£3,803.42	24/03/2023	3
11, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£360,000	95	£3,789.47	30/03/2023	3
24, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£330,000	93	£3,548.39	30/09/2022	3
26, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£330,000	95	£3,473.68	09/09/2022	3
27, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£339,500	93	£3,650.54	30/09/2022	3
28, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£335,000	95	£3,526.32	30/09/2022	3

Address	Postcode	Property Type	Price Paid	Floor Area	£psm	Deed Date	Bed
30, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£332,225	95	£3,497.11	29/09/2022	3
34, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£330,000	93	£3,548.39	23/09/2022	3
14 Dawes Way, Hednesford, Cannock, Staffordshire	WS12 4WN	D	£324,995	90	£3,611.06	28/10/2022	3
59, Dawes Way, Hednesford, Cannock, Staffordshire	WS12 4WN	D	£299,995	85	£3,529.35	30/09/2022	3
12, Dawes Way, Hednesford, Cannock, Staffordshire	WS12 4WN	S	£285,000	85	£3,352.94	29/03/2023	3
4, Douglas Road, Hednesford, Cannock, Staffordshire	WS12 4XB	D	£356,000	95	£3,747.37	16/09/2022	3
24, Parton Way, Hednesford, Cannock, Staffordshire	WS12 4WQ	D	£429,995	120	£3,583.29	10/11/2022	4
36, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£380,000	113	£3,362.83	23/09/2022	4
44, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£425,030	137	£3,102.41	16/12/2022	4
19, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£455,000	137	£3,321.17	17/02/2023	4
32, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£460,000	140	£3,285.71	23/09/2022	4
16, Dawes Way, Hednesford,	WS12 4WN	D	£404,995	120	£3,374.96	28/10/2022	4

Address	Postcode	Property Type	Price Paid	Floor Area	£psm	Deed Date	Bed
Cannock, Staffordshire							
20, Dawes Way, Hednesford, Cannock, Staffordshire	WS12 4WN	D	£419,995	120	£3,499.96	15/12/2022	4
22, Dawes Way, Hednesford, Cannock, Staffordshire	WS12 4WN	D	£382,995	120	£3,191.63	30/09/2022	4
27, Dawes Way, Hednesford, Cannock, Staffordshire	WS12 4WN	D	£354,995	123	£2,886.14	25/05/2023	4
28, Dawes Way, Hednesford, Cannock, Staffordshire	WS12 4WN	D	£359,995	99	£3,636.31	09/09/2022	4
30, Dawes Way, Hednesford, Cannock, Staffordshire	WS12 4WN	D	£359,995	99	£3,636.31	20/10/2022	4
31, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£560,000	173	£3,236.99	07/12/2022	5
33, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£590,000	164	£3,597.56	16/12/2022	5
35, Tomkinson Heights, Hednesford, Cannock, Staffordshire	WS12 4XD	D	£580,000	164	£3,536.59	22/12/2022	5
28, Suthard Way, Hednesford, Cannock, Staffordshire	WS12 4WT	D	£540,000	173	£3,121.39	23/09/2022	5
41, Suthard Way, Hednesford, Cannock, Staffordshire	WS12 4WT	D	£465,000	135	£3,444.44	23/09/2022	5

Source: Land Registry and EPC data, May 2024

### 3.5 Our analysis shows the following

- Two-bedroom properties have achieved £229,995 -£255,600 (£3,363 psm).
- Three-bedroom properties have achieved £230,000 - £361,325 (£3,026 -£3,803 psm).

- Four-bedroom properties have achieved between £354,995 and £460,000 (£2,886 - £3,285psm).
- Five-bedroom properties have achieved between £465,000 - £590,000 (£3,444 - £3,597 psm).

## 4 Norton Canes / Heath Hayes

4.1 We have reviewed Rightmove and Zoopla to analyse asking prices for new and second-hand properties in Norton Canes.

### Norton Canes / Heath Hayes Asking Prices

4.2 We have found limited evidence in Norton Canes, the development by Persimmon homes located on Norton Hall Lane provides the most useful comparable evidence.

**Table 4.1 - Asking prices for properties in Norton Canes**

Property type	Property name	Floor area (sqm)	Asking price	Price per sqm	Image	Description
3-bedroom semi-detached	The Saunton		£294,950			1 bathroom, Garden, Spacious 3 story living, Bedroom with en-suite
3-bedroom -semi	The Stanton		£309,950			open plan kitchen & 1 bathroom, Juliet balcony
3-bedroom detached	The Charnwood		£349,950			1-bathroom, En-suite to bedroom1
5-bedroom detached	The Corfe		£459,950			1-bathroom, En-suite to bedroom 1, Garage, open plan kitchen

Source: Rightmove & Zoopla, May 2024

4.3 Our analysis shows the following

- New build three-bedroom detached properties are currently on the market for between £294,950 and £349,950.
- Five-bedroom detached properties are currently on the market for £459,950.



## Norton Canes Sold Prices

4.4 As part of our analysis, we have reviewed all new build detached and semi-detached residential transactions in Norton Canes as defined by the postcode WS12 3. Our search identified a total of 22 transactions within the past 24 months. A summary of transactions can be seen in the table below:

Address	Postcode	Property Type	Price Paid	Floor Area	£psm	Deed Date	Bed
46, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	S	£219,950	58	£3,792	25/11/2022	1
48, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	S	£219,950	58	£3,792	25/11/2022	1
34, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	S	£244,950	69	£3,550	10/11/2022	2
36, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	S	£244,950	69	£3,550	25/11/2022	2
42, Mallard Way, Norton, Cannock, Staffordshire	WS11 9BA	D	£283,950	79	£3,594	06/10/2022	3
56, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	D	£399,950	99	£4,039	16/12/2022	3
61, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	D	£344,950	99	£3,484	21/10/2022	3
34, Mallard Way, Norton, Cannock, Staffordshire	WS11 9BA	D	£414,950	99	£4,191	23/09/2022	3
40, Mallard Way, Norton, Cannock, Staffordshire	WS11 9BA	D	£283,950	99	£2,868	30/09/2022	3
35, Fulmar Drive, Norton,	WS11 9AY	S	£294,950	107	£2,756	25/11/2022	4

Cannock, Staffordshire							
54, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	D	£349,950	112	£3,124	16/12/2022	4
59, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	D	£354,950	106	£3,348	24/10/2022	4
63, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	D	£339,950	106	£3,207	28/10/2022	4
65, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	D	£344,950	167	£2,065	17/10/2022	4
58, Fulmar Drive, Norton, Cannock, Staffordshire	WS11 9AY	D	£434,950	130	£3,345	23/12/2022	4
32, Mallard Way, Norton, Cannock, Staffordshire	WS11 9BA	D	£335,500	118	£2,843	23/09/2022	4
38, Mallard Way, Norton, Cannock, Staffordshire	WS11 9BA	D	£335,500	118	£2,843	30/09/2022	4
12, Whimbrel Drive, Norton, Cannock, Staffordshire	WS11 9BB	D	£374,950	112	£3,347	21/12/2022	4
14, Whimbrel Drive, Norton, Cannock, Staffordshire	WS11 9BB	D	£339,950	113	£3,008	21/12/2022	4
16, Whimbrel Drive, Norton, Cannock, Staffordshire	WS11 9BB	D	£369,950	112	£3,303	21/12/2022	4
9, Whimbrel Drive, Norton, Cannock, Staffordshire	WS11 9BB	D	£414,950	144	£2,881	20/03/2023	5

18, Whimbrel Drive, Norton, Cannock, Staffordshire	WS11 9BB	D	£394,950	130	£3,038	21/12/2022	5
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Source: Land Registry and EPC data, May 2024

4.5 Our analysis shows the following

- One-bedroom properties have sold for £219,950 (£3,792 psm)
- Two-bedroom properties have sold for £244,950 (£3,550 psm)
- Three-bedroom properties have sold for £283,950 (£2,868psm) to £414,950 (£3,550psm)
- Four-bedroom properties have achieved between £294,950 (£2,756psm) and £434,950 (£3,345psm)
- Five bedroom properties have achieved between £394,950 (£3,038psm) to £414,950 (£2,881 psm).

4.6 In summary these shows

**Table 4.3 New Build Transactions Summary**

Housing Type	No. sold	Price Range	Median Price
<b>Detached</b>	17	£283,950 – £434,950	£349,950
<b>Semi-detached</b>	05	£219,950 – £294,950	£244,950

Source: Land Registry and EPC data, May 2024

## 5 Rugeley

5.1 We have reviewed Rightmove and Zoopla to analyse asking prices for new and second-hand properties in Rugeley.

### Rugeley – Asking Prices

5.2 The table below provides a summary of the properties we have identified as being on the market.

**Table 5.1 - Asking prices for properties in Rugeley**

Property type	Property name	Floor area (sqm)	Asking price	Price per sqm	Image	Description
2 bed semi-detached	Albany Drive, Rugeley WS15		£180,000			1 bathroom
2 bed semi-detached	Angley Way, Hawksyard, Rugeley, Staffordshire WS15		£220,000			1 bathroom
2-bed detached	Armitage Road, Brereton, Rugeley WS15	69.98	£250,000	£3572		2-bathroom, Master Bed with Ensuite, rear garage
3-bed semi-detached	Main Road, Brereton, Rugeley WS15	92.00	£245,000	£2663		1-bathroom, garage & parking space
3-bedroom semi detached	Lodge Road, Brereton, Rugeley WS15	76.20	£255,000	£3346		1-bathroom, rear garden
3-bedroom semi-detached townhouse	Morecroft Way, Acresford Park, Handsacre, Rugeley		£299,995			1 bathroom

3-bedroom detached	Crabtree Avenue, Rugeley WS15		£270,000			2-bathroom, master bed with En-suite, Garage
3-bedroom detached	Durham Drive, Rugeley WS15		£240,000			1-bathroom, Garage

Source: Rightmove & Zoopla, May 2024

5.3 Our analysis shows the following

- Two-bedroom properties are currently on the market for between £180,000 and £250,000.
- Three-bedroom properties are currently on the market for between £240,000 and £299,995.

## Rugeley Sold Prices

As part of our analysis, we have reviewed all new build detached and semi-detached residential transactions in Rugeley as defined by the postcode WS15 1. Our search identified a total of three transactions within the past 3 years and these are all detached properties. A summary of transactions can be seen in the table below:

**Table 5.2 New Build Transactions**

Address	Postcode	Property Type	New Build	Price Paid	Floor Area	£psm	Deed Date	Bed
6, Hyden Close, Rugeley, Lichfield, Staffordshire	WS15 4FJ	D	Y	£356,000	113	£3,150.44	30/11/2022	4
10, Rugeley, Lichfield, Staffordshire	WS15 4FJ	D	Y	£355,000	113	£3,141.59	24/11/2022	4
8, Hyden Close, Rugeley, Lichfield, Staffordshire	WS15 4FJ	D	Y	£410,300	149	£2,753.69	10/11/2022	5

Source: Land Registry and EPC data, May 2024

**Table 5.3 New Build Transactions Summary**

Housing Type	No. sold	Price Range	Median Price
<b>Detached</b>	3	£355,000 – £410,300	£356,000

Source: Land Registry and EPC data, May 2024

## 6 Residential Value Assumptions

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- 6.1 We have reviewed the current residential market across the Cannock Chase District in order to re-assess our residential market value assumptions set out in our earlier residential market paper (dated January 2022).
- 6.2 The purpose of this report is to review our residential value assumptions and to ensure that we present robust, evidenced based analysis of the residential market across the District.
- 6.3 Our value assumptions are shown below in Table 6.1 and **Error! Reference source not found..** These take into account our detailed market research which was undertaken (January 2022) and our updated market research (May 2024).
- 6.4 Our previous market research indicated that there is not huge variation in prices geographically across the District, but subtle differences in the type of development and sales prices.
- Norton Canes was shown to be the slightly higher value area and our assumptions reflect this on an absolute and price per square metre basis.
  - We have assumed these prices would be achieved in Heath Hayes where there has been a lack of new-build data, but that second-hand data indicated it was a higher value area.
  - Our assumptions for Hednesford are just below Norton Canes and this was driven by a greater variation in sales prices achieved in this location.
  - This is followed by Rugeley which has seen higher values per square metre than Hednesford.
  - Our assumptions put Cannock as the lowest value area in response to the data.
- 6.5 Our market research suggests that values have increased since our last assessment. The HPI graph at Figure 1.1 shows that values, have risen by 13% since our initial study in July 2021. Below we set out the updated values based on our research.

**Table 6.1 - Market Value Assumptions**

Type	Size (sqm)	Cannock (incl. Bridgtown)	% Increase from Jan 2022	Hednesford	% Increase from Jan 2022	Norton Canes / Heath Hayes	% Increase from Jan 2022	Rugeley	% Increase from Jan 2022
<b>1-Bed Flat</b>	50	£120,000 (£2,400)	9.09%	£125,000 (£2,500)	0.00%	£135,000 (£2,700)	3.85%	£135,000 (£2,700)	8.00%
<b>2-Bed Flat</b>	70	£165,000 (£2,357)	6.45%	£175,000 (£2,500)	2.94%	£200,000 (£2,857)	8.11%	£185,000 (£2,643)	0.00%
<b>1-Bed House</b>	58	£140,000 (£2,414)	12.00%	£147,500 (£2,543)	1.72%	£160,000 (£2,758)	6.67%	£145,000 (£2,500)	0.00%
<b>2-Bed House</b>	79	£230,000 (£2,911)	9.52%	£250,000 (£3,164)	6.38%	£260,000 (£3,291)	4.00%	£260,000 (£3,291)	10.64%
<b>3-Bed House</b>	93	£295,000 (£3,172)	20.41%	£305,000 (£3,279)	12.96%	£315,000 (£3,387)	8.62%	£305,000 (£3,280)	8.93%
<b>4-Bed+ House</b>	115	£350,000 (£3,043)	27.27%	£430,000 (£3,739)	26.47%	£450,000 (£3,913)	28.57%	£420,000 (£3,652)	21.74%

Source: AspinallVerdi, August 2024



## 7 Specialist Accommodation for Older People

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- 7.1 This section of the report focuses on the specialist accommodation for older people. We set out a summary of our understanding of the various types of housing for older people and our rationale for the value assumptions made in our financial appraisals.

### Specialist Accommodation for Older People Defined

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- 7.2 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>1</sup>*

- 7.3 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 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

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<sup>1</sup> MHCLG, 26 June 2019, Paragraph: 002 Reference ID: 63-002-20190626

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.

7.4 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>2</sup>

7.5 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.

## National Market Overview

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7.6 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.

7.7 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.

7.8 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 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.

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<sup>2</sup> Ibid, Paragraph: 010 Reference ID: 63-015-20190626

- 7.9 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.
- 7.10 BNP Paribas Real Estate 2022 note that, there is a severe undersupply of Housing with Care communities in the UK. This article 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.
- 7.11 According to Knight Frank's annual Senior Housing, Development Update (Summer 2023) notes that the seniors housing market had its strongest year since 2018 in terms of new delivery, led by a further expansion of the IRC (Integrated retirement community) market. More than 8,000 new seniors housing units were built in 2022 across 145 schemes, a 6.4% increase on the previous year's delivery. IRC schemes are now the dominant form of new delivery and accounted for 58% of new seniors housing units built in 2022, up from 49% in 2021 and 40% in 2020. More IRC homes were completed in 2022 than at any point since 2016.
- 7.12 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.

## Specialist Accommodation Asking Prices – New Build

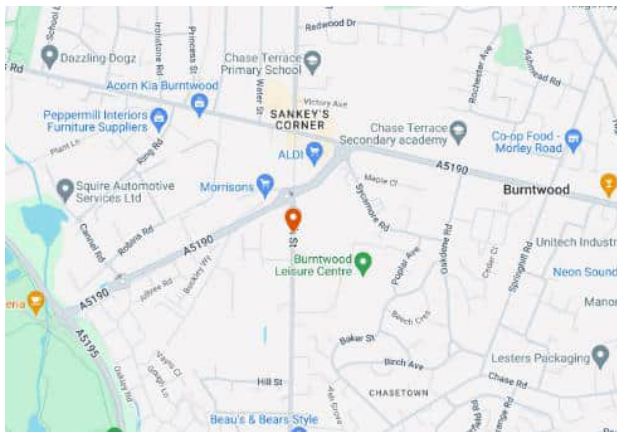
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- 7.13 We have reviewed Rightmove Zoopla and developer websites (i.e. McCarthy and Stone, Churchill Retirement Living) for new-build retirement developments advertised for sale and found no evidence of any on-going or future retirement developments within the district.
- 7.14 Due to the lack of evidence inside the district, we have expanded our search to include neighbouring authorities and have discovered the following McCarthy and Stone developments:
- Burntwood– Chasetown, Burntwood
  - Stowe Place – Lichfield
  - Thorneycroft – Tettenhall
- 7.15 Details of these schemes is provided below.

## Burntwood

- 7.16 McCarthy Stone have listed an upcoming development located in Burntwood Staffordshire, WS7 3XA. The development offers a range of 1- and 2-bedroom apartment, exclusively for those over 60.
- 7.17 Of those on the market at this development, the 1-bedroom apartments are being advertised at £182,000 and the 2-bedroom apartments for £246,000.

**Figure 7.1 - Burntwood High Street - Location Plan**

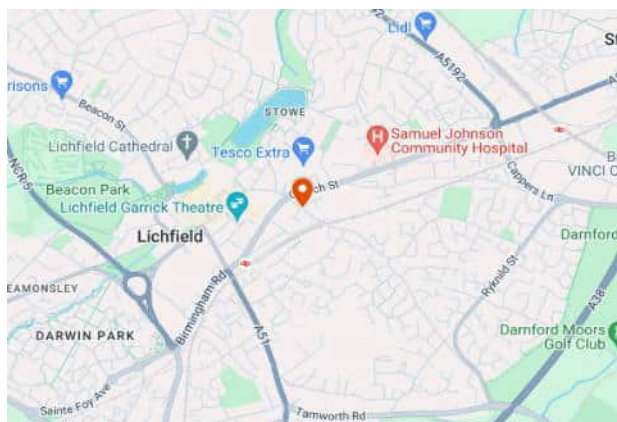


Source: Google Maps, July 2024

## Stowe Place

- 7.18 Stowe Place is a development outside of the Cannock Chase District in Lichfield, Staffordshire, WS13 6JE. The development offers a range of 1 and 2 bed apartments exclusively for those aged 70 plus. At this development the 1 bed apartments are on the market for £274,995 and the 2 beds for £399,995.

**Figure 7.2 - Stowe Place - Location Plan**



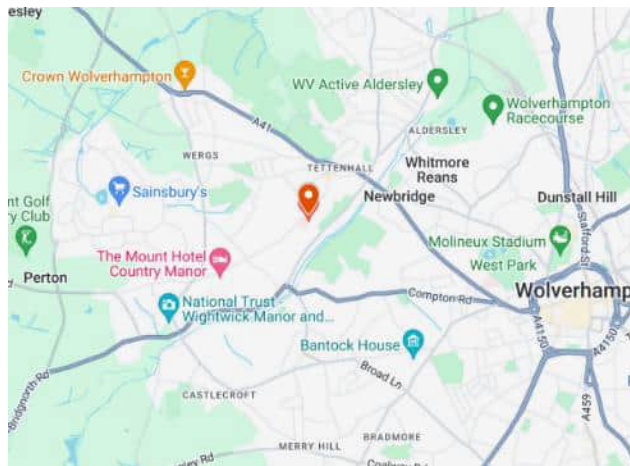
Source: Google Maps, July 2024

## Thorneycroft

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- 7.19 Thorneycroft is a development of 29 1-bedroom apartments and 28 2-bedroom apartments, exclusively for over 70s.
- 7.20 At this development, the 1-bedroom apartments are on the market for £214,995 and the 2-bedroom apartments for £325,000.

**Figure 7.3 - Thorneycroft - Location Plan**



Source: Google Maps, July 2024

## Specialist Accommodation for Older people Value Assumptions

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- 7.21 As there is a lack of market evidence for the Cannock Chase area, we have taken an approach advocated by The Retirement Housing Group<sup>3</sup> who 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.

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<sup>3</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

**Figure 7.4 - Sheltered Housing and ECH Sales Values**

Typology	Assumption
<b>Sheltered housing unit prices</b>	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** • 25% premium to sheltered housing

Source: Retirement Housing Group (2013)<sup>3</sup>

- 7.22 In our search we found a lack of market data for flats, because of this we have explored the second approach shown in the table above, where there is no comparable data available. In order to establish the average price of a 3-bed semi-detached property in Cannock, we have looked at both Rightmove and Zoopla for Cannock. The average prices of a semi-detached property sold in the district over the last 12 months has been £209,848 according to Rightmove, and £199,821 in Zoopla. The average asking price for a new build 3-bed semi-detached on Rightmove is £285,000. According to Retirement Housing Group (2013), In high-value areas: Sheltered housing unit prices are 10-15% higher than private market 1- or 2-bedroom flats. In low-value areas (where no comparable apartment schemes exist): 1-bedroom sheltered housing unit is priced at 75% of a 3-bedroom semi-detached house and 2-bedroom sheltered housing unit is priced at 100% of a 3-bedroom semi-detached house.
- 7.23 By using this approach, it would indicate that that a 1-bed would be valued at around £213,750 (£4,275) sqm) and a 2-bed would be £285,000 (£4,071). These reflect a balance between a premium over new-build flats and are around the average price of a 3-bed semi-detached property (or 25% discount for 1-beds).
- 7.24 As we do not have sizes of the apartments currently listed by McCarthy & Stone we are making assumptions based on the minimum space standard for new homes (2024 update), in which a 1-bed apartment is 50sqm and a 2-bed apartment is 70sqm.

## Specialist Accommodation Summary

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- 7.25 By analysing the values found in the previous section, we have adopted the following values for retirement living and extra care properties in Table 7.1 below.
- 7.26 Evidence from the Retirement Housing Group<sup>4</sup> recommends that extra-care properties achieve a 25% premium over the average retirement living properties.

**Table 7.1 - Retirement Housing Value Assumptions**

No. of Beds	Unit Price	Floor Area (sqm)	Price Per sqm
<b>Retirement Living</b>			
1 Bed Apartment	£213,750	50	£4,275
2 Bed Apartment	£285,000	70	£4,071
<b>Extra Care Housing</b>			
1 Bed Apartment	£267,188	50	£5,344
2 Bed - Apartment	£338,438	70	£4,843

Source: AspinallVerdi, July 2024 and Retirement Housing Group, 2013.

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<sup>4</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

## Appendix 4 – Residential Appraisals

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## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivy for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240628	v0.1	GT setup appraisals A-E - Cannock (inc Bridgtown)
240903	V0.1	Issued the final version to client

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Appraisal Ref: **A** (see Typologies Matrix)  
 Scheme Typology: **Scheme A**  
 Site Typology: **Cannock (inc Greenfield/Brownfield): Brownfield**  
 Notes: No Units: **10**  
 Location / Value Zone: **Cannock (inc Greenfield/Brownfield): Brownfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		10 Units							
AH Policy requirement (% Target)		20%							
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%							
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		58.84 £ 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	17.5%	1.4	20.0%	0.4	18%	1.8			
3 bed House	40.0%	3.2	30.0%	0.6	38%	3.8			
4 bed House	15.0%	1.2	10.0%	0.2	14%	1.4			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	0.8	20.0%	0.4	12%	1.2			
2 bed Flat	17.5%	1.4	20.0%	0.4	18%	1.8			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	8.0	100.0%	2.0	100%	10.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	111	1,190	32	340	142		1,531		
3 bed House	298	3,203	56	601	353		3,804		
4 bed House	138	1,485	23	248	161		1,733		
5 bed House	0	0	0	0	0		0		
1 bed Flat	47	507	24	253	71		760		
2 bed Flat	115	1,241	33	355	148		1,596		
3 bed Flat	0	0	0	0	0		0		
	709	7,627	167	1,796	875		9,423		
AH % by floor area:		19.06% 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	140,000	2,414	224	0					
2 bed House	230,000	2,911	270	414,000					
3 bed House	295,000	3,172	295	1,121,000					
4 bed House	350,000	3,043	283	490,000					
5 bed House	0	0	0	0					
1 bed Flat	120,000	2,400	223	144,000					
2 bed Flat	165,000	2,357	219	297,000					
3 bed Flat	0	0	0	0					
				2,466,000					
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%	
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%	
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%	
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%	
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
					* capped @£250K				

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme A** No Units: **10**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	1.4	@	230,000	322,000
3 bed House	3.2	@	295,000	944,000
4 bed House	1.2	@	350,000	420,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	120,000	96,000
2 bed Flat	1.4	@	165,000	231,000
3 bed Flat	0.0	@	0	-
	8.0			2,013,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.1	@	161,000	16,100
3 bed House	0.2	@	206,500	30,975
4 bed House	0.1	@	245,000	12,250
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	84,000	8,400
2 bed Flat	0.1	@	115,500	11,550
3 bed Flat	0.0	@	0	-
	0.5			79,275
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	0.1	@	126,500	17,710
3 bed House	0.2	@	162,250	34,073
4 bed House	0.1	@	192,500	13,475
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	66,000	9,240
2 bed Flat	0.1	@	90,750	12,705
3 bed Flat	0.0	@	0	-
	0.7			87,203
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.1	@	161,000	16,100
3 bed House	0.2	@	206,500	30,975
4 bed House	0.1	@	245,000	12,250
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	84,000	8,400
2 bed Flat	0.1	@	115,500	11,550
3 bed Flat	0.0	@	0	-
	0.5			79,275
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	0.1	@	149,500	8,970
3 bed House	0.1	@	191,750	17,258
4 bed House	0.0	@	227,500	6,825
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	78,000	4,680
2 bed Flat	0.1	@	107,250	6,435
3 bed Flat	0.0	@	0	-
	0.3	2.0		44,168
<b>Sub-total GDV Residential</b>	<b>10</b>			<b>2,302,920</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>163,080</b>
			186 £ psm (total GIA sqm)	16,308 £ per unit (total units)
<b>Grant</b>	2	AH units @	0 per unit	-
<b>Total GDV</b>				<b>2,302,920</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme A** No Units: **10**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

DEVELOPMENT COSTS										
<b>Initial Payments -</b>										
Statutory Planning Fees (Residential) (4,620)										
Planning Application Professional Fees, Surveys and reports (10,000)										
CIL (Mrkt only + garages) 731 sqm 58.84 £ psm (42,983)										
<b>CIL analysis:</b> 1.87% % of GDV 4,298 £ 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			10 units @				0	per unit	-
	Sub-total									-
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)										
AH Commuted Sum				875 sqm (total)				0	£ psm	-
<b>Comm. Sum analysis:</b> 0.00% % of GDV										
<b>Construction Costs -</b>										
Site Clearance, Demolition & Remediation 0.29 ha @ 50,000 £ per ha (if brownfield) (14,286)										
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			10 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 @				1,531	psm	-
2 bed House				142 sqm @				1,531	psm	(217,708)
3 bed House				353 sqm @				1,531	psm	(541,055)
4 bed House				161 sqm @				1,531	psm	(246,491)
5 bed House				- sqm @				1,531	psm	-
1 bed Flat				71 sqm @				1,681	psm	(118,659)
2 bed Flat				148 sqm @				1,681	psm	(249,184)
3 bed Flat				- sqm @				1,681	psm	-
			875							-
Garages for 3B House (Mrkt only)	3		10%	units @				18 sqm @	640 psm	(3,686)
Garages for 4B House (Mrkt only)	1		75%	units @				18 sqm @	640 psm	(10,368)
Garages for 5B House (Mrkt only)	-		120%	units @				18 sqm @	640 psm	-
				22						-
External works 1,387,151 @ 15.0% (208,073)										
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)										
Policy Costs on design -										
Net Biodiversity costs 10 units @ 268 £ per unit (2,680)										
M4(2) Category 2 Housing	tenure weighted u			10 units @	94.0%	@		521	£ per unit	(4,897)
M4(3) (10%AH 5%OMS)	tenure weighted u			10 units @	6.0%	@		10,111	£ per unit	(6,067)
Net Zero Cost (2025 FHS Part L)				10 units @				4,500	£ per unit	(45,000)
SAC				10 units @				291	£ per unit	(2,906)
EV Charging Points - Houses				7 units @				1,000	£ per unit	(7,000)
EV Charging Points - Flats				3 units @			4 flats per charger	10,000	£ per 4 units	(7,500)
Water Efficiency (Climate change policy)				10 units @				10	£ per unit	(100)
	Sub-total									(76,150)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)										
Contingency (on construction)				1,685,660 @				5.0%		(84,283)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme A** No Units: **10**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

<b>Professional Fees</b>	1,685,660 @	6.5%		(109,568)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,013,000 OMS @	3.00%	6,039 £ per unit	(60,390)
Residential Sales Agent Costs	2,013,000 OMS @	1.00%	2,013 £ per unit	(20,130)
Residential Sales Legal Costs	2,013,000 OMS @	0.25%	503 £ per unit	(5,033)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>7,555 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(73,245)
<b>Developers Profit -</b>				
Profit on OMS	2,013,000	20.00%		(402,600)
Margin on AH	289,920	6.00% on AH values		(17,395)
<b>Profit analysis:</b>	<b>2,302,920</b>	<b>18.24% blended GDV</b>	<b>(419,995)</b>	
	<b>2,085,911</b>	<b>20.13% on costs</b>	<b>(419,995)</b>	
<b>TOTAL COSTS</b>				<b>(2,505,907)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(202,987)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(202,987)</b>
<b>RLV analysis:</b>	<b>(20,299) £ per plot</b>	<b>(710,453) £ per ha (net)</b>	<b>(287,517) £ per acre (net)</b>	
		<b>(674,931) £ per ha (gross)</b>	<b>(273,141) £ per acre (gross)</b>	
			<b>-8.81% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	0.29 ha (net)		0.71 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	0.30 ha (gross)		0.74 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	253,000 £ per acre (net)	<b>178,618</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(1,335,616) £ per ha (net)</b>	<b>(540,517) £ per acre (net)</b>	<b>(381,605)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme A** No Units: **10**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%							
Balance (RLV - BLV £ per acre (n))		(540,517)	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00		(363,043)	(391,308)	(419,573)	(447,837)	(476,102)	(504,367)	(532,644)
	10.00		(376,727)	(404,308)	(431,888)	(459,469)	(487,050)	(514,630)	(542,277)
	20.00		(390,411)	(417,308)	(444,204)	(471,101)	(497,997)	(524,893)	(551,910)
	30.00		(404,096)	(430,308)	(456,520)	(482,732)	(508,944)	(535,156)	(561,544)
	40.00		(417,780)	(443,308)	(468,836)	(494,364)	(519,892)	(545,442)	(571,177)
	50.00		(431,464)	(456,308)	(481,152)	(505,995)	(530,839)	(555,763)	(580,810)
	60.00		(445,148)	(469,308)	(493,467)	(517,627)	(541,786)	(566,084)	(590,443)
	70.00		(458,832)	(482,308)	(505,783)	(529,258)	(552,735)	(576,406)	(600,076)
	80.00		(472,517)	(495,308)	(518,099)	(540,890)	(563,745)	(586,727)	(609,709)
	90.00		(486,201)	(508,308)	(530,415)	(552,522)	(574,754)	(597,048)	(619,342)
	100.00		(499,885)	(521,308)	(542,730)	(564,157)	(585,763)	(607,369)	(628,975)
	110.00		(513,569)	(534,308)	(555,046)	(575,854)	(596,772)	(617,690)	(638,608)
	120.00		(527,254)	(547,308)	(567,362)	(587,552)	(607,782)	(628,012)	(648,242)
	130.00		(540,938)	(560,308)	(579,707)	(599,249)	(618,791)	(638,333)	(657,875)
	140.00		(554,622)	(573,308)	(592,093)	(610,946)	(629,800)	(648,654)	(667,508)
	150.00		(568,306)	(586,312)	(604,478)	(622,644)	(640,809)	(658,975)	(677,141)
	160.00		(581,990)	(599,386)	(616,863)	(634,341)	(651,819)	(669,296)	(686,774)
	170.00		(595,675)	(612,459)	(629,249)	(646,038)	(662,828)	(679,618)	(696,407)
	180.00		(609,359)	(625,533)	(641,634)	(657,736)	(673,837)	(689,939)	(706,400)
	190.00		(623,043)	(638,606)	(654,020)	(669,433)	(684,846)	(700,260)	(715,673)
200.00		(636,727)	(651,680)	(666,405)	(681,130)	(695,856)	(710,581)	(725,306)	
210.00		(650,411)	(664,753)	(678,790)	(692,828)	(706,865)	(720,902)	(734,939)	
220.00		(664,096)	(677,827)	(691,176)	(704,525)	(717,874)	(731,223)	(744,573)	
230.00		(677,780)	(690,900)	(703,561)	(716,222)	(728,884)	(741,545)	(754,206)	
240.00		(691,464)	(703,974)	(715,947)	(727,920)	(739,893)	(751,866)	(763,839)	
250.00		(705,148)	(717,047)	(728,332)	(739,617)	(750,902)	(762,187)	(773,472)	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(540,517)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000		(458,547)	(482,786)	(507,025)	(531,263)	(555,502)	(579,958)	(604,396)
	2,000		(473,533)	(497,772)	(522,010)	(546,249)	(570,590)	(595,028)	(619,467)
	3,000		(488,518)	(512,757)	(536,996)	(561,235)	(585,661)	(610,099)	(634,537)
	4,000		(503,504)	(527,743)	(551,982)	(576,293)	(600,731)	(625,170)	(649,608)
	5,000		(518,490)	(542,729)	(566,968)	(591,364)	(615,802)	(640,240)	(664,678)
	6,000		(533,476)	(557,715)	(581,996)	(606,434)	(630,873)	(655,311)	(679,749)
	7,000		(548,462)	(572,701)	(597,067)	(621,505)	(645,943)	(670,381)	(694,820)
	8,000		(563,448)	(587,699)	(612,137)	(636,575)	(661,014)	(685,452)	(709,890)
	9,000		(578,434)	(602,770)	(627,208)	(651,646)	(676,084)	(700,523)	(724,961)
	10,000		(593,420)	(617,840)	(642,278)	(666,717)	(691,155)	(715,593)	(740,031)
	11,000		(608,406)	(632,911)	(657,349)	(681,787)	(706,225)	(730,664)	(755,102)
	12,000		(623,392)	(647,981)	(672,420)	(696,858)	(721,296)	(745,734)	(770,173)
	13,000		(638,378)	(663,052)	(687,490)	(711,928)	(736,367)	(760,805)	(785,243)
	14,000		(653,364)	(678,123)	(702,561)	(726,999)	(751,437)	(775,876)	(800,579)
	15,000		(668,350)	(693,193)	(717,631)	(742,070)	(766,508)	(790,946)	(816,081)

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(540,517)	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%		(265,356)	(298,505)	(331,655)	(364,804)	(397,953)	(431,234)	(464,582)
	16.0%		(300,997)	(332,364)	(363,731)	(395,098)	(426,466)	(457,964)	(489,531)
	17.0%		(336,638)	(366,223)	(395,808)	(425,393)	(454,978)	(484,695)	(514,479)
	18.0%		(372,279)	(400,082)	(427,885)	(455,688)	(483,491)	(511,426)	(539,428)
	19.0%		(407,920)	(433,941)	(459,962)	(485,983)	(512,004)	(538,156)	(564,377)
	20.0%		(443,561)	(467,800)	(492,039)	(516,278)	(540,517)	(564,887)	(589,325)

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(540,517)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	100,000		(290,561)	(314,800)	(339,039)	(363,278)	(387,517)	(411,887)	(436,325)
	150,000		(340,561)	(364,800)	(389,039)	(413,278)	(437,517)	(461,887)	(486,325)
	200,000		(390,561)	(414,800)	(439,039)	(463,278)	(487,517)	(511,887)	(536,325)
	250,000		(440,561)	(464,800)	(489,039)	(513,278)	(537,517)	(561,887)	(586,325)
	300,000		(490,561)	(514,800)	(539,039)	(563,278)	(587,517)	(611,887)	(636,325)
	350,000		(540,561)	(564,800)	(589,039)	(613,278)	(637,517)	(661,887)	(686,325)
	400,000		(590,561)	(614,800)	(639,039)	(663,278)	(687,517)	(711,887)	(736,325)
	450,000		(640,561)	(664,800)	(689,039)	(713,278)	(737,517)	(761,887)	(786,325)
	500,000		(690,561)	(714,800)	(739,039)	(763,278)	(787,517)	(811,887)	(836,325)
	550,000		(740,561)	(764,800)	(789,039)	(813,278)	(837,517)	(861,887)	(886,325)
	600,000		(790,561)	(814,800)	(839,039)	(863,278)	(887,517)	(911,887)	(936,325)
	650,000		(840,561)	(864,800)	(889,039)	(913,278)	(937,517)	(961,887)	(986,325)
	700,000		(890,561)	(914,800)	(939,039)	(963,278)	(987,517)	(1,011,887)	(1,036,325)
	750,000		(940,561)	(964,800)	(989,039)	(1,013,278)	(1,037,517)	(1,061,887)	(1,086,325)
	800,000		(990,561)	(1,014,800)	(1,039,039)	(1,063,278)	(1,087,517)	(1,111,887)	(1,136,325)
	850,000		(1,040,561)	(1,064,800)	(1,089,039)	(1,113,278)	(1,137,517)	(1,161,887)	(1,186,325)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme A** No Units: **10**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(540,517)	0	(367,943)	(392,182)	(416,421)	(440,660)	(464,899)	(489,138)	(513,377)
Net Zero (£ per unit)	2,000	4,000	(401,551)	(425,790)	(450,029)	(474,268)	(498,507)	(522,746)	(547,078)
	4,500	6,000	(435,159)	(459,398)	(483,637)	(507,876)	(532,115)	(556,354)	(580,593)
	6,000	8,000	(468,767)	(493,006)	(517,245)	(541,483)	(565,722)	(590,236)	(614,749)
	8,000	10,000	(502,375)	(526,613)	(550,852)	(575,091)	(599,330)	(623,569)	(647,808)
	10,000	12,000	(535,982)	(560,221)	(584,460)	(608,699)	(632,938)	(657,177)	(681,416)
	12,000	14,000	(569,590)	(593,829)	(618,068)	(642,307)	(666,546)	(690,785)	(715,024)
	14,000	16,000	(603,197)	(627,436)	(651,675)	(675,914)	(700,153)	(724,392)	(748,631)
	16,000	18,000	(636,805)	(661,044)	(685,283)	(709,522)	(733,761)	(758,000)	(782,239)
	18,000	20,000	(670,412)	(694,651)	(718,890)	(743,129)	(767,368)	(791,607)	(815,846)
	20,000	22,000	(704,020)	(728,259)	(752,498)	(776,737)	(800,976)	(825,215)	(849,454)
	22,000	24,000	(737,627)	(761,866)	(786,105)	(810,344)	(834,583)	(858,822)	(883,061)
	24,000	26,000	(771,235)	(795,474)	(819,713)	(843,952)	(868,191)	(892,430)	(916,669)
	26,000	28,000	(804,842)	(829,081)	(853,320)	(877,559)	(901,798)	(926,037)	(950,276)
	28,000	30,000	(838,450)	(862,689)	(886,928)	(911,167)	(935,406)	(959,645)	(983,884)
	30,000		(872,057)	(896,296)	(920,535)	(944,774)	(969,013)	(993,252)	(1,017,491)

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(540,517)	0.0%	(435,503)	(459,339)	(483,175)	(507,012)	(530,848)	(554,758)	(578,792)
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	5.0%	(439,532)	(463,368)	(487,204)	(511,040)	(534,876)	(558,810)	(582,843)
	6.0%	7.5%	(443,561)	(467,397)	(491,233)	(515,069)	(538,905)	(562,861)	(586,895)
	10.0%	12.5%	(447,590)	(471,426)	(495,262)	(519,098)	(542,934)	(566,913)	(590,946)
	15.0%	17.5%	(451,618)	(475,454)	(499,290)	(523,126)	(546,963)	(570,964)	(594,998)
	20.0%	22.5%	(455,647)	(479,483)	(503,319)	(527,155)	(550,991)	(575,016)	(599,049)
	25.0%	27.5%	(459,676)	(483,512)	(507,348)	(531,184)	(555,034)	(579,067)	(603,101)
	30.0%	32.5%	(463,705)	(487,541)	(511,377)	(535,213)	(559,086)	(583,119)	(607,152)
	35.0%	37.5%	(467,733)	(491,569)	(515,405)	(539,241)	(563,137)	(587,171)	(611,204)
			(471,762)	(495,598)	(519,434)	(543,270)	(567,189)	(591,222)	(615,255)
			(475,791)	(499,627)	(523,463)	(547,299)	(571,240)	(595,274)	(619,307)
			(479,819)	(503,656)	(527,492)	(551,328)	(575,292)	(599,325)	(623,358)
			(483,848)	(507,684)	(531,520)	(555,356)	(579,343)	(603,377)	(627,410)
			(487,877)	(511,713)	(535,549)	(559,385)	(583,395)	(607,428)	(631,461)
			(491,906)	(515,742)	(539,578)	(563,414)	(587,446)	(611,480)	(635,513)
			(495,934)	(519,770)	(543,606)	(567,465)	(591,498)	(615,531)	(639,564)

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(540,517)	70%	288,535	265,981	243,427	220,873	198,318	175,764	153,210
		75%	173,958	151,680	129,401	107,123	84,844	62,371	39,320
Build Cost (105% = 5% increase)		80%	58,718	35,959	13,201	(9,558)	(32,317)	(55,075)	(78,264)
		85%	(60,545)	(83,519)	(106,493)	(129,468)	(152,442)	(175,416)	(198,390)
		90%	(182,430)	(205,111)	(227,792)	(250,520)	(273,248)	(295,976)	(318,704)
		95%	(309,600)	(334,161)	(358,722)	(383,284)	(407,845)	(432,406)	(456,967)
		100%	(443,561)	(467,800)	(492,039)	(516,278)	(540,517)	(564,756)	(588,995)
		105%	(577,521)	(601,528)	(625,535)	(649,542)	(673,549)	(697,556)	(721,563)
		110%	(711,481)	(735,922)	(760,363)	(784,804)	(809,245)	(833,686)	(858,127)
		115%	(846,850)	(870,316)	(894,783)	(919,249)	(943,715)	(968,181)	(992,647)
		120%	(981,933)	(1,006,584)	(1,031,235)	(1,055,886)	(1,080,537)	(1,105,188)	(1,129,839)
		125%	(1,120,503)	(1,144,820)	(1,169,138)	(1,193,456)	(1,217,774)	(1,242,092)	(1,266,410)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(540,517)	80%	(1,003,322)	(1,000,523)	(997,724)	(994,924)	(992,125)	(989,326)	(986,527)
		82%	(945,755)	(945,834)	(945,913)	(945,993)	(946,072)	(946,151)	(946,230)
Market Values (105% = 5% increase)		84%	(888,188)	(891,146)	(894,103)	(897,061)	(900,018)	(902,976)	(905,933)
		86%	(831,677)	(836,666)	(842,293)	(848,129)	(853,965)	(859,800)	(865,636)
		88%	(776,108)	(783,876)	(791,644)	(799,411)	(807,179)	(814,947)	(822,715)
		90%	(720,540)	(731,086)	(741,632)	(752,178)	(762,724)	(773,270)	(783,816)
		92%	(664,971)	(678,295)	(691,620)	(704,944)	(718,269)	(731,593)	(744,918)
		94%	(609,402)	(625,505)	(641,608)	(657,711)	(673,814)	(689,917)	(706,020)
		96%	(553,833)	(572,715)	(591,596)	(610,478)	(629,359)	(648,240)	(667,122)
		98%	(498,264)	(520,257)	(541,735)	(563,214)	(584,693)	(606,172)	(627,651)
		100%	(443,561)	(467,800)	(492,039)	(516,278)	(540,517)	(564,756)	(588,995)
		102%	(388,343)	(415,343)	(442,343)	(469,343)	(496,342)	(523,342)	(550,342)
		104%	(333,126)	(362,886)	(392,647)	(422,408)	(452,168)	(481,929)	(511,690)
		106%	(277,908)	(310,429)	(342,951)	(375,473)	(407,994)	(440,516)	(473,037)
		108%	(222,690)	(257,973)	(293,255)	(328,537)	(363,820)	(399,102)	(434,385)
		110%	(174,981)	(209,636)	(244,291)	(281,002)	(319,646)	(358,290)	(396,934)
		112%	(124,737)	(161,905)	(199,073)	(236,241)	(275,472)	(314,703)	(353,934)
		114%	(74,493)	(114,173)	(153,853)	(193,533)	(233,213)	(272,893)	(312,573)
		116%	(25,000)	(66,442)	(108,634)	(150,826)	(193,018)	(235,211)	(277,403)
		118%	24,146	(19,582)	(63,414)	(108,119)	(152,823)	(197,528)	(242,232)
		120%	73,120	27,107	(19,078)	(65,412)	(112,628)	(159,845)	(207,062)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme A** No Units: **10**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(540,517)							
	5,000	(443,561)	(464,053)	(484,546)	(505,038)	(525,531)	(546,049)	(566,719)
	10,000	(443,561)	(460,307)	(477,053)	(493,799)	(510,544)	(527,290)	(544,113)
Grant (£ per unit)	15,000	(443,561)	(456,560)	(469,560)	(482,559)	(495,558)	(508,558)	(521,557)
	20,000	(443,561)	(452,814)	(462,067)	(471,320)	(480,572)	(489,825)	(499,078)
	25,000	(443,561)	(449,067)	(454,574)	(460,080)	(465,586)	(471,093)	(476,599)
	30,000	(443,561)	(445,321)	(447,081)	(448,841)	(450,600)	(452,360)	(454,120)
	35,000	(443,561)	(441,574)	(439,588)	(437,601)	(435,614)	(433,628)	(431,641)
	40,000	(443,561)	(437,828)	(432,095)	(426,361)	(420,628)	(414,895)	(409,162)
	45,000	(443,561)	(434,081)	(424,602)	(415,122)	(405,642)	(396,163)	(386,683)
	50,000	(443,561)	(430,335)	(417,109)	(403,882)	(390,656)	(377,430)	(364,204)
	55,000	(443,561)	(426,588)	(409,616)	(392,643)	(375,670)	(358,698)	(341,725)

**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



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Appraisal Ref: **B** (see Typologies Matrix)  
 Scheme Typology: **Scheme B** No Units: **20**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield): Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				20 Units				
AH Policy requirement (% Target)				20%				
Open Market Sale (OMS) housing	Open Market Sale (OMS)			80%				
AH tenure split %	Affordable Rent:			25.0%				
	Social Rent:			35.0%		60.0% % Rented		
	First Homes:			25.0%				
	Other Intermediate (LCHO/Sub-Market etc.):			15.0%		8.0% % of total (>10% First Homes PPG 023)		
				100%		100.0%		
CIL Rate (£ psm)				58.84 £ 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	17.5%	2.8	20.0%	0.8	18%	3.6		
3 bed House	40.0%	6.4	30.0%	1.2	38%	7.6		
4 bed House	15.0%	2.4	10.0%	0.4	14%	2.8		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	10.0%	1.6	20.0%	0.8	12%	2.4		
2 bed Flat	17.5%	2.8	20.0%	0.8	18%	3.6		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	16.0	100.0%	4.0	100%	20.0		
<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	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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	221	2,381	63	680	284	3,061		
3 bed House	595	6,407	112	1,201	707	7,608		
4 bed House	276	2,971	46	495	322	3,466		
5 bed House	0	0	0	0	0	0		
1 bed Flat	94	1,013	47	507	141	1,520		
2 bed Flat	231	2,482	66	709	296	3,191		
3 bed Flat	0	0	0	0	0	0		
	1,417	15,254	334	3,592	1,751	18,846		
<b>AH % by floor area:</b>			<b>19.06% 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	140,000	2,414	224				0	
2 bed House	230,000	2,911	270				828,000	
3 bed House	295,000	3,172	295				2,242,000	
4 bed House	350,000	3,043	283				980,000	
5 bed House	0	0	0				0	
1 bed Flat	120,000	2,400	223				288,000	
2 bed Flat	165,000	2,357	219				594,000	
3 bed Flat	0	0	0				0	
							4,932,000	
<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	98,000	70%	77,000	55%	98,000	70%	91,000	65%
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%
3 bed Flat	0	70%	0	55%	0	70%	0	65%
					* capped @£250K			

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme B** No Units: **20**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	2.8	@	230,000	644,000
3 bed House	6.4	@	295,000	1,888,000
4 bed House	2.4	@	350,000	840,000
5 bed House	0.0	@	0	-
1 bed Flat	1.6	@	120,000	192,000
2 bed Flat	2.8	@	165,000	462,000
3 bed Flat	0.0	@	0	-
	16.0			4,026,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.2	@	161,000	32,200
3 bed House	0.3	@	206,500	61,950
4 bed House	0.1	@	245,000	24,500
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	84,000	16,800
2 bed Flat	0.2	@	115,500	23,100
3 bed Flat	0.0	@	0	-
	1.0			158,550
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	0.3	@	126,500	35,420
3 bed House	0.4	@	162,250	68,145
4 bed House	0.1	@	192,500	26,950
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	66,000	18,480
2 bed Flat	0.3	@	90,750	25,410
3 bed Flat	0.0	@	0	-
	1.4			174,405
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.2	@	161,000	32,200
3 bed House	0.3	@	206,500	61,950
4 bed House	0.1	@	245,000	24,500
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	84,000	16,800
2 bed Flat	0.2	@	115,500	23,100
3 bed Flat	0.0	@	0	-
	1.0			158,550
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	0.1	@	149,500	17,940
3 bed House	0.2	@	191,750	34,515
4 bed House	0.1	@	227,500	13,650
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	78,000	9,360
2 bed Flat	0.1	@	107,250	12,870
3 bed Flat	0.0	@	0	-
	0.6	4.0		88,335
<b>Sub-total GDV Residential</b>				
	<b>20</b>			<b>4,605,840</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>326,160</b>
		<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>				
	4	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>4,605,840</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme B** No Units: **20**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (9,240)									
Planning Application Professional Fees, Surveys and reports (30,000)									
CIL (Mrkt only + garages) (85,967)									
CIL analysis: 1,461 sqm 58.84 £ psm 1.87% % of GDV 4,298 £ 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			20 units @		0			per unit	-
Sub-total									-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 1,751 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.57 ha @ 50,000 £ per ha (if brownfield) (28,571)									
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			20 units @		0			per unit	-
Sub-total									-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,531 psm									
2 bed House 284 sqm @ 1,531 psm (435,416)									
3 bed House 707 sqm @ 1,531 psm (1,082,111)									
4 bed House 322 sqm @ 1,531 psm (492,982)									
5 bed House - sqm @ 1,531 psm									
1 bed Flat 141 sqm @ 1,681 psm (237,318)									
2 bed Flat 296 sqm @ 1,681 psm (498,367)									
3 bed Flat 1,751 sqm @ 1,681 psm									
Garages for 3B House (Mrkt only) 6 units @ 10% 18 sqm @ 640 psm (7,373)									
Garages for 4B House (Mrkt only) 2 units @ 75% 18 sqm @ 640 psm (20,736)									
Garages for 5B House (Mrkt only) - units @ 120% 18 sqm @ 640 psm									
External works 44 units @ 2,774,303 @ 15.0% (416,145)									
Ext. Works analysis: 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 20 units @ 268 £ per unit (5,360)									
M4(2) Category 2 Housing tenure weighted 20 units @ 94.0% @ 521 £ per unit (9,795)									
M4(3) (10%AH 5%OMS) tenure weighted 20 units @ 6.0% @ 10,111 £ per unit (12,133)									
Net Zero Cost (2025 FHS Part L) 20 units @ 4,500 £ per unit (90,000)									
SAC 20 units @ 291 £ per unit (5,812)									
EV Charging Points - Houses 14 units @ 1,000 £ per unit (14,000)									
EV Charging Points - Flats 6 units @ 4 flats per charger 10,000 £ per 4 units (15,000)									
Water Efficiency (Climate change policy) 20 units @ 10 £ per unit (200)									
Sub-total (152,300)									
Policy Costs analysis: (design costs only) 7,615 £ per unit (total units)									
Contingency (on construction) 3,371,319 @ 5.0% (168,566)									

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme B** No Units: **20**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

<b>Professional Fees</b>	3,371,319 @	6.5%		(219,136)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	4,026,000 OMS @	3.00%	6,039 £ per unit	(120,780)
Residential Sales Agent Costs	4,026,000 OMS @	1.00%	2,013 £ per unit	(40,260)
Residential Sales Legal Costs	4,026,000 OMS @	0.25%	503 £ per unit	(10,065)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,055 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(89,601)
<b>Developers Profit -</b>				
Profit on OMS	4,026,000	20.00%		(805,200)
Margin on AH	579,840	6.00% on AH values		(34,790)
<b>Profit analysis:</b>	<b>4,605,840</b>	<b>18.24% blended GDV</b>	<b>(839,990)</b>	
	<b>4,134,934</b>	<b>20.31% on costs</b>	<b>(839,990)</b>	
<b>TOTAL COSTS</b>				<b>(4,974,924)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(369,084)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(369,084)</b>
<b>RLV analysis:</b>	<b>(18,454) £ per plot</b>	<b>(645,897) £ per ha (net)</b>	<b>(261,391) £ per acre (net)</b>	
		<b>(613,603) £ per ha (gross)</b>	<b>(248,322) £ per acre (gross)</b>	
			<b>-8.01% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	0.57 ha (net)		1.41 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	0.60 ha (gross)		1.49 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	253,000 £ per acre (net)	357,236
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(1,271,060) £ per ha (net)</b>	<b>(514,391) £ per acre (net)</b>	<b>(726,320)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme B** No Units: **20**  
 Site Typology: Location / Value Zone: **Cannock (inc 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.

Balance (RLV - BLV £ per acre (n))	(514,391)	0%	5%	10%	15%	20%	25%	30%
	0.00	(329,405)	(359,773)	(390,141)	(420,509)	(450,877)	(481,245)	(511,613)
	10.00	(342,898)	(372,592)	(402,285)	(431,978)	(461,671)	(491,365)	(521,058)
CIL £ psm	20.00	(356,391)	(385,410)	(414,429)	(443,447)	(472,466)	(501,484)	(530,503)
58.84	30.00	(369,884)	(398,228)	(426,572)	(454,916)	(483,260)	(511,604)	(539,948)
	40.00	(383,377)	(411,047)	(438,716)	(466,385)	(494,055)	(521,724)	(549,393)
	50.00	(396,870)	(423,865)	(450,860)	(477,854)	(504,849)	(531,844)	(558,853)
	60.00	(410,363)	(436,683)	(463,003)	(489,323)	(515,643)	(541,963)	(568,351)
	70.00	(423,856)	(449,501)	(475,147)	(500,792)	(526,438)	(552,083)	(577,850)
	80.00	(437,349)	(462,320)	(487,290)	(512,261)	(537,232)	(562,203)	(587,348)
	90.00	(450,842)	(475,138)	(499,434)	(523,730)	(548,026)	(572,340)	(596,847)
	100.00	(464,335)	(487,956)	(511,578)	(535,199)	(558,821)	(582,517)	(606,345)
	110.00	(477,828)	(500,775)	(523,721)	(546,668)	(569,615)	(592,694)	(615,844)
	120.00	(491,321)	(513,593)	(535,865)	(558,137)	(580,409)	(602,871)	(625,342)
	130.00	(504,814)	(526,411)	(548,009)	(569,606)	(591,256)	(613,048)	(634,840)
	140.00	(518,307)	(539,229)	(560,152)	(581,075)	(602,111)	(623,225)	(644,339)
	150.00	(531,800)	(552,048)	(572,296)	(592,544)	(612,966)	(633,402)	(653,837)
	160.00	(545,292)	(564,866)	(584,440)	(604,065)	(623,822)	(643,579)	(663,336)
	170.00	(558,785)	(577,684)	(596,583)	(615,599)	(634,677)	(653,756)	(672,834)
	180.00	(572,278)	(590,503)	(608,733)	(627,133)	(645,533)	(663,933)	(682,333)
	190.00	(585,771)	(603,321)	(620,945)	(638,666)	(656,388)	(674,110)	(691,831)
	200.00	(599,264)	(616,139)	(633,157)	(650,200)	(667,243)	(684,287)	(701,330)
	210.00	(612,757)	(629,005)	(645,369)	(661,734)	(678,099)	(694,464)	(710,828)
	220.00	(626,250)	(641,896)	(657,582)	(673,268)	(688,954)	(704,640)	(720,327)
	230.00	(639,743)	(654,786)	(669,794)	(684,802)	(699,810)	(714,817)	(729,825)
	240.00	(653,236)	(667,677)	(682,006)	(696,336)	(710,665)	(724,994)	(739,324)
	250.00	(666,729)	(680,568)	(694,219)	(707,870)	(721,520)	(735,171)	(748,822)

Balance (RLV - BLV £ per acre (n))	(514,391)	0%	5%	10%	15%	20%	25%	30%
	1,000	(423,574)	(449,973)	(476,371)	(502,769)	(529,168)	(555,566)	(582,109)
	2,000	(438,351)	(464,749)	(491,147)	(517,546)	(543,944)	(570,349)	(596,969)
Site Specific S106	3,000	(453,127)	(479,525)	(505,924)	(532,322)	(558,720)	(585,209)	(611,829)
-	4,000	(467,903)	(494,302)	(520,700)	(547,098)	(573,497)	(600,069)	(626,689)
	5,000	(482,680)	(509,078)	(535,477)	(561,875)	(588,309)	(614,929)	(641,549)
	6,000	(497,456)	(523,855)	(550,253)	(576,651)	(603,168)	(629,789)	(656,409)
	7,000	(512,233)	(538,631)	(565,029)	(591,428)	(618,028)	(644,649)	(671,269)
	8,000	(527,009)	(553,407)	(579,806)	(606,268)	(632,888)	(659,509)	(686,129)
	9,000	(541,786)	(568,184)	(594,582)	(621,128)	(647,748)	(674,369)	(700,989)
	10,000	(556,562)	(582,960)	(609,368)	(635,988)	(662,608)	(689,229)	(715,849)
	11,000	(571,338)	(597,737)	(624,228)	(650,848)	(677,468)	(704,089)	(730,709)
	12,000	(586,115)	(612,513)	(639,088)	(665,708)	(692,328)	(718,949)	(745,569)
	13,000	(600,891)	(627,327)	(653,948)	(680,568)	(707,188)	(733,808)	(760,429)
	14,000	(615,668)	(642,187)	(668,808)	(695,428)	(722,048)	(748,668)	(775,289)
	15,000	(630,444)	(657,047)	(683,667)	(710,288)	(736,908)	(763,528)	(790,176)

Balance (RLV - BLV £ per acre (n))	(514,391)	0%	5%	10%	15%	20%	25%	30%
	15.0%	(232,498)	(265,902)	(301,210)	(336,519)	(371,827)	(407,136)	(442,506)
	16.0%	(266,234)	(299,761)	(333,287)	(366,814)	(400,340)	(433,867)	(467,455)
Profit	17.0%	(301,875)	(333,620)	(365,364)	(397,108)	(428,853)	(460,597)	(492,403)
20.0%	18.0%	(337,516)	(367,478)	(397,441)	(427,403)	(457,366)	(487,328)	(517,352)
	19.0%	(373,157)	(401,337)	(429,518)	(457,698)	(485,878)	(514,059)	(542,301)
	20.0%	(408,798)	(435,196)	(461,594)	(487,993)	(514,391)	(540,789)	(567,249)

Balance (RLV - BLV £ per acre (n))	(514,391)	0%	5%	10%	15%	20%	25%	30%
	100,000	(255,798)	(282,196)	(308,594)	(334,993)	(361,391)	(387,789)	(414,249)
	150,000	(305,798)	(332,196)	(358,594)	(384,993)	(411,391)	(437,789)	(464,249)
BLV (£ per acre)	200,000	(355,798)	(382,196)	(408,594)	(434,993)	(461,391)	(487,789)	(514,249)
253,000	250,000	(405,798)	(432,196)	(458,594)	(484,993)	(511,391)	(537,789)	(564,249)
	300,000	(455,798)	(482,196)	(508,594)	(534,993)	(561,391)	(587,789)	(614,249)
	350,000	(505,798)	(532,196)	(558,594)	(584,993)	(611,391)	(637,789)	(664,249)
	400,000	(555,798)	(582,196)	(608,594)	(634,993)	(661,391)	(687,789)	(714,249)
	450,000	(605,798)	(632,196)	(658,594)	(684,993)	(711,391)	(737,789)	(764,249)
	500,000	(655,798)	(682,196)	(708,594)	(734,993)	(761,391)	(787,789)	(814,249)
	550,000	(705,798)	(732,196)	(758,594)	(784,993)	(811,391)	(837,789)	(864,249)
	600,000	(755,798)	(782,196)	(808,594)	(834,993)	(861,391)	(887,789)	(914,249)
	650,000	(805,798)	(832,196)	(858,594)	(884,993)	(911,391)	(937,789)	(964,249)
	700,000	(855,798)	(882,196)	(908,594)	(934,993)	(961,391)	(987,789)	(1,014,249)
	750,000	(905,798)	(932,196)	(958,594)	(984,993)	(1,011,391)	(1,037,789)	(1,064,249)
	800,000	(955,798)	(982,196)	(1,008,594)	(1,034,993)	(1,061,391)	(1,087,789)	(1,114,249)
	850,000	(1,005,798)	(1,032,196)	(1,058,594)	(1,084,993)	(1,111,391)	(1,137,789)	(1,164,249)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme B** No Units: **20**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(514,391)	0	(334,236)	(360,634)	(387,033)	(413,431)	(439,829)	(466,228)	(492,626)
Net Zero (£ per unit)	2,000	(367,375)	(393,773)	(420,171)	(446,570)	(472,968)	(499,366)	(525,765)	(552,163)
4,500	4,000	(400,513)	(426,912)	(453,310)	(479,708)	(506,106)	(532,505)	(558,918)	(585,326)
	6,000	(433,652)	(460,050)	(486,448)	(512,847)	(539,245)	(565,643)	(592,041)	(618,439)
	8,000	(466,790)	(493,189)	(519,587)	(545,985)	(572,384)	(598,782)	(625,180)	(651,578)
	10,000	(499,929)	(526,327)	(552,726)	(579,124)	(605,522)	(631,920)	(658,318)	(684,716)
	12,000	(533,068)	(559,466)	(585,864)	(612,262)	(638,660)	(665,058)	(691,456)	(717,854)
	14,000	(566,206)	(592,604)	(619,002)	(645,400)	(671,798)	(698,196)	(724,594)	(750,992)
	16,000	(599,345)	(625,743)	(652,141)	(678,539)	(704,937)	(731,335)	(757,733)	(784,131)
	18,000	(632,483)	(658,881)	(685,279)	(711,677)	(738,075)	(764,473)	(790,871)	(817,269)
	20,000	(665,621)	(692,019)	(718,417)	(744,815)	(771,213)	(797,611)	(824,009)	(850,407)
	22,000	(698,760)	(725,158)	(751,556)	(777,954)	(804,352)	(830,750)	(857,148)	(883,546)
	24,000	(731,898)	(758,296)	(784,694)	(811,092)	(837,490)	(863,888)	(890,286)	(916,684)
	26,000	(765,037)	(791,435)	(817,833)	(844,231)	(870,629)	(897,027)	(923,425)	(949,823)
	28,000	(798,175)	(824,573)	(850,971)	(877,369)	(903,767)	(930,165)	(956,563)	(982,961)
	30,000	(831,314)	(857,712)	(884,110)	(910,508)	(936,906)	(963,304)	(989,702)	(1,016,100)

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(514,391)	0.0%	(400,853)	(426,854)	(452,855)	(478,856)	(504,857)	(530,858)	(556,859)
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	(404,825)	(430,826)	(456,827)	(482,828)	(508,829)	(534,830)	(560,831)	(586,832)
6.0%	5.0%	(408,798)	(434,799)	(460,800)	(486,801)	(512,802)	(538,803)	(564,804)	(590,805)
	7.5%	(412,770)	(438,771)	(464,772)	(490,773)	(516,774)	(542,775)	(568,776)	(594,777)
	10.0%	(416,743)	(442,744)	(468,745)	(494,746)	(520,747)	(546,748)	(572,749)	(598,750)
	12.5%	(420,715)	(446,716)	(472,717)	(498,718)	(524,719)	(550,720)	(576,721)	(602,722)
	15.0%	(424,688)	(450,689)	(476,690)	(502,691)	(528,692)	(554,693)	(580,694)	(606,695)
	17.5%	(428,660)	(454,661)	(480,662)	(506,663)	(532,664)	(558,665)	(584,666)	(610,667)
	20.0%	(432,633)	(458,634)	(484,635)	(510,636)	(536,637)	(562,638)	(588,639)	(614,640)
	22.5%	(436,605)	(462,606)	(488,607)	(514,608)	(540,609)	(566,610)	(592,611)	(618,612)
	25.0%	(440,578)	(466,579)	(492,580)	(518,581)	(544,582)	(570,583)	(596,584)	(622,585)
	27.5%	(444,550)	(470,551)	(496,552)	(522,553)	(548,554)	(574,555)	(600,556)	(626,557)
	30.0%	(448,523)	(474,524)	(500,525)	(526,526)	(552,527)	(578,528)	(604,529)	(630,530)
	32.5%	(452,495)	(478,496)	(504,497)	(530,498)	(556,499)	(582,500)	(608,501)	(634,502)
	35.0%	(456,468)	(482,469)	(508,470)	(534,471)	(560,472)	(586,473)	(612,474)	(638,475)
	37.5%	(460,440)	(486,441)	(512,442)	(538,443)	(564,444)	(590,445)	(616,446)	(642,447)

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(514,391)	70%	300,323	275,991	251,619	227,237	202,855	178,473	154,090
		75%	187,346	163,286	139,225	115,164	91,103	67,043	42,982
Build Cost (105% = 5% increase)		80%	74,369	50,580	26,791	3,002	(20,787)	(44,576)	(68,365)
		85%	(38,915)	(62,461)	(86,007)	(110,148)	(134,511)	(158,943)	(183,850)
		90%	(154,615)	(179,207)	(203,826)	(228,444)	(253,062)	(277,680)	(302,298)
		95%	(276,795)	(303,424)	(330,140)	(356,856)	(383,572)	(410,288)	(437,004)
		100%	(408,798)	(435,196)	(461,594)	(487,993)	(514,391)	(540,789)	(567,249)
		105%	(540,888)	(566,969)	(593,049)	(619,267)	(645,568)	(671,869)	(698,170)
		110%	(673,202)	(699,183)	(725,165)	(751,146)	(777,127)	(803,109)	(829,090)
		115%	(806,039)	(831,701)	(857,363)	(883,164)	(909,116)	(935,279)	(961,843)
		120%	(938,876)	(965,104)	(991,337)	(1,017,570)	(1,043,802)	(1,070,035)	(1,096,268)
		125%	(1,075,279)	(1,102,182)	(1,129,084)	(1,155,986)	(1,182,888)	(1,209,790)	(1,236,693)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(514,391)	80%	(970,028)	(969,493)	(968,958)	(968,423)	(967,888)	(967,353)	(966,819)
		82%	(911,849)	(914,223)	(916,597)	(918,971)	(921,345)	(923,719)	(926,094)
Market Values (105% = 5% increase)		84%	(853,712)	(858,953)	(864,236)	(869,519)	(874,802)	(880,085)	(885,368)
		86%	(797,902)	(805,004)	(812,105)	(820,067)	(828,259)	(836,451)	(844,643)
		88%	(742,134)	(752,024)	(761,914)	(771,804)	(781,744)	(791,817)	(801,918)
		90%	(686,367)	(699,045)	(711,723)	(724,402)	(737,080)	(749,758)	(762,437)
		92%	(630,599)	(646,065)	(661,532)	(676,999)	(692,466)	(707,932)	(723,399)
		94%	(575,032)	(593,119)	(611,341)	(629,596)	(647,851)	(666,107)	(684,362)
		96%	(519,621)	(540,478)	(561,335)	(582,194)	(603,237)	(624,281)	(645,324)
		98%	(464,209)	(487,837)	(511,465)	(535,093)	(558,720)	(582,348)	(605,976)
		100%	(408,798)	(435,196)	(461,594)	(487,993)	(514,391)	(540,789)	(567,249)
		102%	(353,386)	(382,555)	(411,724)	(440,893)	(470,062)	(499,231)	(528,400)
		104%	(297,975)	(329,914)	(361,854)	(393,793)	(425,733)	(457,672)	(489,612)
		106%	(243,718)	(277,394)	(311,070)	(344,746)	(381,404)	(416,114)	(450,824)
		108%	(193,306)	(227,428)	(262,345)	(299,638)	(337,074)	(374,555)	(412,036)
		110%	(143,175)	(179,537)	(216,180)	(252,823)	(292,854)	(332,996)	(373,248)
		112%	(93,865)	(132,173)	(170,809)	(209,973)	(249,137)	(291,580)	(334,460)
		114%	(46,158)	(85,565)	(126,101)	(167,122)	(208,807)	(250,491)	(295,815)
		116%	1,499	(40,290)	(82,080)	(124,961)	(168,477)	(212,682)	(257,248)
		118%	49,157	4,984	(39,188)	(83,361)	(128,751)	(174,873)	(221,599)
		120%	96,652	50,240	3,704	(42,852)	(89,407)	(137,473)	(186,310)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme B** No Units: **20**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(514,391)							
	5,000	(408,798)	(431,502)	(454,206)	(476,910)	(499,614)	(522,318)	(545,023)
	10,000	(408,798)	(427,808)	(446,818)	(465,828)	(484,838)	(503,847)	(522,857)
Grant (£ per unit)	15,000	(408,798)	(424,114)	(439,429)	(454,745)	(470,061)	(485,376)	(500,692)
	20,000	(408,798)	(420,419)	(432,041)	(443,662)	(455,284)	(466,905)	(478,527)
	25,000	(408,798)	(416,725)	(424,652)	(432,580)	(440,507)	(448,434)	(456,362)
	30,000	(408,798)	(413,031)	(417,264)	(421,497)	(425,730)	(429,963)	(434,197)
	35,000	(408,798)	(409,337)	(409,876)	(410,415)	(410,954)	(411,492)	(412,031)
	40,000	(408,798)	(405,643)	(402,487)	(399,332)	(396,177)	(393,021)	(389,866)
	45,000	(408,798)	(401,948)	(395,099)	(388,249)	(381,400)	(374,550)	(367,701)
	50,000	(408,798)	(398,254)	(387,711)	(377,167)	(366,623)	(356,079)	(345,536)
	55,000	(408,798)	(394,560)	(380,322)	(366,084)	(351,846)	(337,608)	(323,371)

**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

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

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

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				30 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing	Open Market Sale (OMS)			80%					
AH tenure split %	Affordable Rent:			25.0%					
	Social Rent:			35.0%	60.0% % Rented				
	First Homes:			25.0%					
	Other Intermediate (LCHO/Sub-Market etc.):			15.0%	8.0% % of total (>10% First Homes PPG 023)				
				100%	100.0%				
CIL Rate (£ psm)				58.84	£ 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	17.5%	4.2	20.0%	1.2	18%	5.4			
3 bed House	40.0%	9.6	30.0%	1.8	38%	11.4			
4 bed House	15.0%	3.6	10.0%	0.6	14%	4.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	2.4	20.0%	1.2	12%	3.6			
2 bed Flat	17.5%	4.2	20.0%	1.2	18%	5.4			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	24.0	100.0%	6.0	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	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	93.0	1,001		93.0	1,001				
4 bed House	115.0	1,238		115.0	1,238				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	70.0	753	85.0%	82.4	886				
3 bed Flat	80.0	861	85.0%	94.1	1,013				
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	93.0	1,001		93.0	1,001				
4 bed House	115.0	1,238		115.0	1,238				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	70.0	753	85.0%	82.4	886				
3 bed Flat	80.0	861	85.0%	94.1	1,013				
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	332	3,571	95	1,020	427	4,592			
3 bed House	893	9,610	167	1,802	1,060	11,412			
4 bed House	414	4,456	69	743	483	5,199			
5 bed House	0	0	0	0	0	0			
1 bed Flat	141	1,520	71	760	212	2,279			
2 bed Flat	346	3,723	99	1,064	445	4,787			
3 bed Flat	0	0	0	0	0	0			
	2,126	22,880	501	5,389	2,626	28,269			
AH % by floor area:			19.06% AH % by floor area (difference due to mix)						
Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf				total MV (£ no AH)		
1 bed House	140,000	2,414	224				0		
2 bed House	230,000	2,911	270				1,242,000		
3 bed House	295,000	3,172	295				3,363,000		
4 bed House	350,000	3,043	283				1,470,000		
5 bed House	0	0	0				0		
1 bed Flat	120,000	2,400	223				432,000		
2 bed Flat	165,000	2,357	219				891,000		
3 bed Flat	0	0	0				0		
							7,398,000		
Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%	
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%	
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%	
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%	
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
					* capped @£250K				



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme C** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	4.2	@	230,000	966,000
3 bed House	9.6	@	295,000	2,832,000
4 bed House	3.6	@	350,000	1,260,000
5 bed House	0.0	@	0	-
1 bed Flat	2.4	@	120,000	288,000
2 bed Flat	4.2	@	165,000	693,000
3 bed Flat	0.0	@	0	-
	24.0			6,039,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.3	@	161,000	48,300
3 bed House	0.5	@	206,500	92,925
4 bed House	0.2	@	245,000	36,750
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	84,000	25,200
2 bed Flat	0.3	@	115,500	34,650
3 bed Flat	0.0	@	0	-
	1.5			237,825
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	0.4	@	126,500	53,130
3 bed House	0.6	@	162,250	102,218
4 bed House	0.2	@	192,500	40,425
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	66,000	27,720
2 bed Flat	0.4	@	90,750	38,115
3 bed Flat	0.0	@	0	-
	2.1			261,608
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.3	@	161,000	48,300
3 bed House	0.5	@	206,500	92,925
4 bed House	0.2	@	245,000	36,750
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	84,000	25,200
2 bed Flat	0.3	@	115,500	34,650
3 bed Flat	0.0	@	0	-
	1.5			237,825
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	0.2	@	149,500	26,910
3 bed House	0.3	@	191,750	51,773
4 bed House	0.1	@	227,500	20,475
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	78,000	14,040
2 bed Flat	0.2	@	107,250	19,305
3 bed Flat	0.0	@	0	-
	0.9	6.0		132,503
<b>Sub-total GDV Residential</b>				<b>6,908,760</b>
<b>AH on-site cost analysis:</b>				
			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>489,240</b>
			186 £ psm (total GIA sqm)	16,308 £ per unit (total units)
<b>Grant</b>				
6 AH units @ 0 per unit				-
<b>Total GDV</b>				<b>6,908,760</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme C** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 (Mrkt only + garages) (128,950)									
CIL analysis: 2,192 sqm 58.84 £ psm 1.87% % of GDV 4,298 £ 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 @		0				-
	Sub-total								-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			2,626 sqm (total)		0				-
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.86 ha @ 50,000 £ per ha (if brownfield) (42,857)									
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				-
	Sub-total								-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,531				-
2 bed House			427 sqm @		1,531				(653,125)
3 bed House			1,060 sqm @		1,531				(1,623,166)
4 bed House			483 sqm @		1,531				(739,473)
5 bed House			- sqm @		1,531				-
1 bed Flat			212 sqm @		1,681				(355,976)
2 bed Flat			445 sqm @		1,681				(747,551)
3 bed Flat		2,626	- sqm @		1,681				-
Garages for 3B House (Mrkt only)	10	10%	units @		18 sqm @	640	psm		(11,059)
Garages for 4B House (Mrkt only)	4	75%	units @		18 sqm @	640	psm		(31,104)
Garages for 5B House (Mrkt only)	-	120%	units @		18 sqm @	640	psm		-
			66						
External works			4,161,454 @		15.0%				(624,218)
Ext. Works analysis: 20,807 £ per unit (total units)									
<b>Policy Costs on design -</b>									
Net Biodiversity costs 30 units @ 268 £ per unit (8,040)									
M4(2) Category 2 Housing	tenure weighted t		30 units @	94.0%	@	521	£ per unit		(14,692)
M4(3) (10%AH 5%OMS)	tenure weighted t		30 units @	6.0%	@	10,111	£ per unit		(18,200)
Net Zero Cost (2025 FHS Part L)			30 units @			4,500	£ per unit		(135,000)
SAC			30 units @			291	£ per unit		(8,717)
EV Charging Points - Houses			21 units @			1,000	£ per unit		(21,000)
EV Charging Points - Flats			9 units @		4 flats per charger	10,000	£ per 4 units		(22,500)
Water Efficiency (Climate change policy)			30 units @			10	£ per unit		(300)
	Sub-total								(228,449)
Policy Costs analysis: (design costs only) 7,615 £ per unit (total units)									
Contingency (on construction)			5,056,979 @		5.0%				(252,849)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme C** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

<b>Professional Fees</b>	5,056,979 @	6.5%		(328,704)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	6,039,000 OMS @	3.00%	6,039 £ per unit	(181,170)
Residential Sales Agent Costs	6,039,000 OMS @	1.00%	2,013 £ per unit	(60,390)
Residential Sales Legal Costs	6,039,000 OMS @	0.25%	503 £ per unit	(15,098)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,222 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(73,913)
<b>Developers Profit -</b>				
Profit on OMS	6,039,000	20.00%		(1,207,800)
Margin on AH	869,760	6.00% on AH values		(52,186)
<b>Profit analysis:</b>	<b>6,908,760</b>	<b>18.24% blended GDV</b>	<b>(1,259,986)</b>	
	<b>6,141,912</b>	<b>20.51% on costs</b>	<b>(1,259,986)</b>	
<b>TOTAL COSTS</b>				<b>(7,401,898)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(493,138)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(493,138)</b>
<b>RLV analysis:</b>	<b>(16,438) £ per plot</b>	<b>(575,327) £ per ha (net)</b>	<b>(232,832) £ per acre (net)</b>	
		<b>(546,561) £ per ha (gross)</b>	<b>(221,190) £ per acre (gross)</b>	
			<b>-7.14% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	0.86 ha (net)		2.12 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	0.90 ha (gross)		2.23 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	253,000 £ per acre (net)	535,854
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(1,200,490) £ per ha (net)</b>	<b>(485,832) £ per acre (net)</b>	<b>(1,028,992)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme C** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00	(295,389)	(327,155)	(358,920)	(390,694)	(422,668)	(454,642)	(486,616)
	10.00	(308,732)	(339,831)	(370,929)	(402,100)	(433,403)	(464,706)	(496,009)
	20.00	(322,075)	(352,507)	(382,938)	(413,505)	(444,138)	(474,770)	(505,402)
	30.00	(335,418)	(365,182)	(394,950)	(424,911)	(454,872)	(484,834)	(514,795)
	40.00	(348,761)	(377,858)	(407,027)	(436,317)	(465,607)	(494,898)	(524,188)
	50.00	(362,104)	(390,534)	(419,104)	(447,723)	(476,342)	(504,961)	(533,581)
	60.00	(375,448)	(403,232)	(431,180)	(459,129)	(487,077)	(515,025)	(542,974)
	70.00	(388,791)	(415,979)	(443,257)	(470,534)	(497,812)	(525,089)	(552,367)
	80.00	(402,134)	(428,727)	(455,334)	(481,940)	(508,547)	(535,153)	(561,760)
	90.00	(415,539)	(441,475)	(467,410)	(493,346)	(519,282)	(545,217)	(571,153)
	100.00	(428,958)	(454,222)	(479,487)	(504,752)	(530,016)	(555,281)	(580,546)
	110.00	(442,376)	(466,970)	(491,564)	(516,158)	(540,751)	(565,345)	(589,939)
	120.00	(455,795)	(479,718)	(503,641)	(527,563)	(551,486)	(575,409)	(599,356)
	130.00	(469,213)	(492,465)	(515,717)	(538,969)	(562,221)	(585,473)	(608,802)
	140.00	(482,632)	(505,213)	(527,794)	(550,375)	(572,956)	(595,537)	(618,248)
	150.00	(496,051)	(517,961)	(539,871)	(561,781)	(583,691)	(605,601)	(627,694)
	160.00	(509,469)	(530,708)	(551,947)	(573,186)	(594,426)	(615,693)	(637,140)
	170.00	(522,888)	(543,456)	(564,024)	(584,592)	(605,160)	(625,814)	(646,586)
	180.00	(536,306)	(556,204)	(576,101)	(595,998)	(615,895)	(645,934)	(656,033)
	190.00	(549,725)	(568,951)	(588,178)	(607,404)	(626,632)	(646,055)	(665,479)
200.00	(563,144)	(581,699)	(600,254)	(618,810)	(637,427)	(656,176)	(674,925)	
210.00	(576,562)	(594,447)	(612,331)	(630,215)	(648,223)	(666,297)	(684,371)	
220.00	(589,981)	(607,194)	(624,408)	(641,621)	(659,019)	(676,418)	(693,817)	
230.00	(603,399)	(619,942)	(636,484)	(653,090)	(669,814)	(686,539)	(703,263)	
240.00	(616,818)	(632,689)	(648,561)	(664,560)	(680,610)	(696,659)	(712,709)	
250.00	(630,236)	(645,437)	(660,655)	(676,030)	(691,405)	(706,780)	(722,155)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000	(388,512)	(416,448)	(444,474)	(472,501)	(500,527)	(528,553)	(556,579)
	2,000	(403,124)	(431,143)	(459,169)	(487,195)	(515,222)	(543,248)	(571,274)
	3,000	(417,812)	(445,838)	(473,864)	(501,890)	(529,917)	(557,943)	(585,969)
	4,000	(432,507)	(460,533)	(488,559)	(516,585)	(544,612)	(572,638)	(600,664)
	5,000	(447,202)	(475,228)	(503,254)	(531,280)	(559,307)	(587,333)	(615,474)
	6,000	(461,897)	(489,923)	(517,949)	(545,975)	(574,002)	(602,028)	(630,252)
	7,000	(476,592)	(504,618)	(532,644)	(560,670)	(588,696)	(616,757)	(645,030)
	8,000	(491,287)	(519,313)	(547,339)	(575,365)	(603,391)	(631,535)	(659,808)
	9,000	(505,982)	(534,008)	(562,034)	(590,060)	(618,086)	(646,313)	(674,586)
	10,000	(520,677)	(548,703)	(576,729)	(604,755)	(632,818)	(661,091)	(689,364)
	11,000	(535,371)	(563,398)	(591,424)	(619,450)	(647,596)	(675,869)	(704,142)
	12,000	(550,066)	(578,093)	(606,119)	(634,145)	(662,374)	(690,647)	(718,920)
	13,000	(564,761)	(592,788)	(620,814)	(648,879)	(677,152)	(705,425)	(733,698)
	14,000	(579,456)	(607,483)	(635,509)	(663,657)	(691,930)	(720,203)	(748,476)
	15,000	(594,151)	(622,178)	(650,204)	(678,435)	(706,708)	(734,981)	(763,254)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	(200,566)	(234,205)	(269,395)	(306,332)	(343,268)	(380,204)	(417,141)
	16.0%	(233,177)	(266,318)	(301,472)	(336,626)	(371,781)	(406,935)	(442,090)
	17.0%	(266,977)	(300,176)	(333,549)	(366,921)	(400,294)	(433,666)	(467,038)
	18.0%	(302,618)	(334,035)	(365,626)	(397,216)	(428,806)	(460,397)	(491,987)
	19.0%	(338,259)	(367,894)	(397,702)	(427,511)	(457,319)	(487,127)	(516,936)
	20.0%	(373,900)	(401,753)	(429,779)	(457,806)	(485,832)	(513,858)	(541,884)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	100,000	(220,900)	(248,753)	(276,779)	(304,806)	(332,832)	(360,858)	(388,884)
	150,000	(270,900)	(298,753)	(326,779)	(354,806)	(382,832)	(410,858)	(438,884)
	200,000	(320,900)	(348,753)	(376,779)	(404,806)	(432,832)	(460,858)	(488,884)
	250,000	(370,900)	(398,753)	(426,779)	(454,806)	(482,832)	(510,858)	(538,884)
	300,000	(420,900)	(448,753)	(476,779)	(504,806)	(532,832)	(560,858)	(588,884)
	350,000	(470,900)	(498,753)	(526,779)	(554,806)	(582,832)	(610,858)	(638,884)
	400,000	(520,900)	(548,753)	(576,779)	(604,806)	(632,832)	(660,858)	(688,884)
	450,000	(570,900)	(598,753)	(626,779)	(654,806)	(682,832)	(710,858)	(738,884)
	500,000	(620,900)	(648,753)	(676,779)	(704,806)	(732,832)	(760,858)	(788,884)
	550,000	(670,900)	(698,753)	(726,779)	(754,806)	(782,832)	(810,858)	(838,884)
	600,000	(720,900)	(748,753)	(776,779)	(804,806)	(832,832)	(860,858)	(888,884)
	650,000	(770,900)	(798,753)	(826,779)	(854,806)	(882,832)	(910,858)	(938,884)
	700,000	(820,900)	(848,753)	(876,779)	(904,806)	(932,832)	(960,858)	(988,884)
	750,000	(870,900)	(898,753)	(926,779)	(954,806)	(982,832)	(1,010,858)	(1,038,884)
	800,000	(920,900)	(948,753)	(976,779)	(1,004,806)	(1,032,832)	(1,060,858)	(1,088,884)
	850,000	(970,900)	(998,753)	(1,026,779)	(1,054,806)	(1,082,832)	(1,110,858)	(1,138,884)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme C** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%													
		0%	5%	10%	15%	20%	25%	30%							
Balance (RLV - BLV £ per acre (n))	(485,832)	0	(300,164)	(328,004)	(355,844)	(383,684)	(411,679)	(439,705)	(467,731)						
Net Zero (£ per unit)	2,000	4,000	6,000	8,000	10,000	12,000	14,000	16,000	18,000	20,000	22,000	24,000	26,000	28,000	30,000
4.500															

**TABLE 6**

		Affordable Housing - % on site 20%													
		0%	5%	10%	15%	20%	25%	30%							
Balance (RLV - BLV £ per acre (n))	(485,832)	0.0%	(366,043)	(393,490)	(421,088)	(448,719)	(476,350)	(503,981)	(531,612)						
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	5.0%	7.5%	10.0%	12.5%	15.0%	17.5%	20.0%	22.5%	25.0%	27.5%	30.0%	32.5%	35.0%	37.5%
6.0%															

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(485,832)	70%	318,262	293,016	267,770	242,524	217,277	192,031	166,774
Build Cost (105% = 5% increase)		75%	207,743	182,719	157,694	132,669	107,644	82,619	57,548
100%		80%	96,854	72,029	47,204	22,379	(2,450)	(27,365)	(52,281)
		85%	(14,564)	(39,211)	(63,858)	(88,593)	(113,353)	(138,127)	(163,616)
		90%	(126,671)	(151,444)	(176,924)	(202,720)	(228,769)	(254,987)	(283,455)
		95%	(244,099)	(271,426)	(299,581)	(327,735)	(355,889)	(384,071)	(412,413)
		100%	(373,900)	(401,753)	(429,779)	(457,806)	(485,832)	(513,858)	(541,884)
		105%	(505,093)	(532,804)	(560,514)	(588,224)	(615,934)	(643,631)	(671,786)
		110%	(636,460)	(663,854)	(691,439)	(719,076)	(746,714)	(774,352)	(802,034)
		115%	(768,273)	(795,593)	(822,913)	(850,232)	(877,686)	(905,330)	(932,973)
		120%	(900,382)	(927,384)	(954,617)	(981,941)	(1,009,265)	(1,036,588)	(1,063,912)
		125%	(1,032,826)	(1,059,830)	(1,086,834)	(1,113,839)	(1,140,843)	(1,167,847)	(1,194,851)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(485,832)	80%	(934,216)	(934,535)	(934,853)	(935,171)	(935,489)	(935,807)	(936,125)
Market Values (105% = 5% increase)		82%	(877,649)	(880,796)	(883,942)	(887,089)	(890,235)	(893,382)	(896,528)
		84%	(821,290)	(827,096)	(833,032)	(839,007)	(844,982)	(850,957)	(856,931)
		86%	(765,122)	(773,736)	(782,350)	(790,964)	(799,578)	(808,531)	(817,334)
		88%	(708,954)	(720,376)	(731,799)	(743,222)	(754,644)	(766,106)	(777,737)
		90%	(652,786)	(667,017)	(681,248)	(695,479)	(709,710)	(723,941)	(738,172)
		92%	(596,940)	(613,806)	(630,696)	(647,736)	(664,775)	(681,815)	(698,854)
		94%	(541,137)	(560,792)	(580,448)	(600,104)	(619,841)	(639,689)	(659,536)
		96%	(485,333)	(507,779)	(530,225)	(552,671)	(575,117)	(597,563)	(620,219)
		98%	(429,530)	(454,766)	(480,002)	(505,238)	(530,474)	(555,710)	(580,946)
		100%	(373,900)	(401,753)	(429,779)	(457,806)	(485,832)	(513,858)	(541,884)
		102%	(318,427)	(349,041)	(379,655)	(410,269)	(440,883)	(471,497)	(502,111)
		104%	(262,955)	(296,342)	(329,730)	(363,117)	(396,504)	(430,153)	(463,760)
		106%	(211,351)	(244,439)	(279,804)	(315,966)	(352,127)	(388,301)	(424,697)
		108%	(161,197)	(196,219)	(231,844)	(268,814)	(307,749)	(346,683)	(385,635)
		110%	(112,752)	(148,878)	(186,207)	(224,326)	(263,371)	(302,079)	(340,787)
		112%	(65,025)	(103,293)	(141,672)	(181,336)	(221,883)	(263,475)	(307,957)
		114%	(17,401)	(57,952)	(98,606)	(139,363)	(181,429)	(224,516)	(269,126)
		116%	30,098	(12,742)	(55,652)	(98,692)	(141,852)	(186,486)	(232,225)
		118%	77,554	32,382	(12,833)	(58,124)	(103,550)	(149,251)	(196,695)
		120%	124,854	77,449	29,916	(17,674)	(65,369)	(113,182)	(161,756)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme C** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(485,832)							
	5,000	(373,900)	(398,087)	(422,431)	(446,784)	(471,136)	(495,488)	(519,840)
	10,000	(373,900)	(394,433)	(415,084)	(435,762)	(456,440)	(477,118)	(497,797)
Grant (£ per unit)	15,000	(373,900)	(390,780)	(407,736)	(424,740)	(441,744)	(458,749)	(475,753)
	20,000	(373,900)	(387,127)	(400,388)	(413,718)	(427,048)	(440,379)	(453,709)
	25,000	(373,900)	(383,473)	(393,047)	(402,696)	(412,353)	(422,009)	(431,666)
	30,000	(373,900)	(379,820)	(385,741)	(391,674)	(397,657)	(403,639)	(409,622)
	35,000	(373,900)	(376,167)	(378,434)	(380,701)	(382,968)	(385,270)	(387,578)
	40,000	(373,900)	(372,514)	(371,127)	(369,741)	(368,355)	(366,969)	(365,583)
	45,000	(373,900)	(368,860)	(363,821)	(358,781)	(353,742)	(348,702)	(343,663)
	50,000	(373,900)	(365,207)	(356,514)	(347,821)	(339,129)	(330,436)	(321,743)
	55,000	(373,900)	(361,554)	(349,208)	(336,862)	(324,515)	(312,169)	(299,823)

**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

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Appraisal Ref: **D** (see Typologies Matrix)  
 Scheme Typology: **Scheme D**  
 Site Typology: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes: No Units: **40**  
 Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme	40 Units							
AH Policy requirement (% Target)	20%							
Open Market Sale (OMS) housing	Open Market Sale (OMS) 80%							
AH tenure split %	Affordable Rent:	25.0%					60.0% Rented	
	Social Rent:	35.0%						
	First Homes:	25.0%						
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%					8.0% % of total (>10% First Homes PPG 023)	
		100%	100.0%					
CIL Rate (£ psm)	58.84 £ 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	17.5%	5.6	20.0%	1.6	18%	7.2		
3 bed House	40.0%	12.8	30.0%	2.4	38%	15.2		
4 bed House	15.0%	4.8	10.0%	0.8	14%	5.6		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	10.0%	3.2	20.0%	1.6	12%	4.8		
2 bed Flat	17.5%	5.6	20.0%	1.6	18%	7.2		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	32.0	100.0%	8.0	100%	40.0		
<b>OMS Unit Floor areas -</b>	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)				
1 bed House	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<b>AH Unit Floor areas -</b>	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)				
1 bed House	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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			
2 bed House	442	4,762	126	1,361	569 6,123			
3 bed House	1,190	12,813	223	2,403	1,414 15,216			
4 bed House	552	5,942	92	990	644 6,932			
5 bed House	0	0	0	0	0			
1 bed Flat	188	2,026	94	1,013	282 3,039			
2 bed Flat	461	4,964	132	1,418	593 6,382			
3 bed Flat	0	0	0	0	0			
	2,834	30,507	667	7,185	3,502 37,692			
<b>AH % by floor area:</b>	19.06% 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	140,000	2,414	224	0				
2 bed House	230,000	2,911	270	1,656,000				
3 bed House	295,000	3,172	295	4,484,000				
4 bed House	350,000	3,043	283	1,960,000				
5 bed House	0	0	0	0				
1 bed Flat	120,000	2,400	223	576,000				
2 bed Flat	165,000	2,357	219	1,188,000				
3 bed Flat	0	0	0	0				
				9,864,000				
<b>Affordable Housing values (£) -</b>	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%
3 bed Flat	0	70%	0	55%	0	70%	0	65%
	* capped @£250K							

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme D** No Units: **40**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	5.6	@	230,000	1,288,000
3 bed House	12.8	@	295,000	3,776,000
4 bed House	4.8	@	350,000	1,680,000
5 bed House	0.0	@	0	-
1 bed Flat	3.2	@	120,000	384,000
2 bed Flat	5.6	@	165,000	924,000
3 bed Flat	0.0	@	0	-
	<b>32.0</b>			<b>8,052,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.4	@	161,000	64,400
3 bed House	0.6	@	206,500	123,900
4 bed House	0.2	@	245,000	49,000
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	84,000	33,600
2 bed Flat	0.4	@	115,500	46,200
3 bed Flat	0.0	@	0	-
	<b>2.0</b>			<b>317,100</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	0.6	@	126,500	70,840
3 bed House	0.8	@	162,250	136,290
4 bed House	0.3	@	192,500	53,900
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	66,000	36,960
2 bed Flat	0.6	@	90,750	50,820
3 bed Flat	0.0	@	0	-
	<b>2.8</b>			<b>348,810</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.4	@	161,000	64,400
3 bed House	0.6	@	206,500	123,900
4 bed House	0.2	@	245,000	49,000
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	84,000	33,600
2 bed Flat	0.4	@	115,500	46,200
3 bed Flat	0.0	@	0	-
	<b>2.0</b>			<b>317,100</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	0.2	@	149,500	35,880
3 bed House	0.4	@	191,750	69,030
4 bed House	0.1	@	227,500	27,300
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	78,000	18,720
2 bed Flat	0.2	@	107,250	25,740
3 bed Flat	0.0	@	0	-
	<b>1.2</b>	<b>8.0</b>		<b>176,670</b>
<b>Sub-total GDV Residential</b>				
	<b>40</b>			<b>9,211,680</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>652,320</b>
		<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ 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>9,211,680</b>



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme D** No Units: **40**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (18,480)									
Planning Application Professional Fees, Surveys and reports (60,000)									
CIL (Mrkt only + garages) 2,922 sqm 58.84 £ psm (171,934)									
<b>CIL analysis:</b> 1.87% % of GDV 4,298 £ 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		40 units @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum				3,502 sqm (total)		0		£ psm	
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 1.14 ha @ 50,000 £ per ha (if brownfield) (57,143)									
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		40 units @		0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House				- sqm @		1,531		psm	
2 bed House				569 sqm @		1,531		psm	(870,833)
3 bed House				1,414 sqm @		1,531		psm	(2,164,222)
4 bed House				644 sqm @		1,531		psm	(985,964)
5 bed House				- sqm @		1,531		psm	
1 bed Flat				282 sqm @		1,681		psm	(474,635)
2 bed Flat				593 sqm @		1,681		psm	(996,734)
3 bed Flat				- sqm @		1,681		psm	
Garages for 3B House (Mrkt only)	13		10%	units @		18 sqm @		640 psm	(14,746)
Garages for 4B House (Mrkt only)	5		75%	units @		18 sqm @		640 psm	(41,472)
Garages for 5B House (Mrkt only)	-		120%	units @		18 sqm @		640 psm	
		3,502							
				88					
<b>External works</b> 5,548,605 @ 15.0% (832,291)									
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)									
<b>Policy Costs on design -</b>									
Net Biodiversity costs 40 units @ 268 £ per unit (10,720)									
M4(2) Category 2 Housing	tenure weighted t	40		units @	94.0%	@	521	£ per unit	(19,590)
M4(3) (10%AH 5%OMS)	tenure weighted t	40		units @	6.0%	@	10,111	£ per unit	(24,266)
Net Zero Cost (2025 FHS Part L)		40		units @			4,500	£ per unit	(180,000)
SAC		40		units @			291	£ per unit	(11,623)
EV Charging Points - Houses		28		units @			1,000	£ per unit	(28,000)
EV Charging Points - Flats		12		units @		4 flats per charger	10,000	£ per 4 units	(30,000)
Water Efficiency (Climate change policy)		40		units @			10	£ per unit	(400)
	Sub-total								(304,599)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction)				6,742,638 @		5.0%			(337,132)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme D** No Units: **40**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

<b>Professional Fees</b>	6,742,638 @		<b>6.5%</b>		(438,271)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	8,052,000 OMS @		<b>3.00%</b>	6,039 £ per unit	(241,560)
Residential Sales Agent Costs	8,052,000 OMS @		<b>1.00%</b>	2,013 £ per unit	(80,520)
Residential Sales Legal Costs	8,052,000 OMS @		<b>0.25%</b>	503 £ per unit	(20,130)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>8,305 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(197,333)
<b>Developers Profit -</b>					
Profit on OMS	8,052,000		<b>20.00%</b>		(1,610,400)
Margin on AH	1,159,680		<b>6.00%</b> on AH values		(69,581)
<b>Profit analysis:</b>	<b>9,211,680</b>		<b>18.24% blended GDV</b>	<b>(1,679,981)</b>	
	<b>8,297,998</b>		<b>20.25% on costs</b>	<b>(1,679,981)</b>	
<b>TOTAL COSTS</b>					<b>(9,977,979)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(766,299)
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>(766,299)</b>
<b>RLV analysis:</b>	<b>(19,157) £ per plot</b>	<b>(670,511) £ per ha (net)</b>	<b>(271,352) £ per acre (net)</b>		
		<b>(636,986) £ per ha (gross)</b>	<b>(257,785) £ per acre (gross)</b>		
			<b>-8.32% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.14 ha (net)		2.82 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.20 ha (gross)		2.97 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	<b>253,000</b> £ per acre (net)		<b>714,472</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,295,674) £ per ha (net)</b>	<b>(524,352) £ per acre (net)</b>		<b>(1,480,771)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme D** No Units: **40**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(524,352)							
		0.00	(336,583)	(367,370)	(398,156)	(428,942)	(459,728)	(521,301)
		10.00	(350,312)	(380,412)	(410,512)	(440,612)	(470,711)	(530,911)
CIL £ psm		20.00	(364,041)	(393,454)	(422,868)	(452,281)	(481,694)	(540,521)
58.84		30.00	(377,769)	(406,496)	(435,223)	(463,950)	(492,677)	(550,131)
		40.00	(391,498)	(419,539)	(447,579)	(475,620)	(503,660)	(559,741)
		50.00	(405,227)	(432,581)	(459,935)	(487,289)	(514,643)	(569,352)
		60.00	(418,956)	(445,623)	(472,291)	(498,959)	(525,626)	(578,962)
		70.00	(432,684)	(458,666)	(484,647)	(510,628)	(536,609)	(588,572)
		80.00	(446,413)	(471,708)	(497,003)	(522,297)	(547,592)	(598,182)
		90.00	(460,142)	(484,750)	(509,358)	(533,967)	(558,575)	(607,792)
		100.00	(473,870)	(497,792)	(521,714)	(545,636)	(569,558)	(617,402)
		110.00	(487,599)	(510,835)	(534,070)	(557,306)	(580,541)	(627,012)
		120.00	(501,328)	(523,877)	(546,426)	(568,975)	(591,524)	(636,622)
		130.00	(515,057)	(536,919)	(558,782)	(580,644)	(602,507)	(646,232)
		140.00	(528,785)	(549,961)	(571,138)	(592,314)	(613,490)	(655,842)
		150.00	(542,514)	(563,004)	(583,493)	(603,983)	(624,473)	(665,453)
		160.00	(556,243)	(576,046)	(595,849)	(615,653)	(635,456)	(675,063)
		170.00	(569,971)	(589,088)	(608,205)	(627,322)	(646,439)	(684,673)
		180.00	(583,700)	(602,131)	(620,561)	(638,991)	(657,422)	(694,283)
		190.00	(597,429)	(615,173)	(632,917)	(650,661)	(668,405)	(703,893)
		200.00	(611,158)	(628,215)	(645,273)	(662,330)	(679,388)	(713,503)
		210.00	(624,886)	(641,257)	(657,629)	(674,000)	(690,371)	(723,113)
		220.00	(638,615)	(654,300)	(669,984)	(685,669)	(701,354)	(732,723)
		230.00	(652,344)	(667,342)	(682,340)	(697,338)	(712,337)	(742,333)
		240.00	(666,072)	(680,384)	(694,696)	(709,008)	(723,320)	(751,943)
		250.00	(679,801)	(693,427)	(707,052)	(720,677)	(734,303)	(761,554)

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(524,352)							
		1,000	(432,398)	(459,145)	(485,892)	(512,640)	(539,387)	(592,881)
		2,000	(447,432)	(474,180)	(500,927)	(527,674)	(554,421)	(607,916)
Site Specific S106		3,000	(462,467)	(489,214)	(515,961)	(542,709)	(569,456)	(622,951)
-		4,000	(477,501)	(504,249)	(530,996)	(557,743)	(584,491)	(637,985)
		5,000	(492,536)	(519,283)	(546,031)	(572,778)	(599,525)	(653,020)
		6,000	(507,571)	(534,318)	(561,065)	(587,813)	(614,560)	(668,054)
		7,000	(522,605)	(549,353)	(576,100)	(602,847)	(629,594)	(683,089)
		8,000	(537,640)	(564,387)	(591,134)	(617,882)	(644,629)	(698,124)
		9,000	(552,674)	(579,422)	(606,169)	(632,916)	(659,664)	(713,158)
		10,000	(567,709)	(594,456)	(621,204)	(647,951)	(674,698)	(728,193)
		11,000	(582,744)	(609,491)	(636,238)	(662,986)	(689,733)	(743,227)
		12,000	(597,778)	(624,526)	(651,273)	(678,020)	(704,767)	(758,262)
		13,000	(612,813)	(639,560)	(666,307)	(693,055)	(719,802)	(773,297)
		14,000	(627,847)	(654,595)	(681,342)	(708,089)	(734,837)	(788,331)
		15,000	(642,882)	(669,629)	(696,377)	(723,124)	(749,871)	(803,366)

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(524,352)							
		15.0%	(240,335)	(274,816)	(310,473)	(346,131)	(381,789)	(453,104)
		16.0%	(274,799)	(308,675)	(342,550)	(376,426)	(410,301)	(478,052)
Profit		17.0%	(310,440)	(342,534)	(374,627)	(406,721)	(438,814)	(503,001)
20.0%		18.0%	(346,081)	(376,393)	(406,704)	(437,015)	(467,327)	(527,950)
		19.0%	(381,722)	(410,251)	(438,781)	(467,310)	(495,839)	(552,898)
		20.0%	(417,363)	(444,110)	(470,858)	(497,605)	(524,352)	(577,847)

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(524,352)							
		100,000	(264,363)	(291,110)	(317,858)	(344,605)	(371,352)	(424,847)
		150,000	(314,363)	(341,110)	(367,858)	(394,605)	(421,352)	(474,847)
BLV (£ per acre)		200,000	(364,363)	(391,110)	(417,858)	(444,605)	(471,352)	(524,847)
253,000		250,000	(414,363)	(441,110)	(467,858)	(494,605)	(521,352)	(574,847)
		300,000	(464,363)	(491,110)	(517,858)	(544,605)	(571,352)	(624,847)
		350,000	(514,363)	(541,110)	(567,858)	(594,605)	(621,352)	(674,847)
		400,000	(564,363)	(591,110)	(617,858)	(644,605)	(671,352)	(724,847)
		450,000	(614,363)	(641,110)	(667,858)	(694,605)	(721,352)	(774,847)
		500,000	(664,363)	(691,110)	(717,858)	(744,605)	(771,352)	(824,847)
		550,000	(714,363)	(741,110)	(767,858)	(794,605)	(821,352)	(874,847)
		600,000	(764,363)	(791,110)	(817,858)	(844,605)	(871,352)	(924,847)
		650,000	(814,363)	(841,110)	(867,858)	(894,605)	(921,352)	(974,847)
		700,000	(864,363)	(891,110)	(917,858)	(944,605)	(971,352)	(1,024,847)
		750,000	(914,363)	(941,110)	(967,858)	(994,605)	(1,021,352)	(1,074,847)
		800,000	(964,363)	(991,110)	(1,017,858)	(1,044,605)	(1,071,352)	(1,124,847)
		850,000	(1,014,363)	(1,041,110)	(1,067,858)	(1,094,605)	(1,121,352)	(1,174,847)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme D** No Units: **40**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(524,352)	0	(341,493)	(368,240)	(394,987)	(421,735)	(448,482)	(475,229)	(501,977)
Net Zero (£ per unit)	2,000	4,000	(375,213)	(401,960)	(428,707)	(455,455)	(482,202)	(508,949)	(535,697)
	4,500	6,000	(408,933)	(435,680)	(462,428)	(489,175)	(515,922)	(542,670)	(569,417)
	6,000	8,000	(442,653)	(469,400)	(496,148)	(522,895)	(549,642)	(576,390)	(603,137)
	8,000	10,000	(476,373)	(503,121)	(529,868)	(556,615)	(583,362)	(610,110)	(636,857)
	10,000	12,000	(510,093)	(536,841)	(563,588)	(590,335)	(617,083)	(643,830)	(670,577)
	12,000	14,000	(543,813)	(570,561)	(597,308)	(624,055)	(650,803)	(677,550)	(704,297)
	14,000	16,000	(577,534)	(604,281)	(631,028)	(657,776)	(684,523)	(711,270)	(738,017)
	16,000	18,000	(611,254)	(638,001)	(664,748)	(691,496)	(718,243)	(744,990)	(771,738)
	18,000	20,000	(644,974)	(671,721)	(698,468)	(725,216)	(751,963)	(778,710)	(805,458)
	20,000	22,000	(678,694)	(705,441)	(732,189)	(758,936)	(785,683)	(812,430)	(839,178)
	22,000	24,000	(712,414)	(739,161)	(765,909)	(792,656)	(819,403)	(846,151)	(872,898)
	24,000	26,000	(746,134)	(772,882)	(799,629)	(826,376)	(853,123)	(879,871)	(906,618)
	26,000	28,000	(779,854)	(806,602)	(833,349)	(860,096)	(886,844)	(913,591)	(940,338)
	28,000	30,000	(813,574)	(840,322)	(867,069)	(893,816)	(920,564)	(947,311)	(974,058)
	30,000		(847,295)	(874,042)	(900,789)	(927,536)	(954,284)	(981,031)	(1,007,778)

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(524,352)	0.0%	(409,279)	(435,622)	(461,965)	(488,308)	(514,651)	(540,994)	(567,337)
M4(3) Category 3 Housing	2.5%	(413,321)	(439,664)	(466,007)	(492,350)	(518,693)	(545,036)	(571,379)	(597,722)
(% of OMS & AH units)	5.0%	(417,363)	(443,706)	(470,049)	(496,392)	(522,735)	(549,078)	(575,422)	(601,765)
	6.0%	(421,405)	(447,748)	(474,091)	(500,434)	(526,778)	(553,121)	(579,464)	(605,807)
	10.0%	(425,447)	(451,791)	(478,134)	(504,477)	(530,820)	(557,163)	(583,506)	(609,849)
	12.5%	(429,490)	(455,833)	(482,176)	(508,519)	(534,862)	(561,205)	(587,548)	(613,891)
	15.0%	(433,532)	(459,875)	(486,218)	(512,561)	(538,904)	(565,247)	(591,590)	(617,933)
	17.5%	(437,574)	(463,917)	(490,260)	(516,603)	(542,946)	(569,289)	(595,632)	(621,975)
	20.0%	(441,616)	(467,959)	(494,302)	(520,645)	(546,989)	(573,332)	(599,675)	(627,918)
	22.5%	(445,658)	(472,002)	(498,345)	(524,688)	(551,031)	(577,374)	(603,717)	(629,960)
	25.0%	(449,701)	(476,044)	(502,387)	(528,730)	(555,073)	(581,416)	(607,759)	(633,903)
	27.5%	(453,743)	(480,086)	(506,429)	(532,772)	(559,115)	(585,458)	(611,801)	(637,846)
	30.0%	(457,785)	(484,128)	(510,471)	(536,814)	(563,157)	(589,500)	(615,844)	(641,789)
	32.5%	(461,827)	(488,170)	(514,513)	(540,856)	(567,200)	(593,543)	(619,886)	(645,732)
	35.0%	(465,869)	(492,213)	(518,556)	(544,899)	(571,242)	(597,585)	(623,928)	(649,675)
	37.5%	(469,912)	(496,255)	(522,598)	(548,941)	(575,284)	(601,627)	(627,920)	(653,618)

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(524,352)	70%	299,078	274,556	250,035	225,513	200,992	176,470	151,949
		75%	186,083	161,814	137,528	113,241	88,954	64,668	40,381
Build Cost	80%	72,090	48,020	23,917	(187)	(24,291)	(48,412)	(72,583)	(96,674)
100%	85%	(43,167)	(67,060)	(90,953)	(114,846)	(138,738)	(162,631)	(186,523)	(210,415)
(105% = 5% increase)	90%	(158,929)	(182,969)	(207,556)	(232,621)	(258,122)	(283,623)	(309,124)	(334,625)
	95%	(282,955)	(310,025)	(337,096)	(364,166)	(391,237)	(418,307)	(445,378)	(472,448)
	100%	(417,363)	(444,110)	(470,858)	(497,605)	(524,352)	(551,100)	(577,847)	(604,594)
	105%	(551,771)	(578,195)	(604,619)	(631,044)	(657,468)	(683,892)	(710,316)	(736,740)
	110%	(686,180)	(712,281)	(738,381)	(764,482)	(790,583)	(816,684)	(842,785)	(868,886)
	115%	(820,588)	(846,366)	(872,143)	(897,921)	(923,698)	(949,476)	(975,253)	(1,001,030)
	120%	(954,996)	(980,451)	(1,005,905)	(1,031,359)	(1,056,814)	(1,082,268)	(1,107,722)	(1,133,176)
	125%	(1,089,405)	(1,114,536)	(1,139,667)	(1,164,798)	(1,189,929)	(1,215,060)	(1,240,191)	(1,265,322)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(524,352)	80%	(981,176)	(979,733)	(978,289)	(976,846)	(975,403)	(973,959)	(972,516)
		82%	(924,795)	(926,170)	(927,546)	(928,922)	(930,298)	(931,673)	(933,049)
Market Values	84%	(868,413)	(872,608)	(876,803)	(880,998)	(885,193)	(889,387)	(893,582)	(897,777)
100%	86%	(812,032)	(819,046)	(826,060)	(833,074)	(840,087)	(847,101)	(854,115)	(861,129)
(105% = 5% increase)	88%	(755,651)	(765,484)	(775,317)	(785,150)	(794,982)	(804,815)	(814,648)	(824,481)
	90%	(699,269)	(711,921)	(724,573)	(737,225)	(749,877)	(762,529)	(775,181)	(787,833)
	92%	(642,888)	(658,359)	(673,830)	(689,301)	(704,772)	(720,243)	(735,714)	(751,185)
	94%	(586,507)	(604,797)	(623,087)	(641,377)	(659,667)	(677,957)	(696,248)	(714,538)
	96%	(530,126)	(551,235)	(572,344)	(593,453)	(614,562)	(635,671)	(656,780)	(677,889)
	98%	(473,744)	(497,673)	(521,601)	(545,529)	(569,457)	(593,386)	(617,314)	(641,243)
	100%	(417,363)	(444,110)	(470,858)	(497,605)	(524,352)	(551,100)	(577,847)	(604,594)
	102%	(360,982)	(390,548)	(420,114)	(449,681)	(479,247)	(508,814)	(538,381)	(567,948)
	104%	(304,600)	(336,986)	(369,371)	(401,757)	(434,142)	(466,528)	(498,913)	(531,299)
	106%	(248,218)	(283,424)	(318,628)	(353,833)	(389,037)	(424,242)	(459,446)	(494,650)
	108%	(191,837)	(231,828)	(267,885)	(303,942)	(340,000)	(376,057)	(412,114)	(448,171)
	110%	(147,607)	(183,290)	(220,190)	(257,984)	(295,778)	(333,572)	(371,366)	(409,160)
	112%	(98,943)	(136,604)	(174,429)	(213,110)	(252,791)	(292,472)	(332,153)	(371,834)
	114%	(50,434)	(90,471)	(130,507)	(170,543)	(210,579)	(250,615)	(290,651)	(330,687)
	116%	(1,925)	(44,387)	(86,849)	(129,312)	(171,775)	(214,238)	(256,701)	(299,164)
	118%	46,584	1,696	(43,192)	(88,079)	(132,967)	(177,855)	(222,743)	(267,631)
	120%	94,945	47,780	466	(46,847)	(94,160)	(141,473)	(188,786)	(236,099)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme D** No Units: **40**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

Balance (RLV - BLV £ per acre (n))	(524,352)	0%	5%	10%	15%	20%	25%	30%
5,000	(417,363)	(440,351)	(463,340)	(486,328)	(509,316)	(532,304)	(555,293)	
10,000	(417,363)	(436,592)	(455,822)	(475,051)	(494,280)	(513,509)	(532,739)	
15,000	(417,363)	(432,833)	(448,303)	(463,774)	(479,244)	(494,714)	(510,184)	
20,000	(417,363)	(429,074)	(440,785)	(452,497)	(464,208)	(475,919)	(487,630)	
25,000	(417,363)	(425,315)	(433,267)	(441,220)	(449,172)	(457,124)	(465,076)	
30,000	(417,363)	(421,556)	(425,749)	(429,942)	(434,136)	(438,329)	(442,522)	
35,000	(417,363)	(417,797)	(418,231)	(418,665)	(419,099)	(419,534)	(419,968)	
40,000	(417,363)	(414,038)	(410,713)	(407,388)	(404,063)	(400,738)	(397,413)	
45,000	(417,363)	(410,279)	(403,195)	(396,111)	(389,027)	(381,943)	(374,859)	
50,000	(417,363)	(406,520)	(395,677)	(384,834)	(373,991)	(363,148)	(352,305)	
55,000	(417,363)	(402,761)	(388,159)	(373,557)	(358,955)	(344,353)	(329,751)	

**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

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Appraisal Ref: **E** (see Typologies Matrix)  
 Scheme Typology: **Scheme E**  
 Site Typology: **Cannock (inc Greenfield/Brownfield): Brownfield**  
 Notes: No Units: **50**  
 Location / Value Zone: **Cannock (inc Greenfield/Brownfield): Brownfield**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				50 Units			
AH Policy requirement (% Target)				20%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%			
AH tenure split %		Affordable Rent:		25.0%			
		Social Rent:		35.0%		60.0% % Rented	
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				58.84		£ 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		17.5%	7.0	20.0%	2.0	18%	9.0
3 bed House		40.0%	16.0	30.0%	3.0	38%	19.0
4 bed House		15.0%	6.0	10.0%	1.0	14%	7.0
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		10.0%	4.0	20.0%	2.0	12%	6.0
2 bed Flat		17.5%	7.0	20.0%	2.0	18%	9.0
3 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	40.0	100.0%	10.0	100%	50.0
<b>OMS Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		58.0	624			58.0	624
2 bed House		79.0	850			79.0	850
3 bed House		93.0	1,001			93.0	1,001
4 bed House		115.0	1,238			115.0	1,238
5 bed House		0.0	0			0.0	0
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
3 bed Flat		80.0	861	85.0%		94.1	1,013
<b>AH Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit	
		(sqm)		(sqft)		(sqm)	
						(sqft)	
1 bed House		58.0	624			58.0	624
2 bed House		79.0	850			79.0	850
3 bed House		93.0	1,001			93.0	1,001
4 bed House		115.0	1,238			115.0	1,238
5 bed House		0.0	0			0.0	0
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
3 bed Flat		80.0	861	85.0%		94.1	1,013
<b>Total Gross Floor areas -</b>		OMS Units GIA		AH units GIA		Total GIA (all units)	
		(sqm)		(sqm)		(sqft)	
1 bed House		0	0	0	0	0	0
2 bed House		553	5,952	158	1,701	711	7,653
3 bed House		1,488	16,017	279	3,003	1,767	19,020
4 bed House		690	7,427	115	1,238	805	8,665
5 bed House		0	0	0	0	0	0
1 bed Flat		235	2,533	118	1,266	353	3,799
2 bed Flat		576	6,205	165	1,773	741	7,978
3 bed Flat		0	0	0	0	0	0
		3,543	38,134	834	8,981	4,377	47,115
<b>AH % by floor area:</b>				19.06% 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		140,000	2,414	224		0	
2 bed House		230,000	2,911	270		2,070,000	
3 bed House		295,000	3,172	295		5,605,000	
4 bed House		350,000	3,043	283		2,450,000	
5 bed House		0	0	0		0	
1 bed Flat		120,000	2,400	223		720,000	
2 bed Flat		165,000	2,357	219		1,485,000	
3 bed Flat		0	0	0		0	
						12,330,000	
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £	
						% of MV	
						First Homes £*	
						% of MV	
						Other Int. £	
						% of MV	
1 bed House		98,000	70%	77,000	55%	98,000	70%
2 bed House		161,000	70%	126,500	55%	161,000	70%
3 bed House		206,500	70%	162,250	55%	206,500	70%
4 bed House		245,000	70%	192,500	55%	245,000	70%
5 bed House		0	70%	0	55%	0	70%
1 bed Flat		84,000	70%	66,000	55%	84,000	70%
2 bed Flat		115,500	70%	90,750	55%	115,500	70%
3 bed Flat		0	70%	0	55%	0	70%
* capped @£250K							

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme E** No Units: **50**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	7.0	@	230,000	1,610,000
3 bed House	16.0	@	295,000	4,720,000
4 bed House	6.0	@	350,000	2,100,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	120,000	480,000
2 bed Flat	7.0	@	165,000	1,155,000
3 bed Flat	0.0	@	0	-
	40.0			10,065,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.5	@	161,000	80,500
3 bed House	0.8	@	206,500	154,875
4 bed House	0.3	@	245,000	61,250
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	84,000	42,000
2 bed Flat	0.5	@	115,500	57,750
3 bed Flat	0.0	@	0	-
	2.5			396,375
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	0.7	@	126,500	88,550
3 bed House	1.1	@	162,250	170,363
4 bed House	0.4	@	192,500	67,375
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	66,000	46,200
2 bed Flat	0.7	@	90,750	63,525
3 bed Flat	0.0	@	0	-
	3.5			436,013
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.5	@	161,000	80,500
3 bed House	0.8	@	206,500	154,875
4 bed House	0.3	@	245,000	61,250
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	84,000	42,000
2 bed Flat	0.5	@	115,500	57,750
3 bed Flat	0.0	@	0	-
	2.5			396,375
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	0.3	@	149,500	44,850
3 bed House	0.5	@	191,750	86,288
4 bed House	0.2	@	227,500	34,125
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	78,000	23,400
2 bed Flat	0.3	@	107,250	32,175
3 bed Flat	0.0	@	0	-
	1.5	10.0		220,838
<b>Sub-total GDV Residential</b>				
	<b>50</b>			<b>11,514,600</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>815,400</b>
		<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>				
	10	AH units @	0 per unit	-
<b>Total GDV</b>				<b>11,514,600</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme E** No Units: **50**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL (Mrkt only + garages) (214,917)									
CIL analysis: 3,653 sqm 58.84 £ psm 1.87% % of GDV 4,298 £ 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			50 units @		0				
Sub-total									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 4,377 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 1.43 ha @ 50,000 £ per ha (if brownfield) (71,429)									
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			50 units @		0				
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,531 psm									
2 bed House 711 sqm @ 1,531 psm (1,088,541)									
3 bed House 1,767 sqm @ 1,531 psm (2,705,277)									
4 bed House 805 sqm @ 1,531 psm (1,232,455)									
5 bed House - sqm @ 1,531 psm									
1 bed Flat 353 sqm @ 1,681 psm (593,294)									
2 bed Flat 741 sqm @ 1,681 psm (1,245,918)									
3 bed Flat 4,377 - sqm @ 1,681 psm									
Garages for 3B House (Mrkt only) 16 10% units @ 18 sqm @ 640 psm (18,432)									
Garages for 4B House (Mrkt only) 6 75% units @ 18 sqm @ 640 psm (51,840)									
Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 640 psm									
External works 110 6,935,757 @ 15.0% (1,040,364)									
Ext. Works analysis: 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 50 units @ 268 £ per unit (13,400)									
M4(2) Category 2 Housing tenure weighted u 50 units @ 94.0% @ 521 £ per unit (24,487)									
M4(3) (10%AH 5%OMS) tenure weighted u 50 units @ 6.0% @ 10,111 £ per unit (30,333)									
Net Zero Cost (2025 FHS Part L) 50 units @ 4,500 £ per unit (225,000)									
SAC 50 units @ 291 £ per unit (14,529)									
EV Charging Points - Houses 35 units @ 1,000 £ per unit (35,000)									
EV Charging Points - Flats 15 units @ 4 flats per charger 10,000 £ per 4 units (37,500)									
Water Efficiency (Climate change policy) 50 units @ 10 £ per unit (500)									
Sub-total (380,749)									
Policy Costs analysis: (design costs only) 7,615 £ per unit (total units)									
Contingency (on construction) 8,428,298 @ 5.0% (421,415)									



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme E** No Units: **50**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

<b>Professional Fees</b>	8,428,298 @		<b>6.5%</b>		(547,839)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	10,065,000 OMS @		<b>3.00%</b>	6,039 £ per unit	(301,950)
Residential Sales Agent Costs	10,065,000 OMS @		<b>1.00%</b>	2,013 £ per unit	(100,650)
Residential Sales Legal Costs	10,065,000 OMS @		<b>0.25%</b>	503 £ per unit	(25,163)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>8,355 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(228,240)
<b>Developers Profit -</b>					
Profit on OMS	10,065,000		<b>20.00%</b>		(2,013,000)
Margin on AH	1,449,600		<b>6.00%</b> on AH values		(86,976)
<b>Profit analysis:</b>	<b>11,514,600</b>		<b>18.24% blended GDV</b>	<b>(2,099,976)</b>	
	<b>10,351,571</b>		<b>20.29% on costs</b>	<b>(2,099,976)</b>	
<b>TOTAL COSTS</b>					<b>(12,451,547)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(936,947)
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>(936,947)</b>
<b>RLV analysis:</b>	<b>(18,739) £ per plot</b>	<b>(655,863) £ per ha (net)</b>	<b>(265,424) £ per acre (net)</b>		
		<b>(623,070) £ per ha (gross)</b>	<b>(252,153) £ per acre (gross)</b>		
			<b>-8.14% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.43 ha (net)		3.53 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.50 ha (gross)		3.72 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)		<b>253,000 £ per acre (net)</b>	<b>893,090</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>		<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(1,281,026) £ per ha (net)</b>		<b>(518,424) £ per acre (net)</b>	<b>(1,830,037)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme E** No Units: **50**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%							
Balance (RLV - BLV £ per acre (n))		(518,424)	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00	(330,810)	(361,647)	(392,484)	(423,320)	(454,157)	(484,994)	(515,831)	
	10.00	(344,463)	(374,617)	(404,771)	(434,925)	(465,079)	(495,233)	(525,388)	
	20.00	(358,116)	(387,587)	(417,059)	(446,530)	(476,002)	(505,473)	(534,945)	
	30.00	(371,769)	(400,557)	(429,346)	(458,135)	(486,924)	(515,713)	(544,502)	
	40.00	(385,421)	(413,528)	(441,634)	(469,740)	(497,846)	(525,953)	(554,059)	
	50.00	(399,074)	(426,498)	(453,922)	(481,345)	(508,769)	(536,192)	(563,616)	
	60.00	(412,727)	(439,468)	(466,209)	(492,950)	(519,691)	(546,432)	(573,173)	
	70.00	(426,380)	(452,438)	(478,497)	(504,555)	(530,613)	(556,672)	(582,730)	
	80.00	(440,033)	(465,409)	(490,784)	(516,160)	(541,536)	(566,911)	(592,287)	
	90.00	(453,686)	(478,379)	(503,072)	(527,765)	(552,458)	(577,151)	(601,844)	
	100.00	(467,339)	(491,349)	(515,360)	(539,370)	(563,380)	(587,391)	(611,401)	
	110.00	(480,992)	(504,319)	(527,647)	(550,975)	(574,303)	(597,630)	(620,958)	
	120.00	(494,645)	(517,290)	(539,935)	(562,580)	(585,225)	(607,870)	(630,515)	
	130.00	(508,298)	(530,260)	(552,222)	(574,185)	(596,147)	(618,110)	(640,072)	
	140.00	(521,951)	(543,230)	(564,510)	(585,790)	(607,070)	(628,349)	(649,629)	
	150.00	(535,603)	(556,200)	(576,798)	(597,395)	(617,992)	(638,589)	(659,186)	
	160.00	(549,256)	(569,171)	(589,085)	(609,000)	(628,914)	(648,829)	(668,743)	
170.00	(562,909)	(582,141)	(601,373)	(620,605)	(639,837)	(659,068)	(678,300)		
180.00	(576,562)	(595,111)	(613,660)	(632,210)	(650,759)	(669,308)	(687,857)		
190.00	(590,215)	(608,082)	(625,948)	(643,815)	(661,681)	(679,548)	(697,414)		
200.00	(603,868)	(621,052)	(638,236)	(655,420)	(672,604)	(689,787)	(706,971)		
210.00	(617,521)	(634,022)	(650,523)	(667,025)	(683,526)	(700,027)	(716,528)		
220.00	(631,174)	(646,992)	(662,811)	(678,630)	(694,448)	(710,267)	(726,085)		
230.00	(644,827)	(659,963)	(675,099)	(690,235)	(705,371)	(720,507)	(735,643)		
240.00	(658,479)	(672,933)	(687,386)	(701,839)	(716,293)	(730,746)	(745,200)		
250.00	(672,132)	(685,903)	(699,674)	(713,444)	(727,215)	(740,986)	(754,757)		

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(518,424)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000	(426,095)	(452,915)	(479,735)	(506,556)	(533,376)	(560,196)	(587,016)	
	2,000	(441,047)	(467,867)	(494,687)	(521,507)	(548,327)	(575,147)	(601,968)	
	3,000	(455,998)	(482,818)	(509,639)	(536,459)	(563,279)	(590,099)	(616,919)	
	4,000	(470,950)	(497,770)	(524,590)	(551,410)	(578,230)	(605,051)	(631,871)	
	5,000	(485,901)	(512,722)	(539,542)	(566,362)	(593,182)	(620,002)	(646,822)	
	6,000	(500,853)	(527,673)	(554,493)	(581,313)	(608,134)	(634,954)	(661,774)	
	7,000	(515,805)	(542,625)	(569,445)	(596,265)	(623,085)	(649,905)	(676,725)	
	8,000	(530,756)	(557,576)	(584,396)	(611,217)	(638,037)	(664,857)	(691,677)	
	9,000	(545,708)	(572,528)	(599,348)	(626,168)	(652,988)	(679,808)	(706,629)	
	10,000	(560,659)	(587,479)	(614,300)	(641,120)	(667,940)	(694,760)	(721,580)	
	11,000	(575,611)	(602,431)	(629,251)	(656,071)	(682,891)	(709,712)	(736,532)	
	12,000	(590,562)	(617,383)	(644,203)	(671,023)	(697,843)	(724,663)	(751,483)	
	13,000	(605,514)	(632,334)	(659,154)	(685,974)	(712,795)	(739,615)	(766,435)	
	14,000	(620,466)	(647,286)	(674,106)	(700,926)	(727,746)	(754,566)	(781,386)	
	15,000	(635,417)	(662,237)	(689,057)	(715,878)	(742,698)	(769,518)	(796,338)	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(518,424)	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	(234,644)	(268,669)	(304,400)	(340,130)	(375,860)	(411,591)	(447,321)	
	16.0%	(268,580)	(302,528)	(336,476)	(370,425)	(404,373)	(438,321)	(472,270)	
	17.0%	(304,221)	(336,387)	(368,553)	(400,720)	(432,886)	(465,052)	(497,218)	
	18.0%	(339,862)	(370,246)	(400,630)	(431,014)	(461,399)	(491,783)	(522,167)	
	19.0%	(375,503)	(404,105)	(432,707)	(461,309)	(489,911)	(518,514)	(547,116)	
	20.0%	(411,144)	(437,964)	(464,784)	(491,604)	(518,424)	(545,244)	(572,064)	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(518,424)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	100,000	(258,144)	(284,964)	(311,784)	(338,604)	(365,424)	(392,244)	(419,064)	
	150,000	(308,144)	(334,964)	(361,784)	(388,604)	(415,424)	(442,244)	(469,064)	
	200,000	(358,144)	(384,964)	(411,784)	(438,604)	(465,424)	(492,244)	(519,064)	
	250,000	(408,144)	(434,964)	(461,784)	(488,604)	(515,424)	(542,244)	(569,064)	
	300,000	(458,144)	(484,964)	(511,784)	(538,604)	(565,424)	(592,244)	(619,064)	
	350,000	(508,144)	(534,964)	(561,784)	(588,604)	(615,424)	(642,244)	(669,064)	
	400,000	(558,144)	(584,964)	(611,784)	(638,604)	(665,424)	(692,244)	(719,064)	
	450,000	(608,144)	(634,964)	(661,784)	(688,604)	(715,424)	(742,244)	(769,064)	
	500,000	(658,144)	(684,964)	(711,784)	(738,604)	(765,424)	(792,244)	(819,064)	
	550,000	(708,144)	(734,964)	(761,784)	(788,604)	(815,424)	(842,244)	(869,064)	
	600,000	(758,144)	(784,964)	(811,784)	(838,604)	(865,424)	(892,244)	(919,064)	
	650,000	(808,144)	(834,964)	(861,784)	(888,604)	(915,424)	(942,244)	(969,064)	
	700,000	(858,144)	(884,964)	(911,784)	(938,604)	(965,424)	(992,244)	(1,019,064)	
	750,000	(908,144)	(934,964)	(961,784)	(988,604)	(1,015,424)	(1,042,244)	(1,069,064)	
	800,000	(958,144)	(984,964)	(1,011,784)	(1,038,604)	(1,065,424)	(1,092,244)	(1,119,064)	
	850,000	(1,008,144)	(1,034,964)	(1,061,784)	(1,088,604)	(1,115,424)	(1,142,244)	(1,169,064)	

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme E** No Units: **50**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(518,424)	0%	5%	10%	15%	20%	25%	30%
	0		(335,691)	(362,512)	(389,332)	(416,152)	(442,972)	(469,792)	(496,612)
	2,000		(369,226)	(396,046)	(422,866)	(449,686)	(476,506)	(503,326)	(530,147)
	4,000		(402,760)	(429,580)	(456,400)	(483,220)	(510,041)	(536,861)	(563,681)
	6,000		(436,294)	(463,114)	(489,934)	(516,755)	(543,575)	(570,395)	(597,215)
	8,000		(469,828)	(496,649)	(523,469)	(550,289)	(577,109)	(603,929)	(630,749)
	10,000		(503,363)	(530,183)	(557,003)	(583,823)	(610,643)	(637,463)	(664,284)
	12,000		(536,897)	(563,717)	(590,537)	(617,357)	(644,178)	(670,998)	(697,818)
	14,000		(570,431)	(597,251)	(624,072)	(650,892)	(677,712)	(704,532)	(731,352)
	16,000		(603,966)	(630,786)	(657,606)	(684,426)	(711,246)	(738,066)	(764,886)
	18,000		(637,500)	(664,320)	(691,140)	(717,960)	(744,780)	(771,601)	(798,421)
	20,000		(671,034)	(697,854)	(724,674)	(751,494)	(778,315)	(805,135)	(831,955)
	22,000		(704,568)	(731,388)	(758,209)	(785,029)	(811,849)	(838,669)	(865,489)
	24,000		(738,103)	(764,923)	(791,743)	(818,563)	(845,383)	(872,203)	(899,023)
	26,000		(771,637)	(798,457)	(825,277)	(852,097)	(878,917)	(905,738)	(932,558)
	28,000		(805,171)	(831,991)	(858,811)	(885,632)	(912,452)	(939,272)	(966,092)
	30,000		(838,705)	(865,526)	(892,346)	(919,166)	(945,986)	(972,806)	(999,626)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(518,424)	0%	5%	10%	15%	20%	25%	30%
	0.0%		(403,104)	(429,522)	(455,940)	(482,358)	(508,776)	(535,194)	(561,613)
	2.5%		(407,124)	(433,542)	(459,960)	(486,378)	(512,796)	(539,214)	(565,633)
	5.0%		(411,144)	(437,562)	(463,980)	(490,398)	(516,816)	(543,234)	(569,652)
	7.5%		(415,163)	(441,582)	(468,000)	(494,418)	(520,836)	(547,254)	(573,672)
	10.0%		(419,183)	(445,601)	(472,020)	(498,438)	(524,856)	(551,274)	(577,692)
	12.5%		(423,203)	(449,621)	(476,040)	(502,458)	(528,876)	(555,294)	(581,712)
	15.0%		(427,223)	(453,641)	(480,059)	(506,478)	(532,896)	(559,314)	(585,732)
	17.5%		(431,243)	(457,661)	(484,079)	(510,498)	(536,916)	(563,334)	(589,752)
	20.0%		(435,263)	(461,681)	(488,099)	(514,517)	(540,936)	(567,354)	(593,772)
	22.5%		(439,283)	(465,701)	(492,119)	(518,537)	(544,956)	(571,374)	(597,792)
	25.0%		(443,303)	(469,721)	(496,139)	(522,557)	(548,975)	(575,394)	(601,812)
	27.5%		(447,323)	(473,741)	(500,159)	(526,577)	(552,995)	(579,414)	(605,832)
	30.0%		(451,343)	(477,761)	(504,179)	(530,597)	(557,015)	(583,433)	(609,852)
	32.5%		(455,363)	(481,781)	(508,199)	(534,617)	(561,035)	(587,453)	(613,872)
	35.0%		(459,383)	(485,801)	(512,219)	(538,637)	(565,055)	(591,473)	(617,891)
	37.5%		(463,402)	(489,821)	(516,239)	(542,657)	(569,075)	(595,493)	(621,911)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(518,424)	0%	5%	10%	15%	20%	25%	30%
	70%		301,044	276,441	251,838	227,235	202,632	178,029	153,426
	75%		188,406	164,041	139,675	115,309	90,943	66,577	42,211
	80%		74,845	50,685	26,509	2,332	(21,844)	(46,051)	(70,289)
	85%		(39,952)	(63,986)	(88,020)	(112,053)	(136,087)	(160,121)	(184,154)
	90%		(155,575)	(179,330)	(203,583)	(228,476)	(253,661)	(281,124)	(308,587)
	95%		(277,476)	(304,618)	(331,759)	(358,901)	(386,042)	(413,184)	(440,326)
	100%		(411,144)	(437,964)	(464,784)	(491,604)	(518,424)	(545,244)	(572,064)
	105%		(544,811)	(571,310)	(597,808)	(624,307)	(650,806)	(677,304)	(703,803)
	110%		(678,479)	(704,656)	(730,833)	(757,010)	(783,187)	(809,365)	(835,542)
	115%		(812,146)	(838,002)	(863,858)	(889,713)	(915,569)	(941,425)	(967,281)
	120%		(945,814)	(971,348)	(996,882)	(1,022,416)	(1,047,951)	(1,073,485)	(1,099,019)
	125%		(1,079,481)	(1,104,694)	(1,129,907)	(1,155,120)	(1,180,332)	(1,205,545)	(1,230,758)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(518,424)	0%	5%	10%	15%	20%	25%	30%
	80%		(972,788)	(971,526)	(970,264)	(969,002)	(967,740)	(966,478)	(965,216)
	82%		(916,624)	(918,170)	(919,716)	(921,262)	(922,808)	(924,354)	(925,900)
	84%		(860,459)	(864,813)	(869,168)	(873,522)	(877,877)	(882,231)	(886,585)
	86%		(804,295)	(811,457)	(818,620)	(825,782)	(832,945)	(840,108)	(847,270)
	88%		(748,130)	(758,101)	(768,072)	(778,043)	(788,013)	(797,984)	(807,955)
	90%		(691,966)	(704,745)	(717,524)	(730,303)	(743,082)	(755,861)	(768,640)
	92%		(635,801)	(651,389)	(666,976)	(682,563)	(698,150)	(713,738)	(729,325)
	94%		(579,637)	(598,032)	(616,428)	(634,823)	(653,219)	(671,614)	(690,010)
	96%		(523,472)	(544,676)	(565,880)	(587,084)	(608,287)	(629,491)	(650,695)
	98%		(467,308)	(491,320)	(515,332)	(539,344)	(563,356)	(587,368)	(611,380)
	100%		(411,144)	(437,964)	(464,784)	(491,604)	(518,424)	(545,244)	(572,064)
	102%		(354,979)	(384,607)	(414,236)	(443,864)	(473,493)	(503,121)	(532,749)
	104%		(298,815)	(331,251)	(363,688)	(396,124)	(428,561)	(460,998)	(493,434)
	106%		(243,530)	(277,895)	(313,140)	(348,385)	(383,629)	(418,874)	(454,119)
	108%		(192,620)	(226,958)	(262,592)	(300,645)	(338,698)	(376,751)	(414,804)
	110%		(143,908)	(179,253)	(215,525)	(252,913)	(293,766)	(334,628)	(375,489)
	112%		(95,326)	(133,100)	(170,874)	(209,338)	(249,189)	(292,504)	(336,174)
	114%		(46,744)	(86,947)	(127,150)	(167,354)	(208,208)	(250,603)	(296,859)
	116%		1,838	(40,794)	(83,426)	(126,059)	(168,691)	(212,106)	(257,543)
	118%		50,240	5,354	(39,702)	(84,764)	(129,825)	(174,887)	(221,184)
	120%		98,466	51,281	3,978	(43,469)	(90,959)	(138,450)	(185,940)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1

Scheme Typology: **Scheme E** No Units: **50**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(518,424)							
	5,000	(411,144)	(434,224)	(457,305)	(480,386)	(503,467)	(526,548)	(549,629)
	10,000	(411,144)	(430,485)	(449,827)	(469,169)	(488,510)	(507,852)	(527,194)
Grant (£ per unit)	15,000	(411,144)	(426,746)	(442,349)	(457,951)	(473,554)	(489,156)	(504,759)
	20,000	(411,144)	(423,007)	(434,870)	(446,733)	(458,597)	(470,460)	(482,323)
	25,000	(411,144)	(419,268)	(427,392)	(435,516)	(443,640)	(451,764)	(459,888)
	30,000	(411,144)	(415,528)	(419,913)	(424,298)	(428,683)	(433,068)	(437,453)
	35,000	(411,144)	(411,789)	(412,435)	(413,080)	(413,726)	(414,372)	(415,017)
	40,000	(411,144)	(408,050)	(404,956)	(401,863)	(398,769)	(395,676)	(392,582)
	45,000	(411,144)	(404,311)	(397,478)	(390,645)	(383,812)	(376,980)	(370,147)
	50,000	(411,144)	(400,572)	(390,000)	(379,428)	(368,856)	(358,284)	(347,712)
	55,000	(411,144)	(396,832)	(382,521)	(368,210)	(353,899)	(339,587)	(325,276)

**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

240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals A - E v0.1 - Summary Table

Appraisal Ref:	A	B	C	D	E
Scheme Typology:	Scheme A	Scheme B	Scheme C	Scheme D	Scheme E
No Units:	10	20	30	40	50
Location / Value Zone:	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	0	0	0	0	0
Total GDV (£)	2,302,920	4,605,840	6,908,760	9,211,680	11,514,600
<b>Policy Assumptions</b>	-	-	-	-	-
AH Target % (& mix):	20%	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.24%	18.24%	18.24%	18.24%	18.24%
Developers Profit (% on costs)	20.13%	20.31%	20.51%	20.25%	20.29%
Developers Profit Total (£)	419,995	839,990	1,259,986	1,679,981	2,099,976
<b>Land Value KPI's</b>	-	-	-	-	-
RLV (£/acre (net))	(287,517)	(261,391)	(232,832)	(271,352)	(265,424)
RLV (£/ha (net))	(710,453)	(645,897)	(575,327)	(670,511)	(655,863)
RLV (% of GDV)	-8.81%	-8.01%	-7.14%	-8.32%	-8.14%
RLV Total (£)	(202,987)	(369,084)	(493,138)	(766,299)	(936,947)
BLV (£/acre (net))	253,000	253,000	253,000	253,000	253,000
BLV (£/ha (net))	625,163	625,163	625,163	625,163	625,163
BLV Total (£)	178,618	357,236	535,854	714,472	893,090
Surplus/Deficit (£/acre) [RLV-BLV]	(540,517)	(514,391)	(485,832)	(524,352)	(518,424)
Surplus/Deficit (£/ha)	(1,335,616)	(1,271,060)	(1,200,490)	(1,295,674)	(1,281,026)
Surplus/Deficit Total (£)	(381,605)	(726,320)	(1,028,992)	(1,480,771)	(1,830,037)
<b>Plan Viability comments</b>	Not Viable	Not Viable	Not Viable	Not Viable	Not Viable

<b>Plan Viability comments</b>		<div style="background-color: #90EE90; padding: 2px;">Viable</div> if RLV > BLV
		<div style="background-color: #FFD700; padding: 2px;">Marginal</div> if RLV < BLV, but RLV is positive
		<div style="background-color: #FF0000; padding: 2px;">Not Viable</div> if RLV < BLV, and RLV is negative

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1 - Version Notes

Date	Version	Comments
240703	v0.1	HG Updated Appraisals based upon Beta Model
240903	v0.1	Issued the final version to client

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

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

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				80 Units													
AH Policy requirement (% Target)				20%													
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%													
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented											
		Social Rent:		35.0%													
		First Homes:		25.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)				58.84		£ 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		17.5%		11.2		20.0%		3.2		18%		14.4					
3 bed House		40.0%		25.6		30.0%		4.8		38%		30.4					
4 bed House		15.0%		9.6		10.0%		1.6		14%		11.2					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		10.0%		6.4		20.0%		3.2		12%		9.6					
2 bed Flat		17.5%		11.2		20.0%		3.2		18%		14.4					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		64.0		100.0%		16.0		100%		80.0					
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)											
1 bed House		58.0		624		58.0		624									
2 bed House		79.0		850		79.0		850									
3 bed House		93.0		1,001		93.0		1,001									
4 bed House		115.0		1,238		115.0		1,238									
5 bed House		0.0		0		0.0		0									
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)											
1 bed House		58.0		624		58.0		624									
2 bed House		79.0		850		79.0		850									
3 bed House		93.0		1,001		93.0		1,001									
4 bed House		115.0		1,238		115.0		1,238									
5 bed House		0.0		0		0.0		0									
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<b>Total Gross Floor areas -</b>		OMS Units GIA (sqm)		AH units GIA (sqm)		Total GIA (all units) (sqm)											
1 bed House		0		0		0		0		0		0					
2 bed House		885		9,524		253		2,721		1,138		12,245					
3 bed House		2,381		25,627		446		4,805		2,827		30,432					
4 bed House		1,104		11,883		184		1,981		1,288		13,864					
5 bed House		0		0		0		0		0		0					
1 bed Flat		376		4,052		188		2,026		565		6,078					
2 bed Flat		922		9,928		264		2,837		1,186		12,765					
3 bed Flat		0		0		0		0		0		0					
		5,668		61,014		1,335		14,369		7,003		75,384					
AH % by floor area:												19.06% 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		140,000		2,414		224						0					
2 bed House		230,000		2,911		270						3,312,000					
3 bed House		295,000		3,172		295						8,968,000					
4 bed House		350,000		3,043		283						3,920,000					
5 bed House		0		0		0						0					
1 bed Flat		120,000		2,400		223						1,152,000					
2 bed Flat		165,000		2,357		219						2,376,000					
3 bed Flat		0		0		0						0					
												19,728,000					
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		98,000		70%		77,000		55%		98,000		70%		91,000		65%	
2 bed House		161,000		70%		126,500		55%		161,000		70%		149,500		65%	
3 bed House		206,500		70%		162,250		55%		206,500		70%		191,750		65%	
4 bed House		245,000		70%		192,500		55%		245,000		70%		227,500		65%	
5 bed House		0		70%		0		55%		0		70%		0		65%	
1 bed Flat		84,000		70%		66,000		55%		84,000		70%		78,000		65%	
2 bed Flat		115,500		70%		90,750		55%		115,500		70%		107,250		65%	
3 bed Flat		0		70%		0		55%		0		70%		0		65%	
																* capped @£250K	

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme F** No Units: **80**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	11.2	@	230,000	2,576,000
3 bed House	25.6	@	295,000	7,552,000
4 bed House	9.6	@	350,000	3,360,000
5 bed House	0.0	@	0	-
1 bed Flat	6.4	@	120,000	768,000
2 bed Flat	11.2	@	165,000	1,848,000
3 bed Flat	0.0	@	0	-
	<b>64.0</b>			<b>16,104,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.8	@	161,000	128,800
3 bed House	1.2	@	206,500	247,800
4 bed House	0.4	@	245,000	98,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	84,000	67,200
2 bed Flat	0.8	@	115,500	92,400
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>634,200</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	1.1	@	126,500	141,680
3 bed House	1.7	@	162,250	272,580
4 bed House	0.6	@	192,500	107,800
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	66,000	73,920
2 bed Flat	1.1	@	90,750	101,640
3 bed Flat	0.0	@	0	-
	<b>5.6</b>			<b>697,620</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.8	@	161,000	128,800
3 bed House	1.2	@	206,500	247,800
4 bed House	0.4	@	245,000	98,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	84,000	67,200
2 bed Flat	0.8	@	115,500	92,400
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>634,200</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	0.5	@	149,500	71,760
3 bed House	0.7	@	191,750	138,060
4 bed House	0.2	@	227,500	54,600
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	78,000	37,440
2 bed Flat	0.5	@	107,250	51,480
3 bed Flat	0.0	@	0	-
	<b>2.4</b>	<b>16.0</b>		<b>353,340</b>
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>18,423,360</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,304,640</b>
		<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>				
	16	AH units @	0	per unit
<b>Total GDV</b>				
				<b>18,423,360</b>



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme F** No Units: **80**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 (Mrkt only + garages)						(343,867)
	<b>CIL analysis:</b>	5,844 sqm		58.84 £ psm		
		1.87% % of GDV		4,298 £ 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 @		0 per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum			7,003 sqm (total)	0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		2.29 ha @		50,000 £ per ha (if brownfield)		(114,286)
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 @		1,315 psm		-
2 bed House		1,138 sqm @		1,315 psm		(1,495,944)
3 bed House		2,827 sqm @		1,315 psm		(3,717,768)
4 bed House		1,288 sqm @		1,315 psm		(1,693,720)
5 bed House		- sqm @		1,315 psm		-
1 bed Flat		565 sqm @		1,493 psm		(843,106)
2 bed Flat		1,186 sqm @		1,493 psm		(1,770,522)
3 bed Flat		7,003 - sqm @		1,493 psm		-
Garages for 3B House (Mrkt only)	26	10% units @		18 sqm @	640 psm	(29,491)
Garages for 4B House (Mrkt only)	10	75% units @		18 sqm @	640 psm	(82,944)
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @	640 psm	-
		176				
External works		9,633,495 @		15.0%		(1,445,024)
	<b>Ext. Works analysis:</b>			18,063 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		80 units @		268 £ per unit		(21,440)
M4(2) Category 2 Housing	tenure weighted t	80 units @	94.0% @	521 £ per unit		(39,179)
M4(3) (10%AH 5%OMS)	tenure weighted t	80 units @	6.0% @	10,111 £ per unit		(48,533)
Net Zero Cost (2025 FHS Part L)		80 units @		4,500 £ per unit		(360,000)
SAC		80 units @		291 £ per unit		(23,246)
EV Charging Points - Houses		56 units @		1,000 £ per unit		(56,000)
EV Charging Points - Flats		24 units @	4 flats per charger	10,000 £ per 4 units		(60,000)
Water Efficiency (Climate change policy)		80 units @		10 £ per unit		(800)
	Sub-total					(609,198)
	<b>Policy Costs analysis: (design costs only)</b>			7,615 £ per unit (total units)		
Contingency (on construction)		11,802,004 @		5.0%		(590,100)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme F** No Units: **80**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

<b>Professional Fees</b>	11,802,004 @	6.5%		(767,130)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	16,104,000 OMS @	3.00%	6,039 £ per unit	(483,120)
Residential Sales Agent Costs	16,104,000 OMS @	1.00%	2,013 £ per unit	(161,040)
Residential Sales Legal Costs	16,104,000 OMS @	0.25%	503 £ per unit	(40,260)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,430 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(119,361)
<b>Developers Profit -</b>				
Profit on OMS	16,104,000	20.00%		(3,220,800)
Margin on AH	2,319,360	6.00% on AH values		(139,162)
<b>Profit analysis:</b>	<b>18,423,360</b>	<b>18.24% blended GDV</b>	<b>(3,359,962)</b>	
	<b>14,403,881</b>	<b>23.33% on costs</b>	<b>(3,359,962)</b>	
<b>TOTAL COSTS</b>				<b>(17,763,843)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				659,517
SDLT	659,517 @	HMRC formula		(22,476)
Acquisition Agent fees	659,517 @	1.0%		(6,595)
Acquisition Legal fees	659,517 @	0.5%		(3,298)
Interest on Land	659,517 @	7.00%		(46,166)
Residual Land Value				<b>580,983</b>
<b>RLV analysis:</b>	<b>7,262 £ per plot</b>	<b>254,180 £ per ha (net)</b>	<b>102,865 £ per acre (net)</b>	
		<b>241,471 £ per ha (gross)</b>	<b>97,722 £ per acre (gross)</b>	
			<b>3.15% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.29 ha (net)		5.65 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	2.41 ha (gross)		5.95 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	231,000 £ per acre (net)	<b>1,304,688</b>
<b>BLV analysis:</b>		<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(316,621) £ per ha (net)</b>	<b>(128,135) £ per acre (net)</b>	<b>(723,705)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme F** No Units: **80**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%							
Balance (RLV - BLV £ per acre (n))		(128,135)	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00		37,200	9,263	(18,674)	(46,610)	(74,547)	(102,484)	(130,421)
	10.00		25,816	(1,552)	(28,919)	(56,287)	(83,654)	(111,022)	(138,390)
	20.00		14,432	(12,367)	(39,165)	(65,963)	(92,762)	(119,560)	(146,358)
	30.00		3,047	(23,182)	(49,411)	(75,640)	(101,869)	(128,098)	(154,327)
	40.00		(8,337)	(33,997)	(59,657)	(85,317)	(110,977)	(136,636)	(162,296)
	50.00		(19,721)	(44,812)	(69,902)	(94,993)	(120,084)	(145,175)	(170,265)
	60.00		(31,105)	(55,627)	(80,148)	(104,670)	(129,191)	(153,713)	(178,234)
	70.00		(42,489)	(66,442)	(90,394)	(114,346)	(138,299)	(162,251)	(186,203)
	80.00		(53,874)	(77,257)	(100,640)	(124,023)	(147,406)	(170,789)	(194,287)
	90.00		(65,258)	(88,072)	(110,886)	(133,700)	(156,513)	(179,327)	(202,533)
	100.00		(76,642)	(98,887)	(121,131)	(143,376)	(165,621)	(187,865)	(210,869)
	110.00		(88,026)	(109,702)	(131,377)	(153,053)	(174,728)	(196,596)	(219,299)
	120.00		(99,411)	(120,517)	(141,623)	(162,729)	(183,835)	(205,430)	(227,728)
	130.00		(110,795)	(131,332)	(151,869)	(172,406)	(193,015)	(214,434)	(236,637)
	140.00		(122,179)	(142,147)	(162,115)	(182,082)	(202,439)	(223,465)	(245,850)
	150.00		(133,563)	(152,962)	(172,360)	(191,790)	(211,977)	(232,636)	(255,062)
	160.00		(144,947)	(163,777)	(182,606)	(201,803)	(221,611)	(242,507)	(264,275)
170.00		(156,332)	(174,592)	(192,921)	(211,929)	(231,268)	(252,378)	(273,488)	
180.00		(167,716)	(185,407)	(203,522)	(222,165)	(241,796)	(262,248)	(282,700)	
190.00		(179,100)	(196,408)	(214,289)	(232,531)	(252,325)	(272,119)	(291,913)	
200.00		(190,484)	(207,618)	(225,127)	(243,718)	(262,854)	(281,990)	(301,126)	
210.00		(202,250)	(219,058)	(236,427)	(254,905)	(273,383)	(291,860)	(310,338)	
220.00		(214,193)	(230,498)	(248,272)	(266,091)	(283,911)	(301,731)	(319,551)	
230.00		(226,236)	(242,955)	(260,116)	(277,278)	(294,440)	(311,602)	(328,764)	
240.00		(238,954)	(255,458)	(271,961)	(288,465)	(304,969)	(321,472)	(337,976)	
250.00		(252,115)	(267,960)	(283,806)	(299,652)	(315,497)	(331,343)	(347,189)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(128,135)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000		(42,252)	(66,839)	(91,427)	(116,014)	(140,602)	(165,189)	(189,777)
	2,000		(54,719)	(79,306)	(103,894)	(128,481)	(153,069)	(177,657)	(202,639)
	3,000		(67,186)	(91,773)	(116,361)	(140,949)	(165,536)	(190,124)	(215,736)
	4,000		(79,653)	(104,241)	(128,828)	(153,416)	(178,003)	(202,998)	(228,924)
	5,000		(92,120)	(116,708)	(141,295)	(165,883)	(190,470)	(216,103)	(243,144)
	6,000		(104,587)	(129,175)	(153,762)	(178,350)	(203,356)	(229,291)	(257,557)
	7,000		(117,054)	(141,642)	(166,229)	(190,817)	(216,469)	(243,545)	(271,969)
	8,000		(129,521)	(154,109)	(178,696)	(203,715)	(229,657)	(257,957)	(286,382)
	9,000		(141,988)	(166,576)	(191,174)	(216,836)	(243,945)	(272,370)	(300,795)
	10,000		(154,456)	(179,043)	(204,074)	(230,024)	(258,358)	(286,783)	(315,208)
	11,000		(166,923)	(191,533)	(217,203)	(244,346)	(272,771)	(301,196)	(329,621)
	12,000		(179,390)	(204,432)	(230,391)	(258,759)	(287,184)	(315,609)	(344,034)
	13,000		(191,892)	(217,570)	(244,747)	(273,172)	(301,597)	(330,021)	(358,446)
	14,000		(204,791)	(230,757)	(259,160)	(287,584)	(316,009)	(344,434)	(372,859)
	15,000		(217,936)	(245,147)	(273,572)	(301,997)	(330,422)	(358,847)	(387,272)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(128,135)	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%		124,362	92,067	59,773	27,478	(4,817)	(37,112)	(69,407)
	16.0%		93,533	62,780	32,026	1,273	(29,481)	(60,234)	(90,988)
	17.0%		62,704	33,492	4,280	(24,932)	(54,144)	(83,356)	(112,568)
	18.0%		31,874	4,204	(23,467)	(51,137)	(78,808)	(106,478)	(134,149)
	19.0%		1,045	(25,084)	(51,213)	(77,342)	(103,471)	(129,600)	(155,729)
	20.0%		(29,785)	(54,372)	(78,960)	(103,547)	(128,135)	(152,722)	(177,310)

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(128,135)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 231,000	100,000		101,215	76,628	52,040	27,453	2,865	(21,722)	(46,310)
	150,000		51,215	26,628	2,040	(22,547)	(47,135)	(71,722)	(96,310)
	200,000		1,215	(23,372)	(47,960)	(72,547)	(97,135)	(121,722)	(146,310)
	250,000		(48,785)	(73,372)	(97,960)	(122,547)	(147,135)	(171,722)	(196,310)
	300,000		(98,785)	(123,372)	(147,960)	(172,547)	(197,135)	(221,722)	(246,310)
	350,000		(148,785)	(173,372)	(197,960)	(222,547)	(247,135)	(271,722)	(296,310)
	400,000		(198,785)	(223,372)	(247,960)	(272,547)	(297,135)	(321,722)	(346,310)
	450,000		(248,785)	(273,372)	(297,960)	(322,547)	(347,135)	(371,722)	(396,310)
	500,000		(298,785)	(323,372)	(347,960)	(372,547)	(397,135)	(421,722)	(446,310)
	550,000		(348,785)	(373,372)	(397,960)	(422,547)	(447,135)	(471,722)	(496,310)
	600,000		(398,785)	(423,372)	(447,960)	(472,547)	(497,135)	(521,722)	(546,310)
	650,000		(448,785)	(473,372)	(497,960)	(522,547)	(547,135)	(571,722)	(596,310)
	700,000		(498,785)	(523,372)	(547,960)	(572,547)	(597,135)	(621,722)	(646,310)
	750,000		(548,785)	(573,372)	(597,960)	(622,547)	(647,135)	(671,722)	(696,310)
	800,000		(598,785)	(623,372)	(647,960)	(672,547)	(697,135)	(721,722)	(746,310)
	850,000		(648,785)	(673,372)	(697,960)	(722,547)	(747,135)	(771,722)	(796,310)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme F** No Units: **80**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(128,135)	0	33,029	8,441	(16,146)	(40,734)	(65,321)	(89,909)	(114,496)
Net Zero	2,000	5,112	(19,476)	(44,063)	(68,651)	(93,238)	(117,826)	(142,413)	(170,331)
(£ per unit)	4,000	(22,805)	(47,393)	(71,980)	(96,568)	(121,156)	(145,743)	(170,331)	(198,504)
4,500	6,000	(50,723)	(75,310)	(99,898)	(124,485)	(149,073)	(173,660)	(198,504)	(227,852)
	8,000	(78,640)	(103,227)	(127,815)	(152,402)	(176,990)	(201,949)	(227,852)	(259,834)
	10,000	(106,557)	(131,144)	(155,732)	(180,319)	(205,394)	(231,409)	(259,834)	(292,108)
	12,000	(134,474)	(159,061)	(183,649)	(208,887)	(235,258)	(263,683)	(292,108)	(324,382)
	14,000	(162,391)	(186,979)	(212,409)	(239,107)	(267,532)	(295,957)	(324,382)	(356,656)
	16,000	(190,308)	(215,931)	(242,956)	(271,381)	(299,806)	(328,231)	(356,656)	(388,930)
	18,000	(219,453)	(246,806)	(275,231)	(303,655)	(332,080)	(360,505)	(388,930)	(421,204)
	20,000	(250,655)	(279,080)	(307,505)	(335,930)	(364,354)	(392,779)	(421,204)	(453,478)
	22,000	(282,929)	(311,354)	(339,779)	(368,204)	(396,629)	(425,053)	(453,478)	(485,752)
	24,000	(315,203)	(343,628)	(372,053)	(400,478)	(428,903)	(457,328)	(485,752)	(518,026)
	26,000	(347,477)	(375,902)	(404,327)	(432,752)	(461,177)	(489,602)	(518,026)	(550,301)
	28,000	(379,751)	(408,176)	(436,601)	(465,026)	(493,451)	(521,876)	(550,301)	(582,575)
	30,000	(412,026)	(440,450)	(468,875)	(497,300)	(525,725)	(554,150)	(582,575)	

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(128,135)	0.0%	(23,092)	(47,344)	(71,597)	(95,850)	(120,103)	(144,356)	(168,609)
M4(3) Category 3 Housing	2.5%	(26,438)	(50,691)	(74,944)	(99,197)	(123,450)	(147,703)	(171,955)	(196,208)
(% of OMS & AH units)	5.0%	(29,785)	(54,038)	(78,291)	(102,543)	(126,796)	(151,049)	(175,302)	(199,555)
6.0%	7.5%	(33,131)	(57,384)	(81,637)	(105,890)	(130,143)	(154,396)	(178,649)	(202,902)
	10.0%	(36,478)	(60,731)	(84,984)	(109,236)	(133,489)	(157,742)	(181,995)	(206,248)
	12.5%	(39,824)	(64,077)	(88,330)	(112,583)	(136,836)	(161,089)	(185,342)	(210,501)
	15.0%	(43,171)	(67,424)	(91,677)	(115,930)	(140,182)	(164,435)	(188,688)	(214,754)
	17.5%	(46,518)	(70,770)	(95,023)	(119,276)	(143,529)	(167,782)	(192,076)	(219,007)
	20.0%	(49,864)	(74,117)	(98,370)	(122,623)	(146,876)	(171,128)	(195,538)	(223,260)
	22.5%	(53,211)	(77,464)	(101,716)	(125,969)	(150,222)	(174,475)	(199,001)	(227,513)
	25.0%	(56,557)	(80,810)	(105,063)	(129,316)	(153,569)	(177,822)	(203,464)	(231,766)
	27.5%	(59,904)	(84,157)	(108,410)	(132,662)	(156,915)	(181,168)	(207,926)	(236,019)
	30.0%	(63,250)	(87,503)	(111,756)	(136,009)	(160,262)	(184,515)	(209,449)	(240,272)
	32.5%	(66,597)	(90,850)	(115,103)	(139,356)	(163,608)	(187,861)	(212,989)	(244,525)
	35.0%	(69,943)	(94,196)	(118,449)	(142,702)	(166,955)	(191,220)	(216,529)	(248,778)
	37.5%	(73,290)	(97,543)	(121,796)	(146,049)	(170,302)	(194,683)	(220,069)	

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(128,135)	70%	546,064	520,250	494,436	468,623	442,805	416,984	391,162
		75%	450,617	425,016	399,414	373,813	348,211	322,610	297,008
Build Cost		80%	354,983	329,593	304,204	278,814	253,417	228,019	202,620
100%		85%	259,136	233,939	208,736	183,532	158,329	133,126	107,922
(105% = 5% increase)		90%	162,973	137,957	112,941	87,925	62,909	37,893	12,878
		95%	66,594	41,792	16,991	(7,811)	(32,613)	(57,414)	(82,216)
		100%	(29,785)	(54,372)	(78,960)	(103,547)	(128,135)	(152,722)	(177,310)
		105%	(126,164)	(150,537)	(174,910)	(199,283)	(223,656)	(248,029)	(272,402)
		110%	(224,020)	(251,301)	(279,231)	(307,161)	(335,090)	(363,020)	(390,950)
		115%	(334,792)	(362,474)	(390,156)	(417,838)	(445,720)	(473,602)	(501,484)
		120%	(446,213)	(473,647)	(501,082)	(528,516)	(556,403)	(584,285)	(612,167)
		125%	(557,634)	(584,820)	(612,007)	(639,194)	(666,381)	(693,568)	(720,754)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(128,135)	80%	(547,268)	(548,356)	(549,444)	(550,532)	(551,620)	(552,708)	(553,796)
		82%	(492,594)	(496,416)	(500,237)	(504,059)	(507,881)	(511,703)	(515,524)
Market Values		84%	(437,920)	(444,476)	(451,031)	(457,586)	(464,142)	(470,697)	(477,253)
100%		86%	(383,247)	(392,536)	(401,825)	(411,114)	(420,403)	(429,692)	(438,981)
(105% = 5% increase)		88%	(328,573)	(340,596)	(352,618)	(364,641)	(376,664)	(388,687)	(400,709)
		90%	(273,899)	(288,656)	(303,412)	(318,168)	(332,925)	(347,681)	(362,438)
		92%	(220,226)	(236,715)	(253,204)	(269,693)	(286,182)	(302,671)	(319,160)
		94%	(171,663)	(189,157)	(207,209)	(225,714)	(244,219)	(262,724)	(281,229)
		96%	(124,370)	(144,229)	(164,087)	(183,945)	(203,803)	(223,661)	(243,519)
		98%	(77,077)	(99,300)	(121,523)	(143,746)	(165,969)	(188,192)	(210,415)
		100%	(29,785)	(54,372)	(78,960)	(103,547)	(128,135)	(152,722)	(177,310)
		102%	17,508	(9,444)	(36,396)	(63,348)	(90,301)	(117,253)	(144,205)
		104%	64,801	35,484	6,167	(23,150)	(52,466)	(81,783)	(111,100)
		106%	112,094	80,412	48,731	17,049	(14,632)	(46,314)	(77,995)
		108%	159,386	125,340	91,294	57,248	23,202	(10,844)	(44,890)
		110%	206,679	170,269	133,858	97,447	61,036	24,626	(11,785)
		112%	253,972	215,181	176,421	137,646	98,871	60,995	21,320
		114%	301,265	260,007	218,930	177,845	136,705	95,565	54,425
		116%	348,558	304,834	261,397	217,960	174,523	131,034	87,530
		118%	395,851	349,572	303,835	258,068	212,272	166,476	120,635
		120%	442,397	394,306	346,215	298,124	250,020	201,865	153,710

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme F** No Units: **80**  
 Site Typology: Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(128,135)							
	5,000	(29,785)	(51,251)	(72,717)	(94,183)	(115,650)	(137,116)	(158,582)
	10,000	(29,785)	(48,130)	(66,475)	(84,820)	(103,165)	(121,510)	(139,855)
Grant (£ per unit)	15,000	(29,785)	(45,008)	(60,232)	(75,456)	(90,680)	(105,903)	(121,127)
	20,000	(29,785)	(41,887)	(53,990)	(66,092)	(78,194)	(90,297)	(102,399)
	25,000	(29,785)	(38,766)	(47,747)	(56,728)	(65,709)	(74,690)	(83,672)
	30,000	(29,785)	(35,645)	(41,504)	(47,364)	(53,224)	(59,084)	(64,944)
	35,000	(29,785)	(32,523)	(35,262)	(38,001)	(40,739)	(43,478)	(46,216)
	40,000	(29,785)	(29,402)	(29,019)	(28,637)	(28,254)	(27,871)	(27,489)
	45,000	(29,785)	(26,281)	(22,777)	(19,273)	(15,769)	(12,265)	(8,761)
	50,000	(29,785)	(23,159)	(16,534)	(9,909)	(3,284)	3,341	9,967
	55,000	(29,785)	(20,038)	(10,292)	(545)	9,201	18,948	28,694

**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

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Appraisal Ref: **G** (see Typologies Matrix)  
 Scheme Typology: **Scheme G** No Units: **180**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		180 Units							
AH Policy requirement (% Target)		20%							
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%							
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		58.84 £ 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	17.5%	25.2	20.0%	7.2	18%	32.4			
3 bed House	40.0%	57.6	30.0%	10.8	38%	68.4			
4 bed House	15.0%	21.6	10.0%	3.6	14%	25.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	14.4	20.0%	7.2	12%	21.6			
2 bed Flat	17.5%	25.2	20.0%	7.2	18%	32.4			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	144.0	100.0%	36.0	100%	180.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	1,991	21,429	569	6,123	2,560		27,551		
3 bed House	5,357	57,660	1,004	10,811	6,361		68,471		
4 bed House	2,484	26,738	414	4,456	2,898		31,194		
5 bed House	0	0	0	0	0		0		
1 bed Flat	847	9,118	424	4,559	1,271		13,676		
2 bed Flat	2,075	22,338	593	6,382	2,668		28,721		
3 bed Flat	0	0	0	0	0		0		
	12,754	137,282	3,004	32,331	15,758		169,614		
AH % by floor area:		19.06% 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	140,000	2,414	224	0					
2 bed House	230,000	2,911	270	7,452,000					
3 bed House	295,000	3,172	295	20,178,000					
4 bed House	350,000	3,043	283	8,820,000					
5 bed House	0	0	0	0					
1 bed Flat	120,000	2,400	223	2,592,000					
2 bed Flat	165,000	2,357	219	5,346,000					
3 bed Flat	0	0	0	0					
				44,388,000					
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%	
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%	
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%	
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%	
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
					* capped @£250K				

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme G** No Units: **180**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	25.2	@	230,000	5,796,000
3 bed House	57.6	@	295,000	16,992,000
4 bed House	21.6	@	350,000	7,560,000
5 bed House	0.0	@	0	-
1 bed Flat	14.4	@	120,000	1,728,000
2 bed Flat	25.2	@	165,000	4,158,000
3 bed Flat	0.0	@	0	-
	144.0			36,234,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	1.8	@	161,000	289,800
3 bed House	2.7	@	206,500	557,550
4 bed House	0.9	@	245,000	220,500
5 bed House	0.0	@	0	-
1 bed Flat	1.8	@	84,000	151,200
2 bed Flat	1.8	@	115,500	207,900
3 bed Flat	0.0	@	0	-
	9.0			1,426,950
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	2.5	@	126,500	318,780
3 bed House	3.8	@	162,250	613,305
4 bed House	1.3	@	192,500	242,550
5 bed House	0.0	@	0	-
1 bed Flat	2.5	@	66,000	166,320
2 bed Flat	2.5	@	90,750	228,690
3 bed Flat	0.0	@	0	-
	12.6			1,569,645
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	1.8	@	161,000	289,800
3 bed House	2.7	@	206,500	557,550
4 bed House	0.9	@	245,000	220,500
5 bed House	0.0	@	0	-
1 bed Flat	1.8	@	84,000	151,200
2 bed Flat	1.8	@	115,500	207,900
3 bed Flat	0.0	@	0	-
	9.0			1,426,950
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	1.1	@	149,500	161,460
3 bed House	1.6	@	191,750	310,635
4 bed House	0.5	@	227,500	122,850
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	78,000	84,240
2 bed Flat	1.1	@	107,250	115,830
3 bed Flat	0.0	@	0	-
	5.4	36.0		795,015
<b>Sub-total GDV Residential</b>				
	<b>180</b>			<b>41,452,560</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>2,935,440</b>
		<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>				
	36	AH units @	0	per unit
<b>Total GDV</b>				
				<b>41,452,560</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme G** No Units: **180**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (40,799)									
Planning Application Professional Fees, Surveys and reports (120,000)									
CIL (Mrkt only + garages) 13,149 sqm 58.84 £ psm (773,701)									
<b>CIL analysis:</b> 1.87% % of GDV 4,298 £ 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		180 units @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			15,758 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 5.14 ha @ 50,000 £ per ha (if brownfield) (257,143)									
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		180 units @		0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			
2 bed House			2,560 sqm @		1,315	psm			(3,365,874)
3 bed House			6,361 sqm @		1,315	psm			(8,364,978)
4 bed House			2,898 sqm @		1,315	psm			(3,810,870)
5 bed House			- sqm @		1,315	psm			
1 bed Flat			1,271 sqm @		1,493	psm			(1,896,988)
2 bed Flat			2,668 sqm @		1,493	psm			(3,983,675)
3 bed Flat		15,758	- sqm @		1,493	psm			
Garages for 3B House (Mrkt only)	58	10%	units @		18	sqm @	640	psm	(66,355)
Garages for 4B House (Mrkt only)	22	75%	units @		18	sqm @	640	psm	(186,624)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	
			395						
<b>External works</b> 21,675,365 @ 15.0% (3,251,305)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 180 units @ 268 £ per unit (48,240)									
M4(2) Category 2 Housing	tenure weighted u		180 units @	94.0%	@		521	£ per unit	(88,153)
M4(3) (10%AH 5%OMS)	tenure weighted u		180 units @	6.0%	@		10,111	£ per unit	(109,199)
Net Zero Cost (2025 FHS Part L) 180 units @ 4,500 £ per unit (810,000)									
SAC 180 units @ 291 £ per unit (52,304)									
EV Charging Points - Houses 126 units @ 1,000 £ per unit (126,000)									
EV Charging Points - Flats 54 units @ 4 flats per charger 10,000 £ per 4 units (135,000)									
Water Efficiency (Climate change policy) 180 units @ 10 £ per unit (1,800)									
			Sub-total						(1,370,696)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction) 26,554,509 @ 5.0% (1,327,725)									



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme G** No Units: **180**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

<b>Professional Fees</b>	26,554,509 @	6.5%		(1,726,043)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	36,234,000 OMS @	3.00%	6,039 £ per unit	(1,087,020)
Residential Sales Agent Costs	36,234,000 OMS @	1.00%	2,013 £ per unit	(362,340)
Residential Sales Legal Costs	36,234,000 OMS @	0.25%	503 £ per unit	(90,585)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,500 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(120,783)
<b>Developers Profit -</b>				
Profit on OMS	36,234,000	20.00%		(7,246,800)
Margin on AH	5,218,560	6.00% on AH values		(313,114)
<b>Profit analysis:</b>	<b>41,452,560</b>	<b>18.24% blended GDV</b>	<b>(7,559,914)</b>	
	<b>32,193,505</b>	<b>23.48% on costs</b>	<b>(7,559,914)</b>	
<b>TOTAL COSTS</b>				<b>(39,753,418)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				1,699,142
SDLT	1,699,142 @	HMRC formula		(74,457)
Acquisition Agent fees	1,699,142 @	1.0%		(16,991)
Acquisition Legal fees	1,699,142 @	0.5%		(8,496)
Interest on Land	1,699,142 @	7.00%		(118,940)
Residual Land Value				<b>1,480,257</b>
<b>RLV analysis:</b>	<b>8,224 £ per plot</b>	<b>287,828 £ per ha (net)</b>	<b>116,482 £ per acre (net)</b>	
		<b>273,436 £ per ha (gross)</b>	<b>110,658 £ per acre (gross)</b>	
			<b>3.57% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	5.14 ha (net)		12.71 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	5.41 ha (gross)		13.38 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	231,000 £ per acre (net)	<b>2,935,548</b>
<b>BLV analysis:</b>	<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(282,973) £ per ha (net)</b>	<b>(114,518) £ per acre (net)</b>	<b>(1,455,291)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme G** No Units: **180**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(114,518)								
	0.00	50,532	22,495	(5,542)	(33,579)	(61,616)	(89,653)	(117,690)	
	10.00	39,293	11,818	(15,657)	(43,132)	(70,607)	(98,082)	(125,557)	
	CIL £ psm 58.84	20.00	28,055	1,142	(25,771)	(52,684)	(79,597)	(106,511)	(133,424)
		30.00	16,816	(9,535)	(35,886)	(62,237)	(88,588)	(114,939)	(141,291)
		40.00	5,578	(20,211)	(46,001)	(71,790)	(97,579)	(123,368)	(149,158)
		50.00	(5,661)	(30,888)	(56,115)	(81,343)	(106,570)	(131,797)	(157,024)
		60.00	(16,899)	(41,564)	(66,230)	(90,895)	(115,561)	(140,226)	(164,891)
		70.00	(28,138)	(52,241)	(76,344)	(100,448)	(124,551)	(148,655)	(172,758)
		80.00	(39,376)	(62,918)	(86,459)	(110,001)	(133,542)	(157,084)	(180,625)
		90.00	(50,614)	(73,594)	(96,574)	(119,553)	(142,533)	(165,513)	(188,492)
		100.00	(61,853)	(84,271)	(106,688)	(129,106)	(151,524)	(173,941)	(196,359)
		110.00	(73,091)	(94,947)	(116,803)	(138,659)	(160,514)	(182,370)	(204,226)
		120.00	(84,330)	(105,624)	(126,918)	(148,211)	(169,505)	(190,799)	(212,093)
		130.00	(95,568)	(116,300)	(137,032)	(157,764)	(178,496)	(199,228)	(220,196)
		140.00	(106,807)	(126,977)	(147,147)	(167,317)	(187,487)	(207,657)	(228,517)
		150.00	(118,045)	(137,653)	(157,261)	(176,870)	(196,478)	(216,187)	(237,382)
		160.00	(129,284)	(148,330)	(167,376)	(186,422)	(205,468)	(225,014)	(246,476)
		170.00	(140,522)	(159,006)	(177,491)	(195,975)	(214,504)	(234,202)	(255,571)
		180.00	(151,761)	(169,683)	(187,605)	(205,528)	(223,888)	(243,946)	(264,666)
190.00		(162,999)	(180,360)	(197,720)	(215,147)	(233,621)	(253,691)	(273,760)	
200.00	(174,238)	(191,036)	(207,835)	(225,139)	(244,015)	(263,435)	(282,855)		
210.00	(185,476)	(201,713)	(218,115)	(235,638)	(254,409)	(273,179)	(291,950)		
220.00	(196,715)	(212,389)	(228,768)	(246,682)	(264,803)	(282,924)	(301,045)		
230.00	(207,953)	(223,481)	(240,254)	(257,725)	(275,197)	(292,668)	(310,139)		
240.00	(219,401)	(235,126)	(251,947)	(268,769)	(285,591)	(302,412)	(319,234)		
250.00	(231,296)	(247,468)	(263,640)	(279,813)	(295,985)	(312,157)	(328,329)		

**TABLE 2**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(114,518)								
	1,000	(27,903)	(52,633)	(77,364)	(102,095)	(126,825)	(151,556)	(176,286)	
	2,000	(40,210)	(64,941)	(89,671)	(114,402)	(139,133)	(163,863)	(188,594)	
	Site Specific S106 -	3,000	(52,518)	(77,248)	(101,979)	(126,710)	(151,440)	(176,171)	(200,901)
		4,000	(64,825)	(89,556)	(114,286)	(139,017)	(163,748)	(188,478)	(213,211)
		5,000	(77,133)	(101,863)	(126,594)	(151,325)	(176,055)	(200,786)	(226,073)
		6,000	(89,440)	(114,171)	(138,901)	(163,632)	(188,363)	(213,093)	(239,844)
		7,000	(101,748)	(126,478)	(151,209)	(175,940)	(200,670)	(225,951)	(254,072)
		8,000	(114,055)	(138,786)	(163,516)	(188,247)	(212,978)	(239,710)	(268,301)
		9,000	(126,363)	(151,093)	(175,824)	(200,554)	(225,829)	(253,939)	(282,529)
		10,000	(138,670)	(163,401)	(188,131)	(212,862)	(239,577)	(268,167)	(296,757)
		11,000	(150,978)	(175,708)	(200,439)	(225,706)	(253,805)	(283,395)	(310,985)
		12,000	(163,285)	(188,016)	(212,746)	(239,443)	(268,033)	(299,624)	(325,214)
		13,000	(175,593)	(200,323)	(225,584)	(253,671)	(282,262)	(310,852)	(339,442)
		14,000	(187,900)	(212,631)	(239,309)	(267,900)	(296,490)	(325,080)	(353,670)
		15,000	(200,208)	(225,462)	(253,538)	(282,128)	(310,718)	(339,308)	(367,898)

**TABLE 3**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(114,518)								
	15.0%	138,552	106,114	73,676	41,238	8,800	(23,638)	(56,076)	
	16.0%	107,722	76,826	45,929	15,033	(15,864)	(46,760)	(77,656)	
	Profit 20.0%	17.0%	76,893	47,538	18,183	(11,172)	(40,527)	(69,882)	(99,237)
		18.0%	46,063	18,250	(9,564)	(37,377)	(65,191)	(93,004)	(120,818)
		19.0%	15,234	(11,038)	(37,310)	(63,582)	(89,854)	(116,126)	(142,398)
20.0%		(15,595)	(40,326)	(65,057)	(89,787)	(114,518)	(139,248)	(163,979)	

**TABLE 4**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(114,518)								
	100,000	115,405	90,674	65,943	41,213	16,482	(8,248)	(32,979)	
	150,000	65,405	40,674	15,943	(8,787)	(33,518)	(58,248)	(82,979)	
	BLV (£ per acre) 231,000	200,000	15,405	(9,326)	(34,057)	(58,787)	(83,518)	(108,248)	(132,979)
		250,000	(34,595)	(59,326)	(84,057)	(108,787)	(133,518)	(158,248)	(182,979)
		300,000	(84,595)	(109,326)	(134,057)	(158,787)	(183,518)	(208,248)	(232,979)
		350,000	(134,595)	(159,326)	(184,057)	(208,787)	(233,518)	(258,248)	(282,979)
		400,000	(184,595)	(209,326)	(234,057)	(258,787)	(283,518)	(308,248)	(332,979)
		450,000	(234,595)	(259,326)	(284,057)	(308,787)	(333,518)	(358,248)	(382,979)
		500,000	(284,595)	(309,326)	(334,057)	(358,787)	(383,518)	(408,248)	(432,979)
		550,000	(334,595)	(359,326)	(384,057)	(408,787)	(433,518)	(458,248)	(482,979)
		600,000	(384,595)	(409,326)	(434,057)	(458,787)	(483,518)	(508,248)	(532,979)
		650,000	(434,595)	(459,326)	(484,057)	(508,787)	(533,518)	(558,248)	(582,979)
		700,000	(484,595)	(509,326)	(534,057)	(558,787)	(583,518)	(608,248)	(632,979)
		750,000	(534,595)	(559,326)	(584,057)	(608,787)	(633,518)	(658,248)	(682,979)
		800,000	(584,595)	(609,326)	(634,057)	(658,787)	(683,518)	(708,248)	(732,979)
850,000		(634,595)	(659,326)	(684,057)	(708,787)	(733,518)	(758,248)	(782,979)	

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme G** No Units: **180**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(114,518)	0	46,264	21,534	(3,197)	(27,928)	(52,658)	(77,389)	(102,119)
Net Zero	2,000	18,771	(5,960)	(30,690)	(55,421)	(80,151)	(104,882)	(129,612)	(157,106)
(£ per unit)	4,000	(8,722)	(33,453)	(58,183)	(82,914)	(107,644)	(132,375)	(157,106)	(184,599)
4.500	6,000	(36,215)	(60,946)	(85,676)	(110,407)	(135,138)	(159,868)	(184,599)	(212,092)
	8,000	(63,708)	(88,439)	(113,169)	(137,900)	(162,631)	(187,361)	(212,092)	(241,880)
	10,000	(91,201)	(115,932)	(140,663)	(165,393)	(190,124)	(214,913)	(241,880)	(273,664)
	12,000	(118,695)	(143,425)	(168,156)	(192,886)	(217,772)	(245,074)	(273,664)	(305,448)
	14,000	(146,188)	(170,918)	(195,649)	(220,639)	(248,267)	(276,858)	(305,448)	(337,232)
	16,000	(173,681)	(198,411)	(223,562)	(251,461)	(280,051)	(308,642)	(337,232)	(369,016)
	18,000	(201,174)	(226,484)	(254,655)	(283,245)	(311,835)	(340,425)	(369,016)	(400,800)
	20,000	(229,406)	(257,848)	(286,439)	(315,029)	(343,619)	(372,209)	(400,800)	(432,584)
	22,000	(261,042)	(289,632)	(318,223)	(346,813)	(375,403)	(403,993)	(432,584)	(464,368)
	24,000	(292,826)	(321,416)	(350,007)	(378,597)	(407,187)	(435,777)	(464,368)	(496,152)
	26,000	(324,610)	(353,200)	(381,790)	(410,381)	(438,971)	(467,561)	(496,152)	(527,935)
	28,000	(356,394)	(384,984)	(413,574)	(442,165)	(470,755)	(499,345)	(527,935)	(559,719)
	30,000	(388,178)	(416,768)	(445,358)	(473,949)	(502,539)	(531,129)	(559,719)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(114,518)	0.0%	(9,004)	(33,405)	(57,806)	(82,207)	(106,608)	(131,009)	(155,410)
M4(3) Category 3 Housing	2.5%	(12,300)	(36,701)	(61,102)	(85,503)	(109,904)	(134,305)	(158,706)	(183,107)
(% of OMS & AH units)	5.0%	(15,595)	(39,996)	(64,397)	(88,798)	(113,199)	(137,600)	(162,001)	(186,402)
6.0%	7.5%	(18,891)	(43,292)	(67,693)	(92,094)	(116,495)	(140,896)	(165,297)	(189,698)
	10.0%	(22,187)	(46,588)	(70,989)	(95,390)	(119,791)	(144,192)	(168,593)	(192,994)
	12.5%	(25,483)	(49,884)	(74,285)	(98,686)	(123,087)	(147,488)	(171,889)	(196,290)
	15.0%	(28,778)	(53,179)	(77,580)	(101,981)	(126,382)	(150,783)	(175,184)	(199,591)
	17.5%	(32,074)	(56,475)	(80,876)	(105,277)	(129,678)	(154,079)	(178,480)	(203,892)
	20.0%	(35,370)	(59,771)	(84,172)	(108,573)	(132,974)	(157,375)	(182,781)	(208,193)
	22.5%	(38,666)	(63,067)	(87,468)	(111,869)	(136,270)	(160,671)	(185,072)	(212,494)
	25.0%	(41,961)	(66,362)	(90,763)	(115,164)	(139,565)	(163,966)	(188,367)	(216,795)
	27.5%	(45,257)	(69,658)	(94,059)	(118,460)	(142,861)	(167,262)	(191,663)	(221,096)
	30.0%	(48,553)	(72,954)	(97,355)	(121,756)	(146,157)	(170,558)	(194,959)	(225,397)
	32.5%	(51,848)	(76,249)	(100,650)	(125,051)	(149,452)	(173,853)	(198,254)	(229,698)
	35.0%	(55,144)	(79,545)	(103,946)	(128,347)	(152,748)	(177,149)	(201,550)	(233,999)
	37.5%	(58,440)	(82,841)	(107,242)	(131,643)	(156,044)	(180,445)	(204,846)	(238,297)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(114,518)	70%	553,875	527,879	501,884	475,888	449,893	423,897	397,901
		75%	458,980	433,195	407,409	381,624	355,839	330,054	304,268
Build Cost		80%	364,065	338,491	312,916	287,342	261,768	236,193	210,619
100%		85%	269,150	243,786	218,423	193,060	167,696	142,333	116,969
(105% = 5% increase)		90%	174,235	149,082	123,930	98,777	73,625	48,472	23,320
		95%	79,320	54,378	29,437	4,495	(20,446)	(45,388)	(70,329)
		100%	(15,595)	(40,326)	(65,057)	(89,787)	(114,518)	(139,248)	(163,979)
		105%	(110,510)	(135,030)	(159,550)	(184,069)	(208,589)	(233,109)	(257,629)
		110%	(205,425)	(230,535)	(255,594)	(280,653)	(305,712)	(330,771)	(355,830)
		115%	(312,118)	(339,976)	(367,835)	(395,694)	(423,552)	(451,411)	(479,270)
		120%	(421,846)	(449,461)	(477,076)	(504,691)	(532,305)	(559,920)	(587,535)
		125%	(531,575)	(558,945)	(586,316)	(613,687)	(641,058)	(668,429)	(695,800)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(114,518)	80%	(524,420)	(525,936)	(527,452)	(528,967)	(530,483)	(531,999)	(533,515)
		82%	(470,271)	(474,494)	(478,718)	(482,941)	(487,164)	(491,388)	(495,611)
Market Values		84%	(416,122)	(423,053)	(429,984)	(436,915)	(443,845)	(450,776)	(457,707)
100%		86%	(361,974)	(371,612)	(381,250)	(390,888)	(400,526)	(410,165)	(419,803)
(105% = 5% increase)		88%	(307,825)	(320,170)	(332,515)	(344,862)	(357,207)	(369,553)	(381,899)
		90%	(253,676)	(268,729)	(283,782)	(298,835)	(313,888)	(328,942)	(343,995)
		92%	(202,950)	(218,492)	(235,034)	(252,576)	(270,118)	(287,660)	(305,202)
		94%	(156,111)	(173,816)	(191,521)	(209,226)	(227,569)	(245,912)	(264,255)
		96%	(109,273)	(129,319)	(149,366)	(169,413)	(189,460)	(209,506)	(229,553)
		98%	(62,434)	(84,823)	(107,211)	(129,600)	(151,989)	(174,377)	(196,766)
		100%	(15,595)	(40,326)	(65,057)	(89,787)	(114,518)	(139,248)	(163,979)
		102%	31,243	4,171	(22,902)	(49,974)	(77,047)	(104,119)	(131,192)
		104%	78,082	48,667	19,253	(10,161)	(39,576)	(68,990)	(98,405)
		106%	124,921	93,164	61,408	29,651	(2,105)	(33,861)	(65,618)
		108%	171,759	137,661	103,563	69,464	35,366	1,268	(32,831)
		110%	218,598	182,158	145,717	109,277	72,837	36,397	(44)
		112%	265,437	226,654	187,872	149,090	110,308	71,526	32,744
		114%	312,275	271,151	230,027	188,903	147,779	106,655	65,531
		116%	359,114	315,648	272,182	228,716	185,250	141,784	98,318
		118%	405,952	360,144	314,337	268,529	222,721	176,913	131,105
		120%	452,791	404,641	356,491	308,341	260,192	212,042	163,892

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme G** No Units: **180**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(114,518)							
	5,000	(15,595)	(37,247)	(58,898)	(80,549)	(102,201)	(123,852)	(145,504)
	10,000	(15,595)	(34,168)	(52,740)	(71,312)	(89,884)	(108,456)	(127,028)
Grant (£ per unit)	15,000	(15,595)	(31,088)	(46,581)	(62,074)	(77,567)	(93,060)	(108,553)
	20,000	(15,595)	(28,009)	(40,423)	(52,837)	(65,250)	(77,664)	(90,078)
	25,000	(15,595)	(24,930)	(34,264)	(43,599)	(52,933)	(62,268)	(71,603)
	30,000	(15,595)	(21,851)	(28,106)	(34,361)	(40,617)	(46,872)	(53,127)
	35,000	(15,595)	(18,771)	(21,948)	(25,124)	(28,300)	(31,476)	(34,652)
	40,000	(15,595)	(15,692)	(15,789)	(15,886)	(15,983)	(16,080)	(16,177)
	45,000	(15,595)	(12,613)	(9,631)	(6,648)	(3,666)	(684)	2,299
	50,000	(15,595)	(9,534)	(3,472)	2,589	8,651	14,712	20,774
	55,000	(15,595)	(6,455)	2,686	11,827	20,968	30,108	39,249

**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

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

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

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				30 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% % Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	4.2	20.0%	1.2	18%	5.4			
3 bed House	40.0%	9.6	30.0%	1.8	38%	11.4			
4 bed House	15.0%	3.6	10.0%	0.6	14%	4.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	2.4	20.0%	1.2	12%	3.6			
2 bed Flat	17.5%	4.2	20.0%	1.2	18%	5.4			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	24.0	100.0%	6.0	100%	30.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	332	3,571	95	1,020	427		4,592		
3 bed House	893	9,610	167	1,802	1,060		11,412		
4 bed House	414	4,456	69	743	483		5,199		
5 bed House	0	0	0	0	0		0		
1 bed Flat	141	1,520	71	760	212		2,279		
2 bed Flat	346	3,723	99	1,064	445		4,787		
3 bed Flat	0	0	0	0	0		0		
	2,126	22,880	501	5,389	2,626		28,269		
AH % by floor area:		19.06% 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	140,000	2,414	224					0	
2 bed House	230,000	2,911	270					1,242,000	
3 bed House	295,000	3,172	295					3,363,000	
4 bed House	350,000	3,043	283					1,470,000	
5 bed House	0	0	0					0	
1 bed Flat	120,000	2,400	223					432,000	
2 bed Flat	165,000	2,357	219					891,000	
3 bed Flat	0	0	0					0	
								7,398,000	
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%	
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%	
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%	
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%	
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
					* capped @£250K				

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme H** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	4.2	@	230,000	966,000
3 bed House	9.6	@	295,000	2,832,000
4 bed House	3.6	@	350,000	1,260,000
5 bed House	0.0	@	0	-
1 bed Flat	2.4	@	120,000	288,000
2 bed Flat	4.2	@	165,000	693,000
3 bed Flat	0.0	@	0	-
	24.0			6,039,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.3	@	161,000	48,300
3 bed House	0.5	@	206,500	92,925
4 bed House	0.2	@	245,000	36,750
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	84,000	25,200
2 bed Flat	0.3	@	115,500	34,650
3 bed Flat	0.0	@	0	-
	1.5			237,825
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	0.4	@	126,500	53,130
3 bed House	0.6	@	162,250	102,218
4 bed House	0.2	@	192,500	40,425
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	66,000	27,720
2 bed Flat	0.4	@	90,750	38,115
3 bed Flat	0.0	@	0	-
	2.1			261,608
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.3	@	161,000	48,300
3 bed House	0.5	@	206,500	92,925
4 bed House	0.2	@	245,000	36,750
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	84,000	25,200
2 bed Flat	0.3	@	115,500	34,650
3 bed Flat	0.0	@	0	-
	1.5			237,825
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	0.2	@	149,500	26,910
3 bed House	0.3	@	191,750	51,773
4 bed House	0.1	@	227,500	20,475
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	78,000	14,040
2 bed Flat	0.2	@	107,250	19,305
3 bed Flat	0.0	@	0	-
	0.9	6.0		132,503
<b>Sub-total GDV Residential</b>				
	<b>30</b>			<b>6,908,760</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>489,240</b>
		<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>				
	6	AH units @	0	per unit
<b>Total GDV</b>				
				<b>6,908,760</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme H** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 (Mrkt only + garages) (128,950)									
CIL analysis: 2,192 sqm 58.84 £ psm 1.87% % of GDV 4,298 £ 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 @		0				-
	Sub-total								-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			2,626 sqm (total)		0				-
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.86 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				-
	Sub-total								-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,531				-
2 bed House			427 sqm @		1,531				(653,125)
3 bed House			1,060 sqm @		1,531				(1,623,166)
4 bed House			483 sqm @		1,531				(739,473)
5 bed House			- sqm @		1,531				-
1 bed Flat			212 sqm @		1,681				(355,976)
2 bed Flat			445 sqm @		1,681				(747,551)
3 bed Flat		2,626	- sqm @		1,681				-
Garages for 3B House (Mrkt only)	10	10%	units @		18 sqm @	640	psm		(11,059)
Garages for 4B House (Mrkt only)	4	75%	units @		18 sqm @	640	psm		(31,104)
Garages for 5B House (Mrkt only)	-	120%	units @		18 sqm @	640	psm		-
			66						
External works 4,161,454 @ 15.0% (624,218)									
Ext. Works analysis: 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 30 units @ 1,003 £ per unit (30,090)									
M4(2) Category 2 Housing	tenure weighted u		30 units @	94.0%	@	521	£ per unit		(14,692)
M4(3) (10%AH 5%OMS)	tenure weighted u		30 units @	6.0%	@	10,111	£ per unit		(18,200)
Net Zero Cost (2025 FHS Part L) 30 units @ 4,500 £ per unit (135,000)									
SAC 30 units @ 291 £ per unit (8,717)									
EV Charging Points - Houses 21 units @ 1,000 £ per unit (21,000)									
EV Charging Points - Flats 9 units @ 4 flats per charger 10,000 £ per 4 units (22,500)									
Water Efficiency (Climate change policy) 30 units @ 10 £ per unit (300)									
Sub-total (250,499)									
Policy Costs analysis: (design costs only) 8,350 £ per unit (total units)									
Contingency (on construction) 5,036,172 @ 5.0% (251,809)									

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme H** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 Notes:

<b>Professional Fees</b>	5,036,172 @		<b>6.5%</b>		(327,351)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	6,039,000 OMS @		<b>3.00%</b>	6,039 £ per unit	(181,170)
Residential Sales Agent Costs	6,039,000 OMS @		<b>1.00%</b>	2,013 £ per unit	(60,390)
Residential Sales Legal Costs	6,039,000 OMS @		<b>0.25%</b>	503 £ per unit	(15,098)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>8,222 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(117,351)
<b>Developers Profit -</b>					
Profit on OMS	6,039,000		<b>20.00%</b>		(1,207,800)
Margin on AH	869,760		<b>6.00%</b> on AH values		(52,186)
<b>Profit analysis:</b>	<b>6,908,760</b>		<b>18.24% blended GDV</b>	<b>(1,259,986)</b>	
	<b>6,162,150</b>		<b>20.45% on costs</b>	<b>(1,259,986)</b>	
<b>TOTAL COSTS</b>					<b>(7,422,136)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(513,376)
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>(513,376)</b>
<b>RLV analysis:</b>	<b>(17,113) £ per plot</b>	<b>(598,938) £ per ha (net)</b>	<b>(242,387) £ per acre (net)</b>		
		<b>(568,991) £ per ha (gross)</b>	<b>(230,268) £ per acre (gross)</b>		
			<b>-7.43% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		0.86 ha (net)		2.12 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		0.90 ha (gross)		2.23 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	8,306 £ per plot	290,706 £ per ha (net)	<b>117,647</b> £ per acre (net)		<b>249,176</b>
<b>BLV analysis:</b>		<b>276,170 £ per ha (gross)</b>	<b>111,765 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(889,644) £ per ha (net)</b>	<b>(360,034) £ per acre (net)</b>		<b>(762,552)</b>



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme H** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%							
Balance (RLV - BLV £ per acre (n))		(360,034)	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00		(173,803)	(204,524)	(235,245)	(265,965)	(296,686)	(327,407)	(358,128)
	10.00		(187,261)	(217,309)	(247,356)	(277,404)	(307,452)	(337,500)	(367,548)
	20.00		(200,718)	(230,093)	(259,468)	(288,843)	(318,218)	(347,593)	(376,968)
	30.00		(214,176)	(242,878)	(271,580)	(300,282)	(328,984)	(357,687)	(386,389)
	40.00		(227,634)	(255,663)	(283,692)	(311,721)	(339,751)	(367,780)	(395,809)
	50.00		(241,092)	(268,448)	(295,804)	(323,160)	(350,517)	(377,873)	(405,229)
	60.00		(254,549)	(281,233)	(307,916)	(334,599)	(361,283)	(387,966)	(414,650)
	70.00		(268,007)	(294,017)	(320,028)	(346,039)	(372,049)	(398,060)	(424,070)
	80.00		(281,465)	(306,802)	(332,140)	(357,478)	(382,815)	(408,153)	(433,491)
	90.00		(294,922)	(319,587)	(344,252)	(368,917)	(393,581)	(418,246)	(442,911)
	100.00		(308,380)	(332,372)	(356,364)	(380,356)	(404,348)	(428,339)	(452,331)
	110.00		(321,838)	(345,157)	(368,476)	(391,795)	(415,114)	(438,433)	(461,752)
	120.00		(335,295)	(357,941)	(380,588)	(403,234)	(425,880)	(448,526)	(471,172)
	130.00		(348,753)	(370,726)	(392,699)	(414,673)	(436,646)	(458,619)	(480,592)
	140.00		(362,211)	(383,511)	(404,811)	(426,112)	(447,412)	(468,712)	(490,013)
	150.00		(375,668)	(396,296)	(416,923)	(437,551)	(458,178)	(478,806)	(499,433)
	160.00		(389,126)	(409,081)	(429,035)	(448,990)	(468,944)	(488,899)	(508,854)
	170.00		(402,584)	(421,865)	(441,147)	(460,429)	(479,711)	(498,992)	(518,274)
	180.00		(416,041)	(434,650)	(453,259)	(471,868)	(490,477)	(509,086)	(527,694)
	190.00		(429,499)	(447,435)	(465,371)	(483,307)	(501,243)	(519,179)	(537,115)
200.00		(442,957)	(460,220)	(477,483)	(494,746)	(512,009)	(529,272)	(546,535)	
210.00		(456,414)	(473,005)	(489,595)	(506,185)	(522,775)	(539,365)	(555,955)	
220.00		(469,872)	(485,789)	(501,707)	(517,624)	(533,541)	(549,459)	(565,376)	
230.00		(483,330)	(498,574)	(513,819)	(529,063)	(544,307)	(559,552)	(574,796)	
240.00		(496,788)	(511,359)	(525,931)	(540,502)	(555,074)	(569,645)	(584,217)	
250.00		(510,245)	(524,144)	(538,042)	(551,941)	(565,840)	(579,738)	(593,637)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(360,034)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	1,000		(267,726)	(294,487)	(321,249)	(348,010)	(374,772)	(401,533)	(428,295)
	2,000		(282,464)	(309,225)	(335,987)	(362,748)	(389,510)	(416,271)	(443,033)
	3,000		(297,201)	(323,963)	(350,724)	(377,486)	(404,247)	(431,009)	(457,770)
	4,000		(311,939)	(338,701)	(365,462)	(392,224)	(418,985)	(445,747)	(472,508)
	5,000		(326,677)	(353,439)	(380,200)	(406,962)	(433,723)	(460,485)	(487,246)
	6,000		(341,415)	(368,176)	(394,938)	(421,699)	(448,461)	(475,222)	(501,984)
	7,000		(356,153)	(382,914)	(409,676)	(436,437)	(463,199)	(489,960)	(516,722)
	8,000		(370,890)	(397,652)	(424,413)	(451,175)	(477,936)	(504,698)	(531,459)
	9,000		(385,628)	(412,390)	(439,151)	(465,913)	(492,674)	(519,436)	(546,197)
	10,000		(400,366)	(427,128)	(453,889)	(480,650)	(507,412)	(534,173)	(560,935)
	11,000		(415,104)	(441,865)	(468,627)	(495,388)	(522,150)	(548,911)	(575,673)
	12,000		(429,842)	(456,603)	(483,365)	(510,126)	(536,888)	(563,649)	(590,411)
	13,000		(444,579)	(471,341)	(498,102)	(524,864)	(551,625)	(578,387)	(605,148)
	14,000		(459,317)	(486,079)	(512,840)	(539,602)	(566,363)	(593,125)	(619,886)
	15,000		(474,055)	(500,816)	(527,578)	(554,339)	(581,101)	(607,862)	(634,624)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(360,034)	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%		(78,427)	(111,066)	(146,127)	(181,799)	(217,470)	(253,142)	(288,814)
	16.0%		(111,038)	(144,314)	(178,204)	(212,093)	(245,983)	(279,873)	(313,762)
	17.0%		(146,065)	(178,173)	(210,281)	(242,388)	(274,496)	(306,603)	(338,711)
	18.0%		(181,706)	(212,032)	(242,357)	(272,683)	(303,009)	(333,334)	(363,660)
	19.0%		(217,347)	(245,891)	(274,434)	(302,978)	(331,521)	(360,065)	(388,608)
	20.0%		(252,988)	(279,750)	(306,511)	(333,273)	(360,034)	(386,796)	(413,557)

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(360,034)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 117,647	100,000		(235,341)	(262,103)	(288,864)	(315,626)	(342,387)	(369,149)	(395,910)
	150,000		(285,341)	(312,103)	(338,864)	(365,626)	(392,387)	(419,149)	(445,910)
	200,000		(335,341)	(362,103)	(388,864)	(415,626)	(442,387)	(469,149)	(495,910)
	250,000		(385,341)	(412,103)	(438,864)	(465,626)	(492,387)	(519,149)	(545,910)
	300,000		(435,341)	(462,103)	(488,864)	(515,626)	(542,387)	(569,149)	(595,910)
	350,000		(485,341)	(512,103)	(538,864)	(565,626)	(592,387)	(619,149)	(645,910)
	400,000		(535,341)	(562,103)	(588,864)	(615,626)	(642,387)	(669,149)	(695,910)
	450,000		(585,341)	(612,103)	(638,864)	(665,626)	(692,387)	(719,149)	(745,910)
	500,000		(635,341)	(662,103)	(688,864)	(715,626)	(742,387)	(769,149)	(795,910)
	550,000		(685,341)	(712,103)	(738,864)	(765,626)	(792,387)	(819,149)	(845,910)
	600,000		(735,341)	(762,103)	(788,864)	(815,626)	(842,387)	(869,149)	(895,910)
	650,000		(785,341)	(812,103)	(838,864)	(865,626)	(892,387)	(919,149)	(945,910)
	700,000		(835,341)	(862,103)	(888,864)	(915,626)	(942,387)	(969,149)	(995,910)
	750,000		(885,341)	(912,103)	(938,864)	(965,626)	(992,387)	(1,019,149)	(1,045,910)
	800,000		(935,341)	(962,103)	(988,864)	(1,015,626)	(1,042,387)	(1,069,149)	(1,095,910)
850,000		(985,341)	(1,012,103)	(1,038,864)	(1,065,626)	(1,092,387)	(1,119,149)	(1,145,910)	

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme H** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(360,034)	0	(178,618)	(205,379)	(232,141)	(258,902)	(285,664)	(312,425)	(339,187)
Net Zero	2,000	(211,671)	(238,433)	(265,194)	(291,956)	(318,717)	(345,479)	(372,240)	(398,999)
(£ per unit)	4,000	(244,725)	(271,486)	(298,248)	(325,009)	(351,771)	(378,532)	(405,294)	(432,055)
4,500	6,000	(277,778)	(304,540)	(331,301)	(358,063)	(384,824)	(411,586)	(438,347)	(465,108)
	8,000	(310,832)	(337,593)	(364,355)	(391,116)	(417,878)	(444,639)	(471,401)	(498,162)
	10,000	(343,885)	(370,647)	(397,408)	(424,170)	(450,931)	(477,693)	(504,454)	(531,215)
	12,000	(376,939)	(403,700)	(430,462)	(457,223)	(483,985)	(510,746)	(537,508)	(564,269)
	14,000	(409,992)	(436,754)	(463,515)	(490,277)	(517,038)	(543,799)	(570,561)	(597,322)
	16,000	(443,046)	(469,808)	(496,569)	(523,331)	(550,092)	(576,853)	(603,615)	(630,376)
	18,000	(476,100)	(502,861)	(529,623)	(556,384)	(583,146)	(609,907)	(636,669)	(663,430)
	20,000	(509,153)	(535,915)	(562,676)	(589,438)	(616,199)	(642,961)	(669,722)	(696,483)
	22,000	(542,207)	(568,968)	(595,730)	(622,491)	(649,253)	(676,014)	(702,776)	(729,537)
	24,000	(575,260)	(602,022)	(628,783)	(655,545)	(682,306)	(709,068)	(735,829)	(762,590)
	26,000	(608,314)	(635,075)	(661,837)	(688,598)	(715,360)	(742,121)	(768,883)	(795,644)
	28,000	(641,367)	(668,129)	(694,890)	(721,652)	(748,413)	(775,175)	(801,936)	(828,697)
	30,000	(674,421)	(701,182)	(727,944)	(754,705)	(781,467)	(808,228)	(834,990)	(861,751)

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(360,034)	0.0%	(245,064)	(271,429)	(297,794)	(324,159)	(350,525)	(376,890)	(403,255)
M4(3) Category 3 Housing	2.5%	(249,026)	(275,391)	(301,756)	(328,122)	(354,487)	(380,852)	(407,217)	(433,582)
(% of OMS & AH units)	5.0%	(252,988)	(279,353)	(305,719)	(332,084)	(358,449)	(384,814)	(411,180)	(437,545)
6.0%	7.5%	(256,950)	(283,316)	(309,681)	(336,046)	(362,411)	(388,777)	(415,142)	(441,507)
	10.0%	(260,913)	(287,278)	(313,643)	(340,008)	(366,374)	(392,739)	(419,104)	(445,469)
	12.5%	(264,875)	(291,240)	(317,606)	(343,971)	(370,336)	(396,701)	(423,067)	(449,432)
	15.0%	(268,837)	(295,203)	(321,568)	(347,933)	(374,298)	(400,664)	(427,029)	(453,394)
	17.5%	(272,800)	(299,165)	(325,530)	(351,895)	(378,261)	(404,626)	(431,000)	(457,360)
	20.0%	(276,762)	(303,127)	(329,492)	(355,858)	(382,223)	(408,588)	(434,953)	(461,322)
	22.5%	(280,724)	(307,089)	(333,455)	(359,820)	(386,185)	(412,550)	(438,916)	(465,284)
	25.0%	(284,686)	(311,052)	(337,417)	(363,782)	(390,147)	(416,513)	(442,878)	(469,246)
	27.5%	(288,649)	(315,014)	(341,379)	(367,745)	(394,110)	(420,475)	(446,840)	(473,208)
	30.0%	(292,611)	(318,976)	(345,342)	(371,707)	(398,072)	(424,437)	(450,803)	(477,170)
	32.5%	(296,573)	(322,939)	(349,304)	(375,669)	(402,034)	(428,400)	(454,765)	(481,132)
	35.0%	(300,536)	(326,901)	(353,266)	(379,631)	(405,997)	(432,362)	(458,727)	(485,094)
	37.5%	(304,498)	(330,863)	(357,228)	(383,594)	(409,959)	(436,324)	(462,689)	(489,056)

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(360,034)	70%	451,961	427,275	402,590	377,904	353,219	328,533	303,848
		75%	339,464	315,033	290,601	266,169	241,737	217,305	192,873
Build Cost		80%	226,100	201,855	177,610	153,365	129,120	104,875	80,630
100%		85%	112,135	88,164	64,194	40,223	16,252	(7,719)	(32,422)
(105% = 5% increase)		90%	(1,830)	(26,044)	(50,563)	(75,079)	(100,645)	(126,461)	(153,856)
		95%	(121,237)	(148,315)	(175,393)	(202,472)	(229,550)	(256,628)	(283,707)
		100%	(252,988)	(279,750)	(306,511)	(333,273)	(360,034)	(386,796)	(413,557)
		105%	(384,740)	(411,184)	(437,629)	(464,073)	(490,518)	(516,963)	(543,407)
		110%	(516,491)	(542,619)	(568,747)	(594,874)	(621,002)	(647,130)	(673,258)
		115%	(648,242)	(674,053)	(699,864)	(725,675)	(751,486)	(777,297)	(803,108)
		120%	(779,994)	(805,488)	(830,982)	(856,476)	(881,970)	(907,464)	(932,958)
		125%	(911,745)	(936,922)	(962,100)	(987,277)	(1,012,454)	(1,037,631)	(1,062,808)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(360,034)	80%	(807,406)	(806,447)	(805,488)	(804,528)	(803,569)	(802,609)	(801,650)
		82%	(751,965)	(753,777)	(755,590)	(757,403)	(759,215)	(761,028)	(762,841)
Market Values		84%	(696,523)	(701,107)	(705,692)	(710,277)	(714,862)	(719,447)	(724,031)
100%		86%	(641,081)	(648,438)	(655,795)	(663,151)	(670,508)	(677,865)	(685,222)
(105% = 5% increase)		88%	(585,639)	(595,768)	(605,897)	(616,026)	(626,155)	(636,284)	(646,413)
		90%	(530,197)	(543,098)	(555,999)	(568,900)	(581,801)	(594,702)	(607,603)
		92%	(474,755)	(490,429)	(506,102)	(521,775)	(537,448)	(553,121)	(568,794)
		94%	(419,314)	(437,759)	(456,204)	(474,649)	(493,094)	(511,540)	(529,985)
		96%	(363,872)	(385,089)	(406,306)	(427,524)	(448,741)	(469,958)	(491,176)
		98%	(308,430)	(332,419)	(356,409)	(380,398)	(404,388)	(428,377)	(452,366)
		100%	(252,988)	(279,750)	(306,511)	(333,273)	(360,034)	(386,796)	(413,557)
		102%	(197,546)	(227,080)	(256,613)	(286,147)	(315,681)	(345,214)	(374,748)
		104%	(142,104)	(174,410)	(206,716)	(239,021)	(271,327)	(303,633)	(335,938)
		106%	(89,296)	(121,740)	(156,818)	(191,896)	(226,974)	(262,051)	(297,129)
		108%	(38,879)	(73,200)	(107,832)	(144,770)	(182,620)	(220,470)	(258,320)
		110%	10,026	(25,615)	(62,176)	(99,345)	(138,267)	(178,889)	(219,511)
		112%	57,984	20,448	(17,314)	(56,225)	(95,931)	(137,307)	(180,701)
		114%	105,941	66,007	26,073	(13,974)	(55,347)	(97,589)	(141,892)
		116%	153,898	111,566	69,235	26,903	(15,596)	(59,542)	(104,321)
		118%	201,855	157,126	112,396	67,667	22,937	(22,181)	(68,810)
		120%	249,812	202,685	155,558	108,430	61,303	14,176	(33,727)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme H** No Units: **30**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield**  
 Notes:

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(360,034)							
	5,000	(252,988)	(276,065)	(299,142)	(322,218)	(345,295)	(368,372)	(391,449)
	10,000	(252,988)	(272,380)	(291,772)	(311,164)	(330,556)	(349,948)	(369,340)
Grant (£ per unit)	15,000	(252,988)	(268,695)	(284,403)	(300,110)	(315,817)	(331,525)	(347,232)
	20,000	(252,988)	(265,011)	(277,033)	(289,056)	(301,078)	(313,101)	(325,124)
	25,000	(252,988)	(261,326)	(269,664)	(278,002)	(286,340)	(294,677)	(303,015)
	30,000	(252,988)	(257,641)	(262,294)	(266,948)	(271,601)	(276,254)	(280,907)
	35,000	(252,988)	(253,957)	(254,925)	(255,893)	(256,862)	(257,830)	(258,799)
	40,000	(252,988)	(250,272)	(247,556)	(244,839)	(242,123)	(239,407)	(236,690)
	45,000	(252,988)	(246,587)	(240,186)	(233,785)	(227,384)	(220,983)	(214,582)
	50,000	(252,988)	(242,902)	(232,817)	(222,731)	(212,645)	(202,559)	(192,474)
	55,000	(252,988)	(239,218)	(225,447)	(211,677)	(197,906)	(184,136)	(170,365)

**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

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Appraisal Ref: **I** (see Typologies Matrix)  
 Scheme Typology: **Scheme I** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield): Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				60 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	8.4	20.0%	2.4	18%	10.8			
3 bed House	40.0%	19.2	30.0%	3.6	38%	22.8			
4 bed House	15.0%	7.2	10.0%	1.2	14%	8.4			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	4.8	20.0%	2.4	12%	7.2			
2 bed Flat	17.5%	8.4	20.0%	2.4	18%	10.8			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	48.0	100.0%	12.0	100%	60.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	664	7,143	190	2,041	853	9,184			
3 bed House	1,786	19,220	335	3,604	2,120	22,824			
4 bed House	828	8,913	138	1,485	966	10,398			
5 bed House	0	0	0	0	0	0			
1 bed Flat	282	3,039	141	1,520	424	4,559			
2 bed Flat	692	7,446	198	2,127	889	9,574			
3 bed Flat	0	0	0	0	0	0			
	4,251	45,761	1,001	10,777	5,253	56,538			
AH % by floor area:		19.06% 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	140,000	2,414	224			0			
2 bed House	230,000	2,911	270			2,484,000			
3 bed House	295,000	3,172	295			6,726,000			
4 bed House	350,000	3,043	283			2,940,000			
5 bed House	0	0	0			0			
1 bed Flat	120,000	2,400	223			864,000			
2 bed Flat	165,000	2,357	219			1,782,000			
3 bed Flat	0	0	0			0			
						14,796,000			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%	
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%	
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%	
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%	
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme I** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	8.4	@	230,000	1,932,000
3 bed House	19.2	@	295,000	5,664,000
4 bed House	7.2	@	350,000	2,520,000
5 bed House	0.0	@	0	-
1 bed Flat	4.8	@	120,000	576,000
2 bed Flat	8.4	@	165,000	1,386,000
3 bed Flat	0.0	@	0	-
	48.0			12,078,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.6	@	161,000	96,600
3 bed House	0.9	@	206,500	185,850
4 bed House	0.3	@	245,000	73,500
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	84,000	50,400
2 bed Flat	0.6	@	115,500	69,300
3 bed Flat	0.0	@	0	-
	3.0			475,650
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	0.8	@	126,500	106,260
3 bed House	1.3	@	162,250	204,435
4 bed House	0.4	@	192,500	80,850
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	66,000	55,440
2 bed Flat	0.8	@	90,750	76,230
3 bed Flat	0.0	@	0	-
	4.2			523,215
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.6	@	161,000	96,600
3 bed House	0.9	@	206,500	185,850
4 bed House	0.3	@	245,000	73,500
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	84,000	50,400
2 bed Flat	0.6	@	115,500	69,300
3 bed Flat	0.0	@	0	-
	3.0			475,650
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	0.4	@	149,500	53,820
3 bed House	0.5	@	191,750	103,545
4 bed House	0.2	@	227,500	40,950
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	78,000	28,080
2 bed Flat	0.4	@	107,250	38,610
3 bed Flat	0.0	@	0	-
	1.8	12.0		265,005
<b>Sub-total GDV Residential</b>				
	<b>60</b>			<b>13,817,520</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>978,480</b>
		<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>				
	12	AH units @	0	per unit
<b>Total GDV</b>				
				<b>13,817,520</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme I** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield**  
 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) 4,383 sqm 58.84 £ psm (257,900)									
<b>CIL analysis:</b> 1.87% % of GDV 4,298 £ 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				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			5,253 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 1.71 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		60 units @		0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			
2 bed House			853 sqm @		1,315	psm			(1,121,958)
3 bed House			2,120 sqm @		1,315	psm			(2,788,326)
4 bed House			966 sqm @		1,315	psm			(1,270,290)
5 bed House			- sqm @		1,315	psm			-
1 bed Flat			424 sqm @		1,493	psm			(632,329)
2 bed Flat			889 sqm @		1,493	psm			(1,327,892)
3 bed Flat		5,253	- sqm @		1,493	psm			-
Garages for 3B House (Mrkt only)	19		10% units @		18 sqm @	640	psm		(22,118)
Garages for 4B House (Mrkt only)	7		75% units @		18 sqm @	640	psm		(62,208)
Garages for 5B House (Mrkt only)	-		120% units @		18 sqm @	640	psm		-
		132							
External works 7,225,122 @ 15.0% (1,083,768)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 60 units @ 1,003 £ per unit (60,180)									
M4(2) Category 2 Housing	tenure weighted u	60	units @	94.0%	@	521	£ per unit		(29,384)
M4(3) (10%AH 5%OMS)	tenure weighted u	60	units @	6.0%	@	10,111	£ per unit		(36,400)
Net Zero Cost (2025 FHS Part L)		60	units @			4,500	£ per unit		(270,000)
SAC		60	units @			291	£ per unit		(17,435)
EV Charging Points - Houses		42	units @			1,000	£ per unit		(42,000)
EV Charging Points - Flats		18	units @		4 flats per charger	10,000	£ per 4 units		(45,000)
Water Efficiency (Climate change policy)		60	units @			10	£ per unit		(600)
	Sub-total								(500,999)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction)			8,809,889 @			5.0%			(440,494)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme I** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 Notes:

<b>Professional Fees</b>	8,809,889 @		<b>6.5%</b>		(572,643)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	12,078,000 OMS @		<b>3.00%</b>	6,039 £ per unit	(362,340)
Residential Sales Agent Costs	12,078,000 OMS @		<b>1.00%</b>	2,013 £ per unit	(120,780)
Residential Sales Legal Costs	12,078,000 OMS @		<b>0.25%</b>	503 £ per unit	(30,195)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>8,389 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(109,425)
<b>Developers Profit -</b>					
Profit on OMS	12,078,000		<b>20.00%</b>		(2,415,600)
Margin on AH	1,739,520		<b>6.00%</b> on AH values		(104,371)
<b>Profit analysis:</b>	<b>13,817,520</b>		<b>18.24% blended GDV</b>	<b>(2,519,971)</b>	
	<b>10,787,905</b>		<b>23.36% on costs</b>	<b>(2,519,971)</b>	
<b>TOTAL COSTS</b>					<b>(13,307,877)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					509,643
SDLT	509,643 @		HMRC formula		(14,982)
Acquisition Agent fees	509,643 @		<b>1.0%</b>		(5,096)
Acquisition Legal fees	509,643 @		<b>0.5%</b>		(2,548)
Interest on Land	509,643 @		7.00%		(35,675)
Residual Land Value					<b>451,341</b>
<b>RLV analysis:</b>	<b>7,522 £ per plot</b>	<b>263,283 £ per ha (net)</b>	<b>106,549 £ per acre (net)</b>		
		<b>250,118 £ per ha (gross)</b>	<b>101,222 £ per acre (gross)</b>		
			<b>3.27% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.71 ha (net)		4.24 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.80 ha (gross)		4.46 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)		<b>133,529 £ per acre (net)</b>	<b>565,629</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>		<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(66,668) £ per ha (net)</b>		<b>(26,980) £ per acre (net)</b>	<b>(114,287)</b>



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme I** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(26,980)								
	0.00	138,374	110,517	82,659	54,801	26,944	(914)	(28,772)	
	10.00	126,919	99,634	72,349	45,064	17,779	(9,506)	(36,790)	
	CIL £ psm	20.00	115,463	88,751	62,039	35,327	8,615	(18,097)	(44,809)
		30.00	104,008	77,868	51,729	25,590	(550)	(26,689)	(52,828)
		40.00	92,552	66,985	41,419	15,852	(9,714)	(35,281)	(60,847)
		50.00	81,096	56,103	31,109	6,115	(18,879)	(43,872)	(68,866)
		60.00	69,641	45,220	20,799	(3,622)	(28,043)	(52,464)	(76,885)
		70.00	58,185	34,337	10,489	(13,359)	(37,208)	(61,056)	(85,074)
		80.00	46,730	23,454	179	(23,097)	(46,372)	(69,647)	(93,371)
		90.00	35,274	12,571	(10,131)	(32,834)	(55,537)	(78,239)	(101,680)
		100.00	23,818	1,689	(20,441)	(42,571)	(64,701)	(87,068)	(110,163)
		110.00	12,363	(9,194)	(30,751)	(52,308)	(73,865)	(95,957)	(118,645)
		120.00	907	(20,077)	(41,061)	(62,046)	(83,135)	(104,930)	(127,127)
		130.00	(10,548)	(30,960)	(51,371)	(71,783)	(92,617)	(114,019)	(135,803)
		140.00	(22,004)	(41,843)	(61,681)	(81,573)	(102,121)	(123,107)	(145,074)
		150.00	(33,460)	(52,725)	(71,991)	(91,648)	(111,816)	(132,195)	(154,344)
		160.00	(44,915)	(63,608)	(82,381)	(101,736)	(121,510)	(142,004)	(163,614)
		170.00	(56,371)	(74,491)	(93,049)	(112,036)	(131,204)	(151,936)	(172,885)
		180.00	(67,826)	(85,360)	(103,774)	(122,336)	(141,583)	(161,869)	(182,155)
		190.00	(79,282)	(96,221)	(114,680)	(132,636)	(152,178)	(171,802)	(191,426)
		200.00	(91,110)	(108,236)	(125,586)	(143,810)	(162,772)	(181,734)	(200,696)
		210.00	(103,004)	(119,748)	(136,768)	(155,067)	(173,367)	(191,667)	(209,967)
	220.00	(115,122)	(131,260)	(148,687)	(166,324)	(183,962)	(201,599)	(219,237)	
	230.00	(127,239)	(143,630)	(160,606)	(177,581)	(194,557)	(211,532)	(228,507)	
	240.00	(139,898)	(156,212)	(172,525)	(188,838)	(205,151)	(221,465)	(237,778)	
250.00	(153,142)	(168,793)	(184,444)	(200,095)	(215,746)	(231,397)	(247,048)		

**TABLE 2**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(26,980)								
	1,000	58,424	33,937	9,450	(15,038)	(39,525)	(64,013)	(88,795)	
	2,000	45,879	21,392	(3,096)	(27,583)	(52,071)	(76,558)	(101,790)	
	Site Specific S106	3,000	33,334	8,846	(15,641)	(40,128)	(64,616)	(89,419)	(115,060)
		4,000	20,789	(3,699)	(28,186)	(52,674)	(77,161)	(102,428)	(128,331)
		5,000	8,243	(16,244)	(40,731)	(65,219)	(90,043)	(115,698)	(142,351)
		6,000	(4,302)	(28,789)	(53,277)	(77,764)	(103,066)	(128,968)	(156,854)
		7,000	(16,847)	(41,335)	(65,822)	(90,667)	(116,336)	(143,048)	(171,357)
		8,000	(29,392)	(53,880)	(78,367)	(103,704)	(129,606)	(157,551)	(185,860)
		9,000	(41,938)	(66,425)	(91,291)	(116,974)	(143,745)	(172,054)	(200,364)
		10,000	(54,483)	(78,970)	(104,342)	(130,244)	(158,248)	(186,558)	(214,867)
		11,000	(67,028)	(91,915)	(117,612)	(144,442)	(172,752)	(201,061)	(229,370)
		12,000	(79,573)	(104,980)	(130,882)	(158,946)	(187,255)	(215,564)	(243,873)
		13,000	(92,539)	(118,250)	(145,140)	(173,449)	(201,758)	(230,067)	(258,376)
		14,000	(105,617)	(131,520)	(159,643)	(187,952)	(216,261)	(244,570)	(272,879)
		15,000	(118,888)	(145,837)	(174,146)	(202,455)	(230,764)	(259,074)	(287,383)

**TABLE 3**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(26,980)								
	15.0%	225,117	192,922	160,727	128,532	96,338	64,143	31,948	
	16.0%	194,287	163,634	132,981	102,327	71,674	41,021	10,368	
	Profit	17.0%	163,458	134,346	105,234	76,122	47,011	17,899	(11,213)
		18.0%	132,628	105,058	77,488	49,917	22,347	(5,223)	(32,794)
		19.0%	101,799	75,770	49,741	23,712	(2,316)	(28,345)	(54,374)
20.0%		70,970	46,482	21,995	(2,493)	(26,980)	(51,467)	(75,955)	

**TABLE 4**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(26,980)								
	100,000	104,499	80,011	55,524	31,036	6,549	(17,938)	(42,426)	
	150,000	54,499	30,011	5,524	(18,964)	(43,451)	(67,938)	(92,426)	
	BLV (£ per acre)	200,000	4,499	(19,989)	(44,476)	(68,964)	(93,451)	(117,938)	(142,426)
		250,000	(45,501)	(69,989)	(94,476)	(118,964)	(143,451)	(167,938)	(192,426)
		300,000	(95,501)	(119,989)	(144,476)	(168,964)	(193,451)	(217,938)	(242,426)
		350,000	(145,501)	(169,989)	(194,476)	(218,964)	(243,451)	(267,938)	(292,426)
		400,000	(195,501)	(219,989)	(244,476)	(268,964)	(293,451)	(317,938)	(342,426)
		450,000	(245,501)	(269,989)	(294,476)	(318,964)	(343,451)	(367,938)	(392,426)
		500,000	(295,501)	(319,989)	(344,476)	(368,964)	(393,451)	(417,938)	(442,426)
		550,000	(345,501)	(369,989)	(394,476)	(418,964)	(443,451)	(467,938)	(492,426)
		600,000	(395,501)	(419,989)	(444,476)	(468,964)	(493,451)	(517,938)	(542,426)
		650,000	(445,501)	(469,989)	(494,476)	(518,964)	(543,451)	(567,938)	(592,426)
		700,000	(495,501)	(519,989)	(544,476)	(568,964)	(593,451)	(617,938)	(642,426)
		750,000	(545,501)	(569,989)	(594,476)	(618,964)	(643,451)	(667,938)	(692,426)
		800,000	(595,501)	(619,989)	(644,476)	(668,964)	(693,451)	(717,938)	(742,426)
		850,000	(645,501)	(669,989)	(694,476)	(718,964)	(743,451)	(767,938)	(792,426)



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme I** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(26,980)	0%	5%	10%	15%	20%	25%	30%
	0		134,229	109,742	85,254	60,767	36,280	11,792	(12,695)
Net Zero	2,000		106,114	81,626	57,139	32,652	8,164	(16,323)	(40,811)
(£ per unit)	4,000		77,998	53,511	29,024	4,536	(19,951)	(44,439)	(68,926)
4,500	6,000		49,883	25,396	908	(23,579)	(48,067)	(72,554)	(97,632)
	8,000		21,768	(2,720)	(27,207)	(51,695)	(76,182)	(101,392)	(127,295)
	10,000		(6,348)	(30,835)	(55,323)	(79,810)	(105,230)	(131,133)	(159,219)
	12,000		(34,463)	(58,951)	(83,557)	(109,067)	(135,104)	(163,413)	(191,723)
	14,000		(62,579)	(87,311)	(112,905)	(139,298)	(167,608)	(195,917)	(224,226)
	16,000		(91,065)	(116,743)	(143,493)	(171,802)	(200,111)	(228,420)	(256,729)
	18,000		(120,581)	(147,687)	(175,996)	(204,305)	(232,614)	(260,924)	(289,233)
	20,000		(151,881)	(180,190)	(208,499)	(236,809)	(265,118)	(293,427)	(321,736)
	22,000		(184,385)	(212,694)	(241,003)	(269,312)	(297,621)	(325,930)	(354,239)
	24,000		(216,888)	(245,197)	(273,506)	(301,815)	(330,124)	(358,434)	(386,743)
	26,000		(249,391)	(277,700)	(306,010)	(334,319)	(362,628)	(390,937)	(419,246)
	28,000		(281,895)	(310,204)	(338,513)	(366,822)	(395,131)	(423,440)	(451,750)
	30,000		(314,398)	(342,707)	(371,016)	(399,325)	(427,635)	(455,944)	(484,253)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(26,980)	0%	5%	10%	15%	20%	25%	30%
	0.0%		77,710	53,560	29,410	5,259	(18,891)	(43,042)	(67,192)
M4(3) Category 3 Housing	2.5%		74,340	50,190	26,039	1,889	(22,262)	(46,412)	(70,562)
(% of OMS & AH units)	5.0%		70,970	46,819	22,669	(1,482)	(25,632)	(49,782)	(73,933)
6.0%	7.5%		67,599	43,449	19,299	(4,852)	(29,002)	(53,153)	(77,303)
	10.0%		64,229	40,079	15,928	(8,222)	(32,373)	(56,523)	(80,697)
	12.5%		60,859	36,708	12,558	(11,593)	(35,743)	(59,893)	(84,184)
	15.0%		57,488	33,338	9,188	(14,963)	(39,113)	(63,264)	(87,671)
	17.5%		54,118	29,968	5,817	(18,333)	(42,484)	(66,634)	(91,158)
	20.0%		50,748	26,597	2,447	(21,704)	(45,854)	(70,004)	(94,646)
	22.5%		47,377	23,227	(923)	(25,074)	(49,224)	(73,375)	(98,133)
	25.0%		44,007	19,857	(4,294)	(28,444)	(52,595)	(76,745)	(101,631)
	27.5%		40,637	16,486	(7,664)	(31,815)	(55,965)	(80,119)	(105,196)
	30.0%		37,266	13,116	(11,034)	(35,185)	(59,335)	(83,607)	(108,761)
	32.5%		33,896	9,746	(14,405)	(38,555)	(62,706)	(87,094)	(112,326)
	35.0%		30,526	6,375	(17,775)	(41,926)	(66,076)	(90,581)	(115,892)
	37.5%		27,155	3,005	(21,146)	(45,296)	(69,446)	(94,068)	(119,457)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(26,980)	0%	5%	10%	15%	20%	25%	30%
	70%		649,518	623,804	598,089	572,375	546,660	520,945	495,231
	75%		553,791	528,300	502,809	477,319	451,828	426,337	400,846
Build Cost	80%		457,849	432,571	407,293	382,015	356,737	331,459	306,181
100%	85%		361,622	336,546	311,470	286,394	261,319	236,243	211,162
(105% = 5% increase)	90%		265,040	240,156	215,259	190,340	165,421	140,502	115,583
	95%		168,033	143,330	118,627	93,924	69,221	44,517	19,814
	100%		70,970	46,482	21,995	(2,493)	(26,980)	(51,467)	(75,955)
	105%		(26,094)	(50,366)	(74,637)	(99,565)	(125,204)	(150,843)	(176,481)
	110%		(125,180)	(152,215)	(180,025)	(207,835)	(235,646)	(263,456)	(291,266)
	115%		(236,616)	(264,177)	(291,738)	(319,299)	(346,860)	(374,421)	(401,982)
	120%		(348,828)	(376,140)	(403,452)	(430,763)	(458,075)	(485,386)	(512,698)
	125%		(461,040)	(488,103)	(515,165)	(542,227)	(569,289)	(596,352)	(623,414)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(26,980)	0%	5%	10%	15%	20%	25%	30%
	80%		(448,977)	(449,836)	(450,695)	(451,554)	(452,414)	(453,273)	(454,132)
	82%		(394,077)	(397,681)	(401,285)	(404,890)	(408,494)	(412,098)	(415,703)
Market Values	84%		(339,177)	(345,527)	(351,876)	(358,225)	(364,574)	(370,924)	(377,273)
100%	86%		(284,278)	(293,372)	(302,466)	(311,560)	(320,655)	(329,749)	(338,843)
(105% = 5% increase)	88%		(229,378)	(241,217)	(253,056)	(264,896)	(276,735)	(288,574)	(300,413)
	90%		(174,478)	(189,063)	(203,647)	(218,231)	(232,815)	(247,399)	(261,984)
	92%		(120,764)	(136,908)	(153,052)	(169,196)	(185,340)	(201,484)	(217,628)
	94%		(71,495)	(89,166)	(107,267)	(125,635)	(144,376)	(163,505)	(183,024)
	96%		(24,007)	(43,745)	(63,484)	(83,334)	(103,186)	(123,038)	(142,890)
	98%		23,481	1,368	(20,745)	(42,858)	(64,971)	(87,084)	(109,197)
	100%		70,970	46,482	21,995	(2,493)	(26,980)	(51,467)	(75,955)
	102%		118,458	91,596	64,734	37,872	11,011	(15,851)	(42,713)
	104%		165,946	136,710	107,474	78,237	49,001	19,765	(9,471)
	106%		213,434	181,824	150,213	118,602	86,992	55,381	23,770
	108%		260,922	226,937	192,952	158,967	124,982	90,997	57,012
	110%		308,410	272,042	235,692	199,332	162,973	126,613	90,254
	112%		355,898	317,020	278,362	239,697	200,963	162,229	123,996
	114%		402,957	361,998	320,973	279,947	238,922	197,846	156,737
	116%		450,174	406,854	363,534	320,191	276,799	233,406	189,979
	118%		497,391	451,710	406,030	360,349	314,668	268,915	223,155
	120%		544,997	496,522	448,525	400,483	352,442	304,400	256,297

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme I** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 Notes:

	(26,980)	0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	5,000	70,970	49,623	28,276	6,929	(14,417)	(35,764)	(57,111)
	10,000	70,970	52,764	34,558	16,352	(1,855)	(20,061)	(38,267)
Grant (£ per unit)	15,000	70,970	55,904	40,839	25,774	10,708	(4,357)	(19,422)
	20,000	70,970	59,045	47,120	35,196	23,271	11,346	(578)
	25,000	70,970	62,186	53,402	44,618	35,834	27,050	18,266
	30,000	70,970	65,326	59,683	54,040	48,397	42,753	37,110
	35,000	70,970	68,467	65,964	63,462	60,959	58,457	55,954
	40,000	70,970	71,608	72,246	72,884	73,522	74,160	74,798
	45,000	70,970	74,748	78,527	82,306	86,085	89,864	93,642
	50,000	70,970	77,889	84,809	91,728	98,648	105,567	112,487
	55,000	70,970	81,030	91,090	101,150	111,210	121,270	131,331

**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

240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Appraisal Ref: **J** (see Typologies Matrix)  
 Scheme Typology: **Scheme J** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield): Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES										
Total number of units in scheme		90 Units								
AH Policy requirement (% Target)		20%								
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%								
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented				
		Social Rent:		35.0%						
		First Homes:		25.0%						
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)				
				100%		100.0%				
CIL Rate (£ psm)		58.84 £ 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	17.5%	12.6	20.0%	3.6	18%	16.2				
3 bed House	40.0%	28.8	30.0%	5.4	38%	34.2				
4 bed House	15.0%	10.8	10.0%	1.8	14%	12.6				
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0				
1 bed Flat	10.0%	7.2	20.0%	3.6	12%	10.8				
2 bed Flat	17.5%	12.6	20.0%	3.6	18%	16.2				
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0				
Total number of units		100.0%	72.0	100.0%	18.0	100%	90.0			
<b>OMS Unit Floor areas -</b>										
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624			58.0	624				
2 bed House	79.0	850			79.0	850				
3 bed House	93.0	1,001			93.0	1,001				
4 bed House	115.0	1,238			115.0	1,238				
5 bed House	0.0	0			0.0	0				
1 bed Flat	50.0	538	85.0%		58.8	633				
2 bed Flat	70.0	753	85.0%		82.4	886				
3 bed Flat	80.0	861	85.0%		94.1	1,013				
<b>AH Unit Floor areas -</b>										
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624			58.0	624				
2 bed House	79.0	850			79.0	850				
3 bed House	93.0	1,001			93.0	1,001				
4 bed House	115.0	1,238			115.0	1,238				
5 bed House	0.0	0			0.0	0				
1 bed Flat	50.0	538	85.0%		58.8	633				
2 bed Flat	70.0	753	85.0%		82.4	886				
3 bed Flat	80.0	861	85.0%		94.1	1,013				
<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	995	10,714	284	3,061	1,280					13,776
3 bed House	2,678	28,830	502	5,406	3,181					34,236
4 bed House	1,242	13,369	207	2,228	1,449					15,597
5 bed House	0	0	0	0	0					0
1 bed Flat	424	4,559	212	2,279	635					6,838
2 bed Flat	1,038	11,169	296	3,191	1,334					14,360
3 bed Flat	0	0	0	0	0					0
AH % by floor area:		6,377	68,641	1,502	16,166	7,879			84,807	
19.06% 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	140,000	2,414	224	0						
2 bed House	230,000	2,911	270	3,726,000						
3 bed House	295,000	3,172	295	10,089,000						
4 bed House	350,000	3,043	283	4,410,000						
5 bed House	0	0	0	0						
1 bed Flat	120,000	2,400	223	1,296,000						
2 bed Flat	165,000	2,357	219	2,673,000						
3 bed Flat	0	0	0	0						
					22,194,000					
<b>Affordable Housing values (£) -</b>										
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV		
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%		
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%		
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%		
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%		
5 bed House	0	70%	0	55%	0	70%	0	65%		
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%		
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%		
3 bed Flat	0	70%	0	55%	0	70%	0	65%		
* capped @£250K										

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme J** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	140,000	-
2 bed House	12.6	@	230,000	2,898,000
3 bed House	28.8	@	295,000	8,496,000
4 bed House	10.8	@	350,000	3,780,000
5 bed House	0.0	@	0	-
1 bed Flat	7.2	@	120,000	864,000
2 bed Flat	12.6	@	165,000	2,079,000
3 bed Flat	0.0	@	0	-
	72.0			18,117,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.9	@	161,000	144,900
3 bed House	1.4	@	206,500	278,775
4 bed House	0.5	@	245,000	110,250
5 bed House	0.0	@	0	-
1 bed Flat	0.9	@	84,000	75,600
2 bed Flat	0.9	@	115,500	103,950
3 bed Flat	0.0	@	0	-
	4.5			713,475
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	1.3	@	126,500	159,390
3 bed House	1.9	@	162,250	306,653
4 bed House	0.6	@	192,500	121,275
5 bed House	0.0	@	0	-
1 bed Flat	1.3	@	66,000	83,160
2 bed Flat	1.3	@	90,750	114,345
3 bed Flat	0.0	@	0	-
	6.3			784,823
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.9	@	161,000	144,900
3 bed House	1.4	@	206,500	278,775
4 bed House	0.5	@	245,000	110,250
5 bed House	0.0	@	0	-
1 bed Flat	0.9	@	84,000	75,600
2 bed Flat	0.9	@	115,500	103,950
3 bed Flat	0.0	@	0	-
	4.5			713,475
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	0.5	@	149,500	80,730
3 bed House	0.8	@	191,750	155,318
4 bed House	0.3	@	227,500	61,425
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	78,000	42,120
2 bed Flat	0.5	@	107,250	57,915
3 bed Flat	0.0	@	0	-
	2.7	18.0		397,508
<b>Sub-total GDV Residential</b>				
	<b>90</b>			<b>20,726,280</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,467,720</b>
		<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>				
	18	AH units @	0	per unit
<b>Total GDV</b>				
				<b>20,726,280</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme J** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(28,379)
Planning Application Professional Fees, Surveys and reports						(90,000)
CIL (Mrkt only + garages)		6,575 sqm		58.84 £ psm		(386,850)
	<b>CIL analysis:</b>	1.87% % of GDV		4,298 £ 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	90 units @		0 per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum		7,879 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		2.57 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	90 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 @		1,315 psm		-
2 bed House		1,280 sqm @		1,315 psm		(1,682,937)
3 bed House		3,181 sqm @		1,315 psm		(4,182,489)
4 bed House		1,449 sqm @		1,315 psm		(1,905,435)
5 bed House		- sqm @		1,315 psm		-
1 bed Flat		635 sqm @		1,493 psm		(948,494)
2 bed Flat		1,334 sqm @		1,493 psm		(1,991,838)
3 bed Flat		7,879 - sqm @		1,493 psm		-
Garages for 3B House (Mrkt only)	29	10% units @		18 sqm @	640 psm	(33,178)
Garages for 4B House (Mrkt only)	11	75% units @		18 sqm @	640 psm	(93,312)
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @	640 psm	-
		198				
External works		10,837,682 @		15.0%		(1,625,652)
	<b>Ext. Works analysis:</b>			18,063 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		90 units @		1,003 £ per unit		(90,270)
M4(2) Category 2 Housing	tenure weighted t	90 units @	94.0% @	521 £ per unit		(44,077)
M4(3) (10%AH 5%OMS)	tenure weighted t	90 units @	6.0% @	10,111 £ per unit		(54,599)
Net Zero Cost (2025 FHS Part L)		90 units @		4,500 £ per unit		(405,000)
SAC		90 units @		291 £ per unit		(26,152)
EV Charging Points - Houses		63 units @		1,000 £ per unit		(63,000)
EV Charging Points - Flats		27 units @	4 flats per charger	10,000 £ per 4 units		(67,500)
Water Efficiency (Climate change policy)		90 units @		10 £ per unit		(900)
	Sub-total					(751,498)
	<b>Policy Costs analysis: (design costs only)</b>			8,350 £ per unit (total units)		
Contingency (on construction)		13,214,833 @		5.0%		(660,742)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme J** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 Notes:

<b>Professional Fees</b>	13,214,833 @	6.5%		(858,964)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	18,117,000 OMS @	3.00%	6,039 £ per unit	(543,510)
Residential Sales Agent Costs	18,117,000 OMS @	1.00%	2,013 £ per unit	(181,170)
Residential Sales Legal Costs	18,117,000 OMS @	0.25%	503 £ per unit	(45,293)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,444 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(112,689)
<b>Developers Profit -</b>				
Profit on OMS	18,117,000	20.00%		(3,623,400)
Margin on AH	2,609,280	6.00% on AH values		(156,557)
<b>Profit analysis:</b>	<b>20,726,280</b>	<b>18.24% blended GDV</b>	<b>(3,779,957)</b>	
	<b>16,112,430</b>	<b>23.46% on costs</b>	<b>(3,779,957)</b>	
<b>TOTAL COSTS</b>				<b>(19,892,387)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				833,893
SDLT	833,893 @	HMRC formula		(31,195)
Acquisition Agent fees	833,893 @	1.0%		(8,339)
Acquisition Legal fees	833,893 @	0.5%		(4,169)
Interest on Land	833,893 @	7.00%		(58,373)
Residual Land Value				<b>731,818</b>
<b>RLV analysis:</b>	<b>8,131 £ per plot</b>	<b>284,596 £ per ha (net)</b>	<b>115,174 £ per acre (net)</b>	
		<b>270,366 £ per ha (gross)</b>	<b>109,416 £ per acre (gross)</b>	
			<b>3.53% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.57 ha (net)		6.35 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	2.71 ha (gross)		6.69 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	133,529 £ per acre (net)	<b>848,443</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(45,354) £ per ha (net)</b>	<b>(18,355) £ per acre (net)</b>	<b>(116,626)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme J** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00		146,977	119,014	91,051	63,088	35,124	7,161	(20,802)
	10.00		135,616	108,221	80,826	53,431	26,035	(1,360)	(28,755)
	20.00		124,255	97,428	70,601	43,774	16,947	(9,880)	(36,707)
	30.00		112,894	86,635	60,376	34,117	7,858	(18,401)	(44,660)
	40.00		101,532	75,842	50,151	24,460	(1,231)	(26,922)	(52,613)
	50.00		90,171	65,049	39,926	14,803	(10,320)	(35,443)	(60,566)
	60.00		78,810	54,255	29,701	5,146	(19,409)	(43,964)	(68,519)
	70.00		67,449	43,462	19,476	(4,511)	(28,498)	(52,485)	(76,471)
	80.00		56,088	32,669	9,251	(14,168)	(37,587)	(61,005)	(84,424)
	90.00		44,727	21,876	(974)	(23,825)	(46,676)	(69,526)	(92,377)
	100.00		33,366	11,083	(11,199)	(33,482)	(55,765)	(78,047)	(100,416)
	110.00		22,005	290	(21,424)	(43,139)	(64,853)	(86,568)	(108,645)
	120.00		10,644	(10,503)	(31,649)	(52,796)	(73,942)	(95,089)	(116,984)
	130.00		(718)	(21,296)	(41,874)	(62,453)	(83,031)	(103,810)	(125,396)
	140.00		(12,079)	(32,089)	(52,099)	(72,110)	(92,120)	(112,642)	(133,835)
	150.00		(23,440)	(42,882)	(62,324)	(81,767)	(101,326)	(121,655)	(143,029)
	160.00		(34,801)	(53,675)	(72,549)	(91,424)	(110,730)	(130,668)	(152,223)
	170.00		(46,162)	(64,468)	(82,774)	(101,193)	(120,317)	(140,253)	(161,417)
	180.00		(57,523)	(75,261)	(92,999)	(111,185)	(129,932)	(150,104)	(170,611)
	190.00		(68,884)	(86,054)	(103,411)	(121,383)	(140,105)	(159,955)	(179,804)
200.00		(80,245)	(96,847)	(114,037)	(131,598)	(150,612)	(169,805)	(188,998)	
210.00		(91,607)	(107,980)	(124,853)	(142,583)	(161,120)	(179,656)	(198,192)	
220.00		(103,145)	(119,309)	(135,868)	(153,747)	(171,627)	(189,507)	(207,386)	
230.00		(114,967)	(130,726)	(147,689)	(164,911)	(182,134)	(199,357)	(216,580)	
240.00		(126,985)	(142,943)	(159,509)	(176,076)	(192,642)	(209,208)	(225,774)	
250.00		(139,511)	(155,421)	(171,330)	(187,240)	(203,149)	(219,059)	(234,968)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000		67,686	43,066	18,445	(6,176)	(30,796)	(55,417)	(80,038)
	2,000		55,245	30,624	6,003	(18,618)	(43,238)	(67,859)	(92,480)
	3,000		42,803	18,182	(6,439)	(31,059)	(55,680)	(80,331)	(105,167)
	4,000		30,361	5,740	(18,880)	(43,501)	(68,122)	(92,743)	(118,177)
	5,000		17,919	(6,702)	(31,322)	(55,943)	(80,564)	(105,439)	(131,338)
	6,000		5,477	(19,143)	(43,764)	(68,385)	(93,005)	(118,455)	(145,518)
	7,000		(6,964)	(31,585)	(56,206)	(80,827)	(105,711)	(131,616)	(159,901)
	8,000		(19,406)	(44,027)	(68,648)	(93,268)	(118,733)	(145,822)	(174,285)
	9,000		(31,848)	(56,469)	(81,089)	(105,983)	(131,894)	(160,205)	(188,669)
	10,000		(44,290)	(68,911)	(93,531)	(119,011)	(146,126)	(174,589)	(203,052)
	11,000		(56,732)	(81,352)	(106,255)	(132,172)	(160,509)	(188,973)	(217,436)
	12,000		(69,173)	(93,794)	(119,289)	(146,430)	(174,893)	(203,356)	(231,819)
	13,000		(81,615)	(106,527)	(132,450)	(160,813)	(189,276)	(217,740)	(246,203)
	14,000		(94,057)	(119,567)	(146,734)	(175,197)	(203,660)	(232,123)	(260,587)
	15,000		(106,799)	(132,728)	(161,117)	(189,580)	(218,044)	(246,507)	(274,970)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%		234,275	201,947	169,619	137,291	104,963	72,635	40,307
	16.0%		203,446	172,659	141,873	111,086	80,299	49,513	18,726
	17.0%		172,616	143,371	114,126	84,881	55,636	26,391	(2,854)
	18.0%		141,787	114,083	86,380	58,676	30,972	3,269	(24,435)
	19.0%		110,958	84,795	58,633	32,471	6,309	(19,853)	(46,016)
	20.0%		80,128	55,507	30,887	6,266	(18,355)	(42,975)	(67,596)

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 133,529	100,000		113,657	89,036	64,416	39,795	15,174	(9,446)	(34,067)
	150,000		63,657	39,036	14,416	(10,205)	(34,826)	(59,446)	(84,067)
	200,000		13,657	(10,964)	(35,584)	(60,205)	(84,826)	(109,446)	(134,067)
	250,000		(36,343)	(60,964)	(85,584)	(110,205)	(134,826)	(159,446)	(184,067)
	300,000		(86,343)	(110,964)	(135,584)	(160,205)	(184,826)	(209,446)	(234,067)
	350,000		(136,343)	(160,964)	(185,584)	(210,205)	(234,826)	(259,446)	(284,067)
	400,000		(186,343)	(210,964)	(235,584)	(260,205)	(284,826)	(309,446)	(334,067)
	450,000		(236,343)	(260,964)	(285,584)	(310,205)	(334,826)	(359,446)	(384,067)
	500,000		(286,343)	(310,964)	(335,584)	(360,205)	(384,826)	(409,446)	(434,067)
	550,000		(336,343)	(360,964)	(385,584)	(410,205)	(434,826)	(459,446)	(484,067)
	600,000		(386,343)	(410,964)	(435,584)	(460,205)	(484,826)	(509,446)	(534,067)
	650,000		(436,343)	(460,964)	(485,584)	(510,205)	(534,826)	(559,446)	(584,067)
	700,000		(486,343)	(510,964)	(535,584)	(560,205)	(584,826)	(609,446)	(634,067)
	750,000		(536,343)	(560,964)	(585,584)	(610,205)	(634,826)	(659,446)	(684,067)
	800,000		(586,343)	(610,964)	(635,584)	(660,205)	(684,826)	(709,446)	(734,067)
	850,000		(636,343)	(660,964)	(685,584)	(710,205)	(734,826)	(759,446)	(784,067)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme J** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
	0		142,793	118,172	93,552	68,931	44,310	19,689	(4,931)
Net Zero	2,000		114,942	90,321	65,701	41,080	16,459	(8,162)	(32,782)
(£ per unit)	4,000		87,091	62,470	37,849	13,229	(11,392)	(36,013)	(60,633)
	6,000		59,240	34,619	9,998	(14,622)	(39,243)	(63,864)	(88,484)
4.500	8,000		31,389	6,768	(17,853)	(42,473)	(67,094)	(91,715)	(117,090)
	10,000		3,538	(21,083)	(45,704)	(70,324)	(94,945)	(120,507)	(147,760)
	12,000		(24,313)	(48,934)	(73,555)	(98,187)	(123,924)	(151,495)	(179,958)
	14,000		(52,164)	(76,785)	(101,529)	(127,341)	(155,229)	(183,692)	(212,156)
	16,000		(80,015)	(104,872)	(130,758)	(158,964)	(187,427)	(215,890)	(244,353)
	18,000		(108,214)	(134,235)	(162,698)	(191,161)	(219,624)	(248,088)	(276,551)
	20,000		(137,969)	(166,432)	(194,896)	(223,359)	(251,822)	(280,285)	(308,749)
	22,000		(170,167)	(198,630)	(227,093)	(255,557)	(284,020)	(312,483)	(340,946)
	24,000		(202,365)	(230,828)	(259,291)	(287,754)	(316,218)	(344,681)	(373,144)
	26,000		(234,562)	(263,026)	(291,489)	(319,952)	(348,415)	(376,879)	(405,342)
	28,000		(266,760)	(295,223)	(323,687)	(352,150)	(380,613)	(409,076)	(437,540)
	30,000		(298,958)	(327,421)	(355,884)	(384,348)	(412,811)	(441,274)	(469,737)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
	0.0%		86,805	62,519	38,232	13,945	(10,342)	(34,629)	(58,916)
M4(3) Category 3 Housing	2.5%		83,467	59,180	34,893	10,606	(13,681)	(37,967)	(62,254)
(% of OMS & AH units)	5.0%		80,128	55,841	31,554	7,268	(17,019)	(41,306)	(65,593)
6.0%	7.5%		76,789	52,503	28,216	3,929	(20,358)	(44,645)	(68,932)
	10.0%		73,451	49,164	24,877	590	(23,697)	(47,983)	(72,270)
	12.5%		70,112	45,825	21,539	(2,748)	(27,035)	(51,322)	(75,609)
	15.0%		66,774	42,487	18,200	(6,087)	(30,374)	(54,661)	(78,947)
	17.5%		63,435	39,148	14,861	(9,426)	(33,712)	(57,999)	(82,286)
	20.0%		60,096	35,809	11,523	(12,764)	(37,051)	(61,338)	(85,625)
	22.5%		56,758	32,471	8,184	(16,103)	(40,390)	(64,677)	(88,963)
	25.0%		53,419	29,132	4,845	(19,442)	(43,728)	(68,015)	(92,302)
	27.5%		50,080	25,794	1,507	(22,780)	(47,067)	(71,354)	(95,641)
	30.0%		46,742	22,455	(1,832)	(26,119)	(50,406)	(74,692)	(99,019)
	32.5%		43,403	19,116	(5,171)	(29,457)	(53,744)	(78,031)	(102,473)
	35.0%		40,064	15,778	(8,509)	(32,796)	(57,083)	(81,370)	(105,928)
	37.5%		36,726	12,439	(11,848)	(36,135)	(60,422)	(84,708)	(109,382)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
	70%		654,563	628,706	602,849	576,992	551,135	525,277	499,420
	75%		559,286	533,648	508,009	482,371	456,733	431,094	405,456
Build Cost	80%		463,865	438,438	413,012	387,585	362,159	336,732	311,305
100%	85%		368,255	343,033	317,811	292,588	267,366	242,138	216,900
(105% = 5% increase)	90%		272,408	247,381	222,333	197,285	172,237	147,189	122,141
	95%		176,279	151,444	126,610	101,776	76,941	52,107	27,272
	100%		80,128	55,507	30,887	6,266	(18,355)	(42,975)	(67,596)
	105%		(16,023)	(40,430)	(64,837)	(89,244)	(114,250)	(140,675)	(168,891)
	110%		(112,687)	(138,720)	(166,689)	(194,658)	(222,627)	(250,596)	(278,566)
	115%		(221,908)	(249,630)	(277,352)	(305,074)	(332,796)	(360,518)	(388,240)
	120%		(333,064)	(360,539)	(388,015)	(415,490)	(442,965)	(470,440)	(497,915)
	125%		(444,221)	(471,449)	(498,677)	(525,905)	(553,133)	(580,361)	(607,590)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
	80%		(434,421)	(435,585)	(436,749)	(437,913)	(439,077)	(440,241)	(441,405)
	82%		(379,823)	(383,717)	(387,611)	(391,505)	(395,399)	(399,293)	(403,187)
Market Values	84%		(325,224)	(331,848)	(338,472)	(345,096)	(351,720)	(358,344)	(364,968)
100%	86%		(270,626)	(279,980)	(289,334)	(298,687)	(308,041)	(317,395)	(326,749)
(105% = 5% increase)	88%		(216,028)	(228,111)	(240,195)	(252,279)	(264,362)	(276,446)	(288,530)
	90%		(161,429)	(176,243)	(191,056)	(205,870)	(220,684)	(235,497)	(250,311)
	92%		(109,162)	(125,152)	(141,141)	(157,130)	(173,119)	(189,108)	(205,097)
	94%		(61,555)	(79,091)	(96,628)	(114,164)	(131,700)	(149,236)	(166,772)
	96%		(14,327)	(34,225)	(54,123)	(74,021)	(93,919)	(113,817)	(133,715)
	98%		32,900	10,641	(11,618)	(33,877)	(56,137)	(78,396)	(100,655)
	100%		80,128	55,507	30,887	6,266	(18,355)	(42,975)	(67,596)
	102%		127,356	100,374	73,392	46,410	19,427	(7,555)	(34,537)
	104%		174,583	145,240	115,896	86,553	57,210	27,866	(1,477)
	106%		221,811	190,106	158,401	126,697	94,992	63,287	31,582
	108%		269,039	234,973	200,906	166,840	132,774	98,708	64,641
	110%		316,231	279,839	243,411	206,984	170,556	134,128	97,701
	112%		363,363	324,625	285,887	247,127	208,338	169,549	130,760
	114%		410,469	369,401	328,306	287,211	246,117	204,970	163,819
	116%		457,515	414,113	370,710	327,274	283,823	240,371	196,879
	118%		504,562	458,807	413,052	367,297	321,528	275,720	229,913
	120%		551,553	503,490	455,394	407,287	359,179	311,070	262,905



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1

Scheme Typology: **Scheme J** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 Notes:

**TABLE 9**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(18,355)							
	5,000	80,128	58,622	37,116	15,610	(5,895)	(27,401)	(48,907)
	10,000	80,128	61,737	43,346	24,955	6,564	(11,827)	(30,218)
Grant (£ per unit)	15,000	80,128	64,852	49,576	34,299	19,023	3,747	(11,530)
	20,000	80,128	67,967	55,805	43,644	31,482	19,321	7,159
	25,000	80,128	71,081	62,035	52,988	43,941	34,895	25,848
	30,000	80,128	74,196	68,264	62,332	56,401	50,469	44,537
	35,000	80,128	77,311	74,494	71,677	68,860	66,043	63,226
	40,000	80,128	80,426	80,724	81,021	81,319	81,617	81,914
	45,000	80,128	83,541	86,953	90,366	93,778	97,191	100,603
	50,000	80,128	86,655	93,183	99,710	106,237	112,765	119,292
	55,000	80,128	89,770	99,412	109,055	118,697	128,339	137,981

**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

240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals F - J v0.1 - Summary Table

Appraisal Ref:	F	G	H	I	J
Scheme Typology:	Scheme F	Scheme G	Scheme H	Scheme I	Scheme J
No Units:	80	180	30	60	90
Location / Value Zone:	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)
Greenfield/Brownfield:	Brownfield	Brownfield	Greenfield	Greenfield	Greenfield
Notes:	0	0	0	0	0
Total GDV (£)	18,423,360	41,452,560	6,908,760	13,817,520	20,726,280
<b>Policy Assumptions</b>	-	-	-	-	-
AH Target % (& mix):	20%	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.24%	18.24%	18.24%	18.24%	18.24%
Developers Profit (% on costs)	23.33%	23.48%	20.45%	23.36%	23.46%
Developers Profit Total (£)	3,359,962	7,559,914	1,259,986	2,519,971	3,779,957
<b>Land Value KPI's</b>	-	-	-	-	-
RLV (£/acre (net))	102,865	116,482	(242,387)	106,549	115,174
RLV (£/ha (net))	254,180	287,828	(598,938)	263,283	284,596
RLV (% of GDV)	3.15%	3.57%	-7.43%	3.27%	3.53%
RLV Total (£)	580,983	1,480,257	(513,376)	451,341	731,818
BLV (£/acre (net))	231,000	231,000	117,647	133,529	133,529
BLV (£/ha (net))	570,801	570,801	290,706	329,950	329,950
BLV Total (£)	1,304,688	2,935,548	249,176	565,629	848,443
Surplus/Deficit (£/acre) [RLV-BLV]	(128,135)	(114,518)	(360,034)	(26,980)	(18,355)
Surplus/Deficit (£/ha)	(316,621)	(282,973)	(889,644)	(66,668)	(45,354)
Surplus/Deficit Total (£)	(723,705)	(1,455,291)	(762,552)	(114,287)	(116,626)
<b>Plan Viability comments</b>	Marginal	Marginal	Not Viable	Marginal	Marginal

<b>Plan Viability comments</b>	Viable	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viable	if RLV < BLV, and RLV is negative

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

**Appraisal Ref:** K (see Typologies Matrix)  
**Scheme Typology:** Scheme K  
**Site Typology:** Location / Value Zone: Cannock (inc Greenfield/Brownfield: Greenfield  
**Notes:** No Units: 60

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme	60 Units					
AH Policy requirement (% Target)	20%					
Open Market Sale (OMS) housing	Open Market Sale (OMS)	80%				
AH tenure split %	Affordable Rent:	25.0%		60.0% % Rented		
	Social Rent:	35.0%				
	First Homes:	25.0%				
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%		8.0% % of total (>10% First Homes PPG 023)		
		100%	100%			
CIL Rate (£ psm)	58.84 £ 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	17.5%	8.4	20.0%	2.4	18%	10.8
3 bed House	40.0%	19.2	30.0%	3.6	38%	22.8
4 bed House	15.0%	7.2	10.0%	1.2	14%	8.4
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	10.0%	4.8	20.0%	2.4	12%	7.2
2 bed Flat	17.5%	8.4	20.0%	2.4	18%	10.8
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	48.0	100.0%	12.0	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	58.0	624	%	58.0	624	
2 bed House	79.0	850		79.0	850	
3 bed House	93.0	1,001		93.0	1,001	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	0.0	0		0.0	0	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	70.0	753	85.0%	82.4	886	
Issued the final version to client	80.0	861	85.0%	94.1	1,013	
<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	58.0	624	%	58.0	624	
2 bed House	79.0	850		79.0	850	
3 bed House	93.0	1,001		93.0	1,001	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	0.0	0		0.0	0	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	70.0	753	85.0%	82.4	886	
Issued the final version to client	80.0	861	85.0%	94.1	1,013	
<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	664	7,143	190	2,041	853	9,184
3 bed House	1,786	19,220	335	3,604	2,120	22,824
4 bed House	828	8,913	138	1,485	966	10,398
5 bed House	0	0	0	0	0	0
1 bed Flat	282	3,039	141	1,520	424	4,559
2 bed Flat	692	7,446	198	2,127	889	9,574
Issued the final version to client	0	0	0	0	0	0
	4,251	45,761	1,001	10,777	5,253	56,538
<b>AH % by floor area:</b>			<b>19.06% 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	140,000	2,414	224	0		
2 bed House	230,000	2,911	270	2,484,000		
3 bed House	295,000	3,172	295	6,726,000		
4 bed House	350,000	3,043	283	2,940,000		
5 bed House	0	#DIV/0!	#DIV/0!	0		
1 bed Flat	120,000	2,400	223	864,000		
2 bed Flat	165,000	2,357	219	1,782,000		
Issued the final version to client	0	0	0	0		

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:

**Scheme K**

No Units: **60**

Site Typology:

Location / Value Zone:

**Cannock (inc**

Greenfield/Brownfield:

**Greenfield**

Notes:

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%
Issued the final version to client	0	70%	0	55%	0	70%	0	65%

14,796,000

\* capped @£250K

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme K** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 Notes:

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.0	@	140,000		-
2 bed House	8.4	@	230,000		1,932,000
3 bed House	19.2	@	295,000		5,664,000
4 bed House	7.2	@	350,000		2,520,000
5 bed House	0.0	@	0		-
1 bed Flat	4.8	@	120,000		576,000
2 bed Flat	8.4	@	165,000		1,386,000
Issued the final version to client	0.0	@	0		-
	48.0				12,078,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	98,000		-
2 bed House	0.6	@	161,000		96,600
3 bed House	0.9	@	206,500		185,850
4 bed House	0.3	@	245,000		73,500
5 bed House	0.0	@	0		-
1 bed Flat	0.6	@	84,000		50,400
2 bed Flat	0.6	@	115,500		69,300
Issued the final version to client	0.0	@	0		-
	3.0				475,650
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	77,000		-
2 bed House	0.8	@	126,500		106,260
3 bed House	1.3	@	162,250		204,435
4 bed House	0.4	@	192,500		80,850
5 bed House	0.0	@	0		-
1 bed Flat	0.8	@	66,000		55,440
2 bed Flat	0.8	@	90,750		76,230
Issued the final version to client	0.0	@	0		-
	4.2				523,215
<b>First Homes GDV -</b>					
1 bed House	0.0	@	98,000		-
2 bed House	0.6	@	161,000		96,600
3 bed House	0.9	@	206,500		185,850
4 bed House	0.3	@	245,000		73,500
5 bed House	0.0	@	0		-
1 bed Flat	0.6	@	84,000		50,400
2 bed Flat	0.6	@	115,500		69,300
Issued the final version to client	0.0	@	0		-
	3.0				475,650
<b>Other Intermediate GDV -</b>					
1 bed House	0.0	@	91,000		-
2 bed House	0.4	@	149,500		53,820
3 bed House	0.5	@	191,750		103,545
4 bed House	0.2	@	227,500		40,950
5 bed House	0.0	@	0		-
1 bed Flat	0.4	@	78,000		28,080
2 bed Flat	0.4	@	107,250		38,610
Issued the final version to client	0.0	@	0		-
	1.8	12.0			265,005
<b>Sub-total GDV Residential</b>	<b>60</b>				<b>13,817,520</b>
<b>AH on-site cost analysis:</b>				<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>978,480</b>
			<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>	12	AH units @	0	per unit	-
<b>Total GDV</b>					<b>13,817,520</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme K** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 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)		4,383 sqm		58.84 £ psm		(257,900)
	<b>CIL analysis:</b>	1.87% % of GDV		4,298 £ 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		5,253 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		1.71 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	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 @		1,315 psm		-
2 bed House		853 sqm @		1,315 psm		(1,121,958)
3 bed House		2,120 sqm @		1,315 psm		(2,788,326)
4 bed House		966 sqm @		1,315 psm		(1,270,290)
5 bed House		- sqm @		1,315 psm		-
1 bed Flat		424 sqm @		1,493 psm		(632,329)
2 bed Flat		889 sqm @		1,493 psm		(1,327,892)
Issued the final version to client		5,253 - sqm @		1,493 psm		-
Garages for 3B House (Mrkt only)	19	10% units @		18 sqm @	640 psm	(22,118)
Garages for 4B House (Mrkt only)	7	75% units @		18 sqm @	640 psm	(62,208)
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @	640 psm	-
		132				
External works		7,225,122 @		15.0%		(1,083,768)
	<b>Ext. Works analysis:</b>			18,063 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		60 units @		1,003 £ per unit		(60,180)
M4(2) Category 2 Housing	tenure weighted t	60 units @	94.0% @	521 £ per unit		(29,384)
M4(3) (10%AH 5%OMS)	tenure weighted t	60 units @	6.0% @	10,111 £ per unit		(36,400)
Net Zero Cost (2025 FHS Part L)		60 units @		4,500 £ per unit		(270,000)

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

**Scheme Typology:**

**Scheme K**

No Units: **60**

**Site Typology:**

Location / Value Zone:

**Cannock (inc** Greenfield/Brownfield:

**Greenfield**

**Notes:**

SAC	60 units @	"	291 £ per unit	(17,435)
EV Charging Points - Houses	42 units @		1,000 £ per unit	(42,000)
EV Charging Points - Flats	18 units @	4 flats per charger	10,000 £ per 4 units	(45,000)
Water Efficiency (Climate change policy)	60 units @		10 £ per unit	(600)
	Sub-total			(500,999)
	<b>Policy Costs analysis: (design costs only)</b>		<b>8,350 £ per unit (total units)</b>	
Contingency (on construction)	8,809,889 @	5.0%		(440,494)

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

<b>Scheme Typology:</b>	<b>Scheme K</b>	No Units:	<b>60</b>	
<b>Site Typology:</b>	Location / Value Zone:	<b>Cannock (inc</b>	Greenfield/Brownfield:	<b>Greenfield</b>
<b>Notes:</b>				
<b>Professional Fees</b>	8,809,889 @		<b>6.5%</b>	(572,643)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	12,078,000 OMS @		<b>3.00%</b>	6,039 £ per unit (362,340)
Residential Sales Agent Costs	12,078,000 OMS @		<b>1.00%</b>	2,013 £ per unit (120,780)
Residential Sales Legal Costs	12,078,000 OMS @		<b>0.25%</b>	503 £ per unit (30,195)
Affordable Sale Legal Costs				lump sum 10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>				<b>8,389 £ per unit (exc. EPC)</b>
<b>Interest (on Development Costs) -</b>	<b>7.00%</b> APR		0.565% pcm	(109,425)
<b>Developers Profit -</b>				
Profit on OMS	12,078,000		<b>20.00%</b>	(2,415,600)
Margin on AH	1,739,520		<b>6.00%</b> on AH values	(104,371)
<b>Profit analysis:</b>	<b>13,817,520</b>		<b>18.24% blended GDV</b>	<b>(2,519,971)</b>
	<b>10,787,905</b>		<b>23.36% on costs</b>	<b>(2,519,971)</b>
<b>TOTAL COSTS</b>				<b>(13,307,877)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				509,643
SDLT	509,643 @		HMRC formula	(14,982)
Acquisition Agent fees	509,643 @		<b>1.0%</b>	(5,096)
Acquisition Legal fees	509,643 @		<b>0.5%</b>	(2,548)
Interest on Land	509,643 @		7.00%	(35,675)
Residual Land Value				<b>451,341</b>
<b>RLV analysis:</b>	<b>7,522 £ per plot</b>	<b>263,283 £ per ha (net)</b>	<b>106,549 £ per acre (net)</b>	
		<b>250,118 £ per ha (gross)</b>	<b>101,222 £ per acre (gross)</b>	
			<b>3.27% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	<b>35.0</b> dph (net)			
Site Area (net)	1.71 ha (net)		4.24 acres (net)	
Net to Gross ratio	<b>95%</b>			
Site Area (gross)	1.80 ha (gross)		4.46 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	<b>133,529 £ per acre (net)</b>	<b>565,629</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(66,668) £ per ha (net)</b>	<b>(26,980) £ per acre (net)</b>	<b>(114,287)</b>



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme K** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%

Balance (RLV - BLV £ per acre (n))	(26,980)	0%	5%	10%	15%	20%	25%	30%
0.00		138,374	110,517	82,659	54,801	26,944	(914)	(28,772)
10.00		126,919	99,634	72,349	45,064	17,779	(9,506)	(36,790)
20.00		115,463	88,751	62,039	35,327	8,615	(18,097)	(44,809)
30.00	58.84	104,008	77,868	51,729	25,590	(550)	(26,689)	(52,828)
40.00		92,552	66,985	41,419	15,852	(9,714)	(35,281)	(60,847)
50.00		81,096	56,103	31,109	6,115	(18,879)	(43,872)	(68,866)
60.00		69,641	45,220	20,799	(3,622)	(28,043)	(52,464)	(76,885)
70.00		58,185	34,337	10,489	(13,359)	(37,208)	(61,056)	(85,074)
80.00		46,730	23,454	179	(23,097)	(46,372)	(69,647)	(93,371)
90.00		35,274	12,571	(10,131)	(32,834)	(55,537)	(78,239)	(101,680)
100.00		23,818	1,689	(20,441)	(42,571)	(64,701)	(87,068)	(110,163)
110.00		12,363	(9,194)	(30,751)	(52,308)	(73,865)	(95,957)	(118,645)
120.00		907	(20,077)	(41,061)	(62,046)	(83,135)	(104,930)	(127,127)
130.00		(10,548)	(30,960)	(51,371)	(71,783)	(92,617)	(114,019)	(135,803)
140.00		(22,004)	(41,843)	(61,681)	(81,573)	(102,121)	(123,107)	(145,074)
150.00		(33,460)	(52,725)	(71,991)	(91,648)	(111,816)	(132,195)	(154,344)
160.00		(44,915)	(63,608)	(82,381)	(101,736)	(121,510)	(142,004)	(163,614)
170.00		(56,371)	(74,491)	(93,049)	(112,036)	(131,204)	(151,936)	(172,885)
180.00		(67,826)	(85,560)	(103,774)	(122,336)	(141,583)	(161,869)	(182,155)
190.00		(79,282)	(96,821)	(114,680)	(132,636)	(152,178)	(171,802)	(191,426)
200.00		(91,110)	(108,236)	(125,586)	(143,810)	(162,772)	(181,734)	(200,696)
210.00		(103,004)	(119,748)	(136,768)	(155,067)	(173,367)	(191,667)	(209,967)
220.00		(115,122)	(131,260)	(148,687)	(166,324)	(183,962)	(201,599)	(219,237)
230.00		(127,239)	(143,630)	(160,606)	(177,581)	(194,557)	(211,532)	(228,507)
240.00		(139,898)	(156,212)	(172,525)	(188,838)	(205,151)	(221,465)	(237,778)
250.00		(153,142)	(168,793)	(184,444)	(200,095)	(215,746)	(231,397)	(247,048)

**TABLE 2**

Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(26,980)	0%	5%	10%	15%	20%	25%	30%
1,000		58,424	33,937	9,450	(15,038)	(39,525)	(64,013)	(88,795)
2,000		45,879	21,392	(3,096)	(27,583)	(52,071)	(76,558)	(101,790)
3,000		33,334	8,846	(15,641)	(40,128)	(64,616)	(89,419)	(115,060)
4,000		20,789	(3,699)	(28,186)	(52,674)	(77,161)	(102,428)	(128,331)
5,000		8,243	(16,244)	(40,731)	(65,219)	(90,043)	(115,698)	(142,351)
6,000		(4,302)	(28,789)	(53,277)	(77,764)	(103,066)	(128,968)	(156,854)
7,000		(16,847)	(41,335)	(65,822)	(90,667)	(116,336)	(143,048)	(171,357)
8,000		(29,392)	(53,880)	(78,367)	(103,704)	(129,606)	(157,551)	(185,860)
9,000		(41,938)	(66,425)	(91,291)	(116,974)	(143,745)	(172,054)	(200,364)
10,000		(54,483)	(78,970)	(104,342)	(130,244)	(158,248)	(186,558)	(214,867)
11,000		(67,028)	(91,915)	(117,612)	(144,442)	(172,752)	(201,061)	(229,370)
12,000		(79,573)	(104,960)	(130,882)	(158,946)	(187,255)	(215,564)	(243,873)
13,000		(92,539)	(118,250)	(145,140)	(173,449)	(201,758)	(230,067)	(258,376)
14,000		(105,617)	(131,520)	(159,643)	(187,952)	(216,261)	(244,570)	(272,879)
15,000		(118,888)	(145,837)	(174,146)	(202,455)	(230,764)	(259,074)	(287,383)

**TABLE 3**

Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(26,980)	0%	5%	10%	15%	20%	25%	30%
15.0%		225,117	192,922	160,727	128,532	96,338	64,143	31,948
16.0%		194,287	163,634	132,981	102,327	71,674	41,021	10,368
17.0%		163,458	134,346	105,234	76,122	47,011	17,899	(11,213)
18.0%		132,628	105,058	77,488	49,917	22,347	(5,223)	(32,794)
19.0%		101,799	75,770	49,741	23,712	(2,316)	(28,345)	(54,374)
20.0%		70,970	46,482	21,995	(2,493)	(26,980)	(51,467)	(75,955)

**TABLE 4**

Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(26,980)	0%	5%	10%	15%	20%	25%	30%
100,000		104,499	80,011	55,524	31,036	6,549	(17,938)	(42,426)
150,000		54,499	30,011	5,524	(18,964)	(43,451)	(67,938)	(92,426)
200,000		4,499	(19,989)	(44,476)	(68,964)	(93,451)	(117,938)	(142,426)
250,000		(45,501)	(69,989)	(94,476)	(118,964)	(143,451)	(167,938)	(192,426)
300,000		(95,501)	(119,989)	(144,476)	(168,964)	(193,451)	(217,938)	(242,426)
350,000		(145,501)	(169,989)	(194,476)	(218,964)	(243,451)	(267,938)	(292,426)

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:  
Site Typology:  
Notes:

**Scheme K** No Units: **60**  
Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Greenfield**

400,000	(195,501)	(219,989)	(244,476)	(268,964)	(293,451)	(317,938)	(342,426)
450,000	(245,501)	(269,989)	(294,476)	(318,964)	(343,451)	(367,938)	(392,426)
500,000	(295,501)	(319,989)	(344,476)	(368,964)	(393,451)	(417,938)	(442,426)
550,000	(345,501)	(369,989)	(394,476)	(418,964)	(443,451)	(467,938)	(492,426)
600,000	(395,501)	(419,989)	(444,476)	(468,964)	(493,451)	(517,938)	(542,426)
650,000	(445,501)	(469,989)	(494,476)	(518,964)	(543,451)	(567,938)	(592,426)
700,000	(495,501)	(519,989)	(544,476)	(568,964)	(593,451)	(617,938)	(642,426)
750,000	(545,501)	(569,989)	(594,476)	(618,964)	(643,451)	(667,938)	(692,426)
800,000	(595,501)	(619,989)	(644,476)	(668,964)	(693,451)	(717,938)	(742,426)
850,000	(645,501)	(669,989)	(694,476)	(718,964)	(743,451)	(767,938)	(792,426)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme K** No Units: **60**  
 Site Typology: Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(26,980)	0%	5%	10%	15%	20%	25%	30%
	0		134,229	109,742	85,254	60,767	36,280	11,792	(12,695)
	2,000		106,114	81,626	57,139	32,652	8,164	(16,323)	(40,811)
	4,000		77,998	53,511	29,024	4,536	(19,951)	(44,439)	(68,926)
	6,000		49,883	25,396	908	(23,579)	(48,067)	(72,554)	(97,632)
	8,000		21,768	(2,720)	(27,207)	(51,695)	(76,182)	(101,392)	(127,295)
	10,000		(6,348)	(30,835)	(55,323)	(79,810)	(105,230)	(131,133)	(159,219)
	12,000		(34,463)	(58,951)	(83,557)	(109,067)	(135,104)	(163,413)	(191,723)
	14,000		(62,579)	(87,311)	(112,905)	(139,298)	(167,608)	(195,917)	(224,226)
	16,000		(91,065)	(116,743)	(143,493)	(171,802)	(200,111)	(228,420)	(256,729)
	18,000		(120,581)	(147,687)	(175,996)	(204,305)	(232,614)	(260,924)	(289,233)
	20,000		(151,881)	(180,190)	(208,499)	(236,809)	(265,118)	(293,427)	(321,736)
	22,000		(184,385)	(212,694)	(241,003)	(269,312)	(297,621)	(325,930)	(354,239)
	24,000		(216,888)	(245,197)	(273,506)	(301,815)	(330,124)	(358,434)	(386,743)
	26,000		(249,391)	(277,700)	(306,010)	(334,319)	(362,628)	(390,937)	(419,246)
	28,000		(281,895)	(310,204)	(338,513)	(366,822)	(395,131)	(423,440)	(451,750)
	30,000		(314,398)	(342,707)	(371,016)	(399,325)	(427,635)	(455,944)	(484,253)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(26,980)	0%	5%	10%	15%	20%	25%	30%
	0.0%		77,710	53,560	29,410	5,259	(18,891)	(43,042)	(67,192)
	2.5%		74,340	50,190	26,039	1,889	(22,262)	(46,412)	(70,562)
	5.0%		70,970	46,819	22,669	(1,482)	(25,632)	(49,782)	(73,933)
	7.5%		67,599	43,449	19,299	(4,852)	(29,002)	(53,153)	(77,303)
	10.0%		64,229	40,079	15,928	(8,222)	(32,373)	(56,523)	(80,697)
	12.5%		60,859	36,708	12,558	(11,593)	(35,743)	(59,893)	(84,184)
	15.0%		57,488	33,338	9,188	(14,963)	(39,113)	(63,264)	(87,671)
	17.5%		54,118	29,968	5,817	(18,333)	(42,484)	(66,634)	(91,158)
	20.0%		50,748	26,597	2,447	(21,704)	(45,854)	(70,004)	(94,646)
	22.5%		47,377	23,227	(923)	(25,074)	(49,224)	(73,375)	(98,133)
	25.0%		44,007	19,857	(4,294)	(28,444)	(52,595)	(76,745)	(101,631)
	27.5%		40,637	16,486	(7,664)	(31,815)	(55,965)	(80,119)	(105,196)
	30.0%		37,266	13,116	(11,034)	(35,185)	(59,335)	(83,607)	(108,761)
	32.5%		33,896	9,746	(14,405)	(38,555)	(62,706)	(87,094)	(112,326)
	35.0%		30,526	6,375	(17,775)	(41,926)	(66,076)	(90,581)	(115,892)
	37.5%		27,155	3,005	(21,146)	(45,296)	(69,446)	(94,068)	(119,457)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(26,980)	0%	5%	10%	15%	20%	25%	30%
	70%		649,518	623,804	598,089	572,375	546,660	520,945	495,231
	75%		553,791	528,300	502,809	477,319	451,828	426,337	400,846
	80%		457,849	432,571	407,293	382,015	356,737	331,459	306,181
	85%		361,622	336,546	311,470	286,394	261,319	236,243	211,162
	90%		265,040	240,156	215,259	190,340	165,421	140,502	115,583
	95%		168,033	143,330	118,627	93,924	69,221	44,517	19,814
	100%		70,970	46,482	21,995	(2,493)	(26,980)	(51,467)	(75,955)
	105%		(26,094)	(50,366)	(74,637)	(99,565)	(125,204)	(152,491)	(180,551)
	110%		(125,180)	(152,215)	(180,025)	(207,835)	(235,646)	(263,456)	(291,266)
	115%		(236,616)	(264,177)	(291,738)	(319,299)	(346,860)	(374,421)	(401,982)
	120%		(348,828)	(376,140)	(403,452)	(430,763)	(458,075)	(485,386)	(512,698)
	125%		(461,040)	(488,103)	(515,165)	(542,227)	(569,289)	(596,352)	(623,414)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(26,980)	0%	5%	10%	15%	20%	25%	30%
	80%		(448,977)	(449,836)	(450,695)	(451,554)	(452,414)	(453,273)	(454,132)
	82%		(394,077)	(397,681)	(401,285)	(404,890)	(408,494)	(412,098)	(415,703)
	84%		(339,177)	(345,527)	(351,876)	(358,225)	(364,574)	(370,924)	(377,273)
	86%		(284,278)	(293,372)	(302,466)	(311,560)	(320,655)	(329,749)	(338,843)
	88%		(229,378)	(241,217)	(253,056)	(264,896)	(276,735)	(288,574)	(300,413)
	90%		(174,478)	(189,063)	(203,647)	(218,231)	(232,815)	(247,399)	(261,984)
	92%		(120,578)	(136,908)	(153,237)	(171,566)	(188,895)	(206,225)	(223,554)
	94%		(71,495)	(89,166)	(107,267)	(125,635)	(144,976)	(165,050)	(185,124)
	96%		(24,007)	(43,745)	(63,484)	(83,334)	(103,816)	(124,696)	(146,694)
	98%		23,481	1,368	(20,745)	(42,858)	(64,971)	(87,329)	(110,412)
	100%		70,970	46,482	21,995	(2,493)	(26,980)	(51,467)	(75,955)
	102%		118,458	91,596	64,734	37,872	11,011	(15,851)	(42,713)
	104%		165,946	136,710	107,474	78,237	49,001	19,765	(9,471)
	106%		213,434	181,824	150,213	118,602	86,992	55,381	23,770

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:  
Site Typology:  
Notes:

**Scheme K**  
Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Greenfield**

No Units: **60**

108%	260,922	226,937	192,952	158,967	124,982	90,997	57,012
110%	308,332	272,042	235,692	199,332	162,973	126,613	90,254
112%	355,678	317,020	278,362	239,697	200,963	162,229	123,496
114%	402,957	361,998	320,973	279,947	238,922	197,846	156,737
116%	450,174	406,854	363,534	320,191	276,799	233,406	189,979
118%	497,391	451,710	406,030	360,349	314,668	268,915	223,155
120%	544,497	496,522	448,525	400,483	352,442	304,400	256,297

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:

**Scheme K**

No Units: **60**

Site Typology:

Location / Value Zone:

**Cannock (inc** Greenfield/Brownfield:

**Greenfield**

Notes:

**TABLE 9**

		Affordable Housing - % on site 20%							
		(26,980)	0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	5,000		70,970	49,623	28,276	6,929	(14,417)	(35,764)	(57,111)
	10,000		70,970	52,764	34,558	16,352	(1,855)	(20,061)	(38,267)
Grant (£ per unit)	15,000		70,970	55,904	40,839	25,774	10,708	(4,357)	(19,422)
	20,000		70,970	59,045	47,120	35,196	23,271	11,346	(578)
	25,000		70,970	62,186	53,402	44,618	35,834	27,050	18,266
	30,000		70,970	65,326	59,683	54,040	48,397	42,753	37,110
	35,000		70,970	68,467	65,964	63,462	60,959	58,457	55,954
	40,000		70,970	71,608	72,246	72,884	73,522	74,160	74,798
	45,000		70,970	74,748	78,527	82,306	86,085	89,864	93,642
	50,000		70,970	77,889	84,809	91,728	98,648	105,567	112,487
	55,000		70,970	81,030	91,090	101,150	111,210	121,270	131,331

**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

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

**Appraisal Ref:** L (see Typologies Matrix)  
**Scheme Typology:** Scheme L  
**Site Typology:** Location / Value Zone: Cannock (inc Greenfield/Brownfield: Greenfield  
**Notes:** No Units: 90

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme		90 Units				
AH Policy requirement (% Target)		20%				
Open Market Sale (OMS) housing		80%				
AH tenure split %		Affordable Rent: 25.0% Social Rent: 35.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 15.0%				
		60.0% % Rented				
		8.0% % of total (>10% First Homes PPG 023)				
CIL Rate (£ psm)		58.84 £ 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	17.5%	12.6	20.0%	3.6	18%	16.2
3 bed House	40.0%	28.8	30.0%	5.4	38%	34.2
4 bed House	15.0%	10.8	10.0%	1.8	14%	12.6
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	10.0%	7.2	20.0%	3.6	12%	10.8
2 bed Flat	17.5%	12.6	20.0%	3.6	18%	16.2
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
<b>Total number of units</b>	<b>100.0%</b>	<b>72.0</b>	<b>100.0%</b>	<b>18.0</b>	<b>100%</b>	<b>90.0</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	58.0	624		58.0	624	
2 bed House	79.0	850		79.0	850	
3 bed House	93.0	1,001		93.0	1,001	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	0.0	0		0.0	0	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	70.0	753	85.0%	82.4	886	
Issued the final version to client	80.0	861	85.0%	94.1	1,013	
<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	58.0	624		58.0	624	
2 bed House	79.0	850		79.0	850	
3 bed House	93.0	1,001		93.0	1,001	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	0.0	0		0.0	0	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	70.0	753	85.0%	82.4	886	
Issued the final version to client	80.0	861	85.0%	94.1	1,013	
<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	995	10,714	284	3,061	1,280	13,776
3 bed House	2,678	28,830	502	5,406	3,181	34,236
4 bed House	1,242	13,369	207	2,228	1,449	15,597
5 bed House	0	0	0	0	0	0
1 bed Flat	424	4,559	212	2,279	635	6,838
2 bed Flat	1,038	11,169	296	3,191	1,334	14,360
Issued the final version to client	0	0	0	0	0	0
	6,377	68,641	1,502	16,166	7,879	84,807
<b>AH % by floor area:</b>			<b>19.06% 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	140,000	2,414	224	0		
2 bed House	230,000	2,911	270	3,726,000		
3 bed House	295,000	3,172	295	10,089,000		
4 bed House	350,000	3,043	283	4,410,000		
5 bed House	0	#DIV/0!	#DIV/0!	0		
1 bed Flat	120,000	2,400	223	1,296,000		
2 bed Flat	165,000	2,357	219	2,673,000		
Issued the final version to client	0	0	0	0		

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:

**Scheme L**

No Units: **90**

Site Typology:

Location / Value Zone:

**Cannock (inc** Greenfield/Brownfield:

**Greenfield**

Notes:

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%
Issued the final version to client	0	70%	0	55%	0	70%	0	65%

22,194,000

\* capped @£250K

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme L** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
 Notes:

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.0	@	140,000		-
2 bed House	12.6	@	230,000		2,898,000
3 bed House	28.8	@	295,000		8,496,000
4 bed House	10.8	@	350,000		3,780,000
5 bed House	0.0	@	0		-
1 bed Flat	7.2	@	120,000		864,000
2 bed Flat	12.6	@	165,000		2,079,000
Issued the final version to client	0.0	@	0		-
	72.0				18,117,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	98,000		-
2 bed House	0.9	@	161,000		144,900
3 bed House	1.4	@	206,500		278,775
4 bed House	0.5	@	245,000		110,250
5 bed House	0.0	@	0		-
1 bed Flat	0.9	@	84,000		75,600
2 bed Flat	0.9	@	115,500		103,950
Issued the final version to client	0.0	@	0		-
	4.5				713,475
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	77,000		-
2 bed House	1.3	@	126,500		159,390
3 bed House	1.9	@	162,250		306,653
4 bed House	0.6	@	192,500		121,275
5 bed House	0.0	@	0		-
1 bed Flat	1.3	@	66,000		83,160
2 bed Flat	1.3	@	90,750		114,345
Issued the final version to client	0.0	@	0		-
	6.3				784,823
<b>First Homes GDV -</b>					
1 bed House	0.0	@	98,000		-
2 bed House	0.9	@	161,000		144,900
3 bed House	1.4	@	206,500		278,775
4 bed House	0.5	@	245,000		110,250
5 bed House	0.0	@	0		-
1 bed Flat	0.9	@	84,000		75,600
2 bed Flat	0.9	@	115,500		103,950
Issued the final version to client	0.0	@	0		-
	4.5				713,475
<b>Other Intermediate GDV -</b>					
1 bed House	0.0	@	91,000		-
2 bed House	0.5	@	149,500		80,730
3 bed House	0.8	@	191,750		155,318
4 bed House	0.3	@	227,500		61,425
5 bed House	0.0	@	0		-
1 bed Flat	0.5	@	78,000		42,120
2 bed Flat	0.5	@	107,250		57,915
Issued the final version to client	0.0	@	0		-
	2.7	18.0			397,508
<b>Sub-total GDV Residential</b>	<b>90</b>				<b>20,726,280</b>
<b>AH on-site cost analysis:</b>				<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,467,720</b>
			<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>	18	AH units @	0	per unit	-
<b>Total GDV</b>					<b>20,726,280</b>



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme L** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield): Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential)									(28,379)
Planning Application Professional Fees, Surveys and reports									(90,000)
CIL (Mrkt only + garages)									(386,850)
		CIL analysis:		6,575 sqm	58.84 £ psm				
				1.87% % of GDV	4,298 £ 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	90 units @		0 per unit				
		Sub-total							
		S106 analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)			
AH Commuted Sum									
		Comm. Sum analysis:		7,879 sqm (total)	0 £ psm				
				0.00% % of GDV					
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation									
				2.57 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	90 units @		0 per unit				
		Sub-total							
		Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)			
1 bed House									
				- sqm @	1,315 psm				
2 bed House									
				1,280 sqm @	1,315 psm	(1,682,937)			
3 bed House									
				3,181 sqm @	1,315 psm	(4,182,489)			
4 bed House									
				1,449 sqm @	1,315 psm	(1,905,435)			
5 bed House									
				- sqm @	1,315 psm				
1 bed Flat									
				635 sqm @	1,493 psm	(948,494)			
2 bed Flat									
				1,334 sqm @	1,493 psm	(1,991,838)			
		Issued the final version to client		7,879	- sqm @	1,493 psm			
		Garages for 3B House (Mrkt only)	29	10% units @	18 sqm @	640 psm	(33,178)		
		Garages for 4B House (Mrkt only)	11	75% units @	18 sqm @	640 psm	(93,312)		
		Garages for 5B House (Mrkt only)	-	120% units @	18 sqm @	640 psm			
				198					
External works									
				10,837,682 @	15.0%	18,063 £ per unit (total units)		(1,625,652)	
		Ext. Works analysis:							
Policy Costs on design -									
Net Biodiversity costs									
				90 units @	1,003 £ per unit	(90,270)			
		M4(2) Category 2 Housing	tenure weighted	90 units @	94.0% @	521 £ per unit	(44,077)		
		M4(3) (10%AH 5%OMS)	tenure weighted	90 units @	6.0% @	10,111 £ per unit	(54,599)		
		Net Zero Cost (2025 FHS Part L)		90 units @		4,500 £ per unit	(405,000)		

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

**Scheme Typology:**

**Scheme L**

No Units: **90**

**Site Typology:**

Location / Value Zone:

**Cannock (inc** Greenfield/Brownfield:

**Greenfield**

**Notes:**

SAC	90 units @	"	291 £ per unit	(26,152)
EV Charging Points - Houses	63 units @		1,000 £ per unit	(63,000)
EV Charging Points - Flats	27 units @	4 flats per charger	10,000 £ per 4 units	(67,500)
Water Efficiency (Climate change policy)	90 units @		10 £ per unit	(900)
	Sub-total			(751,498)
	<b>Policy Costs analysis: (design costs only)</b>		<b>8,350 £ per unit (total units)</b>	
Contingency (on construction)	13,214,833 @	5.0%		(660,742)

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

**Scheme Typology:** **Scheme L** No Units: **90**  
**Site Typology:** Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield)**  
**Notes:**

<b>Professional Fees</b>	13,214,833 @	6.5%		(858,964)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	18,117,000 OMS @	3.00%	6,039 £ per unit	(543,510)
Residential Sales Agent Costs	18,117,000 OMS @	1.00%	2,013 £ per unit	(181,170)
Residential Sales Legal Costs	18,117,000 OMS @	0.25%	503 £ per unit	(45,293)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,444 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(112,689)
<b>Developers Profit -</b>				
Profit on OMS	18,117,000	20.00%		(3,623,400)
Margin on AH	2,609,280	6.00% on AH values		(156,557)
<b>Profit analysis:</b>	<b>20,726,280</b>	<b>18.24% blended GDV</b>	<b>(3,779,957)</b>	
	<b>16,112,430</b>	<b>23.46% on costs</b>	<b>(3,779,957)</b>	
<b>TOTAL COSTS</b>				<b>(19,892,387)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				833,893
SDLT	833,893 @	HMRC formula		(31,195)
Acquisition Agent fees	833,893 @	1.0%		(8,339)
Acquisition Legal fees	833,893 @	0.5%		(4,169)
Interest on Land	833,893 @	7.00%		(58,373)
Residual Land Value				<b>731,818</b>
<b>RLV analysis:</b>	<b>8,131 £ per plot</b>	<b>284,596 £ per ha (net)</b>	<b>115,174 £ per acre (net)</b>	
		<b>270,366 £ per ha (gross)</b>	<b>109,416 £ per acre (gross)</b>	
			<b>3.53% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.57 ha (net)		6.35 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	2.71 ha (gross)		6.69 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	133,529 £ per acre (net)	<b>848,443</b>
<b>BLV analysis:</b>	<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)	<b>(45,354) £ per ha (net)</b>	<b>(18,355) £ per acre (net)</b>		<b>(116,626)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme L** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00		146,977	119,014	91,051	63,088	35,124	7,161	(20,802)
	10.00		135,616	108,221	80,826	53,431	26,035	(1,360)	(28,755)
	20.00		124,255	97,428	70,601	43,774	16,947	(9,880)	(36,707)
	30.00		112,894	86,635	60,376	34,117	7,858	(18,401)	(44,660)
	40.00		101,532	75,842	50,151	24,460	(1,231)	(26,922)	(52,613)
	50.00		90,171	65,049	39,926	14,803	(10,320)	(35,443)	(60,566)
	60.00		78,810	54,255	29,701	5,146	(19,409)	(43,964)	(68,519)
	70.00		67,449	43,462	19,476	(4,511)	(28,498)	(52,485)	(76,471)
	80.00		56,088	32,669	9,251	(14,168)	(37,587)	(61,005)	(84,424)
	90.00		44,727	21,876	(974)	(23,825)	(46,676)	(69,526)	(92,377)
	100.00		33,366	11,083	(11,199)	(33,482)	(55,765)	(78,047)	(100,416)
	110.00		22,005	290	(21,424)	(43,139)	(64,853)	(86,568)	(108,645)
	120.00		10,644	(10,503)	(31,649)	(52,796)	(73,942)	(95,089)	(116,984)
	130.00		(718)	(21,296)	(41,874)	(62,453)	(83,031)	(103,810)	(125,396)
	140.00		(12,079)	(32,089)	(52,099)	(72,110)	(92,120)	(112,642)	(133,835)
	150.00		(23,440)	(42,882)	(62,324)	(81,767)	(101,326)	(121,655)	(143,029)
	160.00		(34,801)	(53,675)	(72,549)	(91,424)	(110,730)	(130,668)	(152,223)
	170.00		(46,162)	(64,468)	(82,774)	(101,193)	(120,317)	(140,253)	(161,417)
	180.00		(57,523)	(75,261)	(92,999)	(111,185)	(129,932)	(150,104)	(170,611)
	190.00		(68,884)	(86,054)	(103,411)	(121,383)	(140,105)	(159,955)	(179,804)
200.00		(80,245)	(96,847)	(114,037)	(131,598)	(150,612)	(169,805)	(188,998)	
210.00		(91,607)	(107,980)	(124,853)	(142,583)	(161,120)	(179,656)	(198,192)	
220.00		(103,145)	(119,309)	(135,868)	(153,747)	(171,627)	(189,507)	(207,386)	
230.00		(114,967)	(130,726)	(147,689)	(164,911)	(182,134)	(199,357)	(216,580)	
240.00		(126,985)	(142,943)	(159,509)	(176,076)	(192,642)	(209,208)	(225,774)	
250.00		(139,511)	(155,421)	(171,330)	(187,240)	(203,149)	(219,059)	(234,968)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	1,000		67,686	43,066	18,445	(6,176)	(30,796)	(55,417)	(80,038)
	2,000		55,245	30,624	6,003	(18,618)	(43,238)	(67,859)	(92,480)
	3,000		42,803	18,182	(6,439)	(31,059)	(55,680)	(80,301)	(105,167)
	4,000		30,361	5,740	(18,880)	(43,501)	(68,122)	(92,743)	(118,177)
	5,000		17,919	(6,702)	(31,322)	(55,943)	(80,564)	(105,439)	(131,338)
	6,000		5,477	(19,143)	(43,764)	(68,385)	(93,005)	(118,455)	(145,518)
	7,000		(6,964)	(31,585)	(56,206)	(80,827)	(105,711)	(131,616)	(159,901)
	8,000		(19,406)	(44,027)	(68,648)	(93,268)	(118,733)	(145,822)	(174,285)
	9,000		(31,848)	(56,469)	(81,089)	(105,983)	(131,894)	(160,205)	(188,669)
	10,000		(44,290)	(68,911)	(93,531)	(119,011)	(146,126)	(174,589)	(203,052)
	11,000		(56,732)	(81,352)	(106,255)	(132,172)	(160,509)	(188,973)	(217,436)
	12,000		(69,173)	(93,794)	(119,289)	(146,430)	(174,893)	(203,356)	(231,819)
	13,000		(81,615)	(106,527)	(132,450)	(160,813)	(189,276)	(217,740)	(246,203)
	14,000		(94,057)	(119,567)	(146,734)	(175,197)	(203,660)	(232,123)	(260,587)
	15,000		(106,799)	(132,728)	(161,117)	(189,580)	(218,044)	(246,507)	(274,970)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%		234,275	201,947	169,619	137,291	104,963	72,635	40,307
	16.0%		203,446	172,659	141,873	111,086	80,299	49,513	18,726
	17.0%		172,616	143,371	114,126	84,881	55,636	26,391	(2,854)
	18.0%		141,787	114,083	86,380	58,676	30,972	3,269	(24,435)
	19.0%		110,958	84,795	58,633	32,471	6,309	(19,853)	(46,016)
	20.0%		80,128	55,507	30,887	6,266	(18,355)	(42,975)	(67,596)

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 133,529	100,000		113,657	89,036	64,416	39,795	15,174	(9,446)	(34,067)
	150,000		63,657	39,036	14,416	(10,205)	(34,826)	(59,446)	(84,067)
	200,000		13,657	(10,964)	(35,584)	(60,205)	(84,826)	(109,446)	(134,067)
	250,000		(36,343)	(60,964)	(85,584)	(110,205)	(134,826)	(159,446)	(184,067)
	300,000		(86,343)	(110,964)	(135,584)	(160,205)	(184,826)	(209,446)	(234,067)
	350,000		(136,343)	(160,964)	(185,584)	(210,205)	(234,826)	(259,446)	(284,067)

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:  
Site Typology:  
Notes:

**Scheme L** No Units: **90**  
Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Greenfield**

400,000	(186,343)	(210,964)	(235,584)	(260,205)	(284,826)	(309,446)	(334,067)
450,000	(236,343)	(260,964)	(285,584)	(310,205)	(334,826)	(359,446)	(384,067)
500,000	(286,343)	(310,964)	(335,584)	(360,205)	(384,826)	(409,446)	(434,067)
550,000	(336,343)	(360,964)	(385,584)	(410,205)	(434,826)	(459,446)	(484,067)
600,000	(386,343)	(410,964)	(435,584)	(460,205)	(484,826)	(509,446)	(534,067)
650,000	(436,343)	(460,964)	(485,584)	(510,205)	(534,826)	(559,446)	(584,067)
700,000	(486,343)	(510,964)	(535,584)	(560,205)	(584,826)	(609,446)	(634,067)
750,000	(536,343)	(560,964)	(585,584)	(610,205)	(634,826)	(659,446)	(684,067)
800,000	(586,343)	(610,964)	(635,584)	(660,205)	(684,826)	(709,446)	(734,067)
850,000	(636,343)	(660,964)	(685,584)	(710,205)	(734,826)	(759,446)	(784,067)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:  
Site Typology:  
Notes:

Scheme L  
Location / Value Zone: Cannock (inc Greenfield/Brownfield: Greenfield  
No Units: 90

TABLE 5

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
	0		142,793	118,172	93,552	68,931	44,310	19,689	(4,931)
Net Zero	2,000		114,942	90,321	65,701	41,080	16,459	(8,162)	(32,782)
(£ per unit)	4,000		87,091	62,470	37,849	13,229	(11,392)	(36,013)	(60,633)
4,500	6,000		59,240	34,619	9,998	(14,622)	(39,243)	(63,864)	(88,484)
	8,000		31,389	6,768	(17,853)	(42,473)	(67,094)	(91,715)	(117,090)
	10,000		3,538	(21,083)	(45,704)	(70,324)	(94,945)	(120,507)	(147,760)
	12,000		(24,313)	(48,934)	(73,555)	(98,187)	(123,924)	(151,495)	(179,958)
	14,000		(52,164)	(76,785)	(101,529)	(127,341)	(155,229)	(183,692)	(212,156)
	16,000		(80,015)	(104,872)	(130,758)	(158,964)	(187,427)	(215,890)	(244,353)
	18,000		(108,214)	(134,235)	(162,698)	(191,161)	(219,624)	(248,088)	(276,551)
	20,000		(137,969)	(166,432)	(194,896)	(223,359)	(251,822)	(280,285)	(308,749)
	22,000		(170,167)	(198,630)	(227,093)	(255,557)	(284,020)	(312,483)	(340,946)
	24,000		(202,365)	(230,828)	(259,291)	(287,754)	(316,218)	(344,681)	(373,144)
	26,000		(234,562)	(263,026)	(291,489)	(319,952)	(348,415)	(376,879)	(405,342)
	28,000		(266,760)	(295,223)	(323,687)	(352,150)	(380,613)	(409,076)	(437,540)
	30,000		(298,958)	(327,421)	(355,884)	(384,348)	(412,811)	(441,274)	(469,737)

TABLE 6

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
	0.0%		86,805	62,519	38,232	13,945	(10,342)	(34,629)	(58,916)
M4(3) Category 3 Housing	2.5%		83,467	59,180	34,893	10,606	(13,681)	(37,967)	(62,254)
(% of OMS & AH units)	5.0%		80,128	55,841	31,554	7,268	(17,019)	(41,306)	(65,593)
6.0%	7.5%		76,789	52,503	28,216	3,929	(20,358)	(44,645)	(68,932)
	10.0%		73,451	49,164	24,877	590	(23,697)	(47,983)	(72,270)
	12.5%		70,112	45,825	21,539	(2,748)	(27,035)	(51,322)	(75,609)
	15.0%		66,774	42,487	18,200	(6,087)	(30,374)	(54,661)	(78,947)
	17.5%		63,435	39,148	14,861	(9,426)	(33,712)	(57,999)	(82,286)
	20.0%		60,096	35,809	11,523	(12,764)	(37,051)	(61,338)	(85,625)
	22.5%		56,758	32,471	8,184	(16,103)	(40,390)	(64,677)	(88,963)
	25.0%		53,419	29,132	4,845	(19,442)	(43,728)	(68,015)	(92,302)
	27.5%		50,080	25,794	1,507	(22,780)	(47,067)	(71,354)	(95,641)
	30.0%		46,742	22,455	(1,832)	(26,119)	(50,406)	(74,692)	(99,019)
	32.5%		43,403	19,116	(5,171)	(29,457)	(53,744)	(78,031)	(102,473)
	35.0%		40,064	15,778	(8,509)	(32,796)	(57,083)	(81,370)	(105,928)
	37.5%		36,726	12,439	(11,848)	(36,135)	(60,422)	(84,708)	(109,382)

TABLE 7

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
	70%		654,563	628,706	602,849	576,992	551,135	525,277	499,420
	75%		559,286	533,648	508,009	482,371	456,733	431,094	405,456
Build Cost	80%		463,865	438,438	413,012	387,585	362,159	336,732	311,305
100%	85%		368,255	343,033	317,811	292,588	267,366	242,138	216,900
(105% = 5% increase)	90%		272,408	247,381	222,333	197,285	172,237	147,189	122,141
	95%		176,279	151,444	126,610	101,776	76,941	52,107	27,272
	100%		80,128	55,507	30,887	6,266	(18,355)	(42,975)	(67,596)
	105%		(16,023)	(40,430)	(64,837)	(89,244)	(114,250)	(140,675)	(168,891)
	110%		(112,687)	(138,720)	(166,689)	(194,658)	(222,627)	(250,596)	(278,566)
	115%		(221,908)	(249,630)	(277,352)	(305,074)	(332,796)	(360,518)	(388,240)
	120%		(333,064)	(360,539)	(388,015)	(415,490)	(442,965)	(470,440)	(497,915)
	125%		(444,221)	(471,449)	(498,677)	(525,905)	(553,133)	(580,361)	(607,590)

TABLE 8

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(18,355)	0%	5%	10%	15%	20%	25%	30%
	80%		(434,421)	(435,585)	(436,749)	(437,913)	(439,077)	(440,241)	(441,405)
	82%		(379,823)	(383,717)	(387,611)	(391,505)	(395,399)	(399,293)	(403,187)
Market Values	84%		(325,224)	(331,848)	(338,472)	(345,096)	(351,720)	(358,344)	(364,968)
100%	86%		(270,626)	(279,980)	(289,334)	(298,687)	(308,041)	(317,395)	(326,749)
(105% = 5% increase)	88%		(216,028)	(228,111)	(240,195)	(252,279)	(264,362)	(276,446)	(288,530)
	90%		(161,429)	(176,243)	(191,056)	(205,870)	(220,684)	(235,497)	(250,311)
	92%		(109,162)	(125,152)	(141,141)	(157,130)	(173,119)	(189,108)	(205,097)
	94%		(61,555)	(79,091)	(96,628)	(114,164)	(131,700)	(149,236)	(166,772)
	96%		(14,327)	(34,225)	(54,123)	(74,021)	(93,919)	(113,817)	(133,715)
	98%		32,900	10,641	(11,618)	(33,877)	(56,137)	(78,396)	(100,655)
	100%		80,128	55,507	30,887	6,266	(18,355)	(42,975)	(67,596)
	102%		127,356	100,374	73,392	46,410	19,427	(7,555)	(34,537)
	104%		174,583	145,240	115,896	86,553	57,210	27,866	(1,477)
	106%		221,811	190,106	158,401	126,697	94,992	63,287	31,582

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:  
Site Typology:  
Notes:

**Scheme L**  
Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Greenfield**

No Units: **90**

108%	269,039	234,973	200,906	166,840	132,774	98,708	64,641
110%	316,231	279,839	243,411	206,984	170,556	134,128	97,701
112%	363,363	324,625	285,887	247,127	208,338	169,549	130,760
114%	410,469	369,401	328,306	287,211	246,117	204,970	163,819
116%	457,515	414,113	370,710	327,274	283,823	240,371	196,879
118%	504,562	458,807	413,052	367,297	321,528	275,720	229,913
120%	551,553	503,490	455,394	407,287	359,179	311,070	262,905

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme L** No Units: **90**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Greenfield**  
 Notes:

**TABLE 9** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(18,355)	0%	5%	10%	15%	20%	25%	30%
5,000		80,128	58,622	37,116	15,610	(5,895)	(27,401)	(48,907)
10,000		80,128	61,737	43,346	24,955	6,564	(11,827)	(30,218)
Grant (£ per unit)	15,000	80,128	64,852	49,576	34,299	19,023	3,747	(11,530)
-	20,000	80,128	67,967	55,805	43,644	31,482	19,321	7,159
	25,000	80,128	71,081	62,035	52,988	43,941	34,895	25,848
	30,000	80,128	74,196	68,264	62,332	56,401	50,469	44,537
	35,000	80,128	77,311	74,494	71,677	68,860	66,043	63,226
	40,000	80,128	80,426	80,724	81,021	81,319	81,617	81,914
	45,000	80,128	83,541	86,953	90,366	93,778	97,191	100,603
	50,000	80,128	86,655	93,183	99,710	106,237	112,765	119,292
	55,000	80,128	89,770	99,412	109,055	118,697	128,339	137,981

**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



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Appraisal Ref: **M** (see Typologies Matrix)  
 Scheme Typology: **Scheme M**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme	50 Units					
AH Policy requirement (% Target)	20%					
Open Market Sale (OMS) housing	80%					
AH tenure split %	Affordable Rent:	25.0%		60.0% % Rented		
	Social Rent:	35.0%				
	First Homes:	25.0%				
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%		8.0% % of total (>10% First Homes PPG 023)		
		100%	100%			
CIL Rate (£ psm)	58.84 £ 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	17.5%	7.0	20.0%	2.0	18%	9.0
3 bed House	40.0%	16.0	30.0%	3.0	38%	19.0
4 bed House	15.0%	6.0	10.0%	1.0	14%	7.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	10.0%	4.0	20.0%	2.0	12%	6.0
2 bed Flat	17.5%	7.0	20.0%	2.0	18%	9.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	40.0	100.0%	10.0	100%	50.0
<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	58.0	624	%	58.0	624	
2 bed House	79.0	850		79.0	850	
3 bed House	93.0	1,001		93.0	1,001	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	0.0	0		0.0	0	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	70.0	753	85.0%	82.4	886	
Issued the final version to client	80.0	861	85.0%	94.1	1,013	
<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	58.0	624	%	58.0	624	
2 bed House	79.0	850		79.0	850	
3 bed House	93.0	1,001		93.0	1,001	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	0.0	0		0.0	0	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	70.0	753	85.0%	82.4	886	
Issued the final version to client	80.0	861	85.0%	94.1	1,013	
<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	553	5,952	158	1,701	711	7,653
3 bed House	1,488	16,017	279	3,003	1,767	19,020
4 bed House	690	7,427	115	1,238	805	8,665
5 bed House	0	0	0	0	0	0
1 bed Flat	235	2,533	118	1,266	353	3,799
2 bed Flat	576	6,205	165	1,773	741	7,978
Issued the final version to client	0	0	0	0	0	0
	3,543	38,134	834	8,981	4,377	47,115
<b>AH % by floor area:</b>			<b>19.06% 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	140,000	2,414	224	0		
2 bed House	230,000	2,911	270	2,070,000		
3 bed House	295,000	3,172	295	5,605,000		
4 bed House	350,000	3,043	283	2,450,000		
5 bed House	0	#DIV/0!	#DIV/0!	0		
1 bed Flat	120,000	2,400	223	720,000		
2 bed Flat	165,000	2,357	219	1,485,000		
Issued the final version to client	0	0	0	0		

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:

**Scheme M**

No Units: **50**

Site Typology:

Location / Value Zone:

**Cannock (inc** Greenfield/Brownfield:

**Brownfield**

Notes:

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%
Issued the final version to client	0	70%	0	55%	0	70%	0	65%

12,330,000

\* capped @£250K

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme M** No Units: **50**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.0	@	140,000	-
2 bed House	7.0	@	230,000	1,610,000
3 bed House	16.0	@	295,000	4,720,000
4 bed House	6.0	@	350,000	2,100,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	120,000	480,000
2 bed Flat	7.0	@	165,000	1,155,000
Issued the final version to client	0.0	@	0	-
	40.0			10,065,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.5	@	161,000	80,500
3 bed House	0.8	@	206,500	154,875
4 bed House	0.3	@	245,000	61,250
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	84,000	42,000
2 bed Flat	0.5	@	115,500	57,750
Issued the final version to client	0.0	@	0	-
	2.5			396,375
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	77,000	-
2 bed House	0.7	@	126,500	88,550
3 bed House	1.1	@	162,250	170,363
4 bed House	0.4	@	192,500	67,375
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	66,000	46,200
2 bed Flat	0.7	@	90,750	63,525
Issued the final version to client	0.0	@	0	-
	3.5			436,013
<b>First Homes GDV -</b>				
1 bed House	0.0	@	98,000	-
2 bed House	0.5	@	161,000	80,500
3 bed House	0.8	@	206,500	154,875
4 bed House	0.3	@	245,000	61,250
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	84,000	42,000
2 bed Flat	0.5	@	115,500	57,750
Issued the final version to client	0.0	@	0	-
	2.5			396,375
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	91,000	-
2 bed House	0.3	@	149,500	44,850
3 bed House	0.5	@	191,750	86,288
4 bed House	0.2	@	227,500	34,125
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	78,000	23,400
2 bed Flat	0.3	@	107,250	32,175
Issued the final version to client	0.0	@	0	-
	1.5	10.0		220,838
<b>Sub-total GDV Residential</b>	<b>50</b>			<b>11,514,600</b>
<b>AH on-site cost analysis:</b>			<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>815,400</b>
			186 £ psm (total GIA sqm)	16,308 £ per unit (total units)
<b>Grant</b>	10	AH units @	0 per unit	-
<b>Total GDV</b>				<b>11,514,600</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

**Scheme Typology:** **Scheme M** No Units: **50**  
**Site Typology:** Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**  
**Notes:**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(23,100)
Planning Application Professional Fees, Surveys and reports					(70,000)
CIL (Mrkt only + garages)		3,653 sqm		58.84 £ psm	(214,917)
	<b>CIL analysis:</b>	1.87% % of GDV		4,298 £ 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	50 units @		0 per unit	-
	Sub-total				-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum		4,377 sqm (total)		0 £ psm	-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV		
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation		1.43 ha @		50,000 £ per ha (if brownfield)	(71,429)
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	50 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 @		1,315 psm	-
2 bed House		711 sqm @		1,315 psm	(934,965)
3 bed House		1,767 sqm @		1,315 psm	(2,323,605)
4 bed House		805 sqm @		1,315 psm	(1,058,575)
5 bed House		- sqm @		1,315 psm	-
1 bed Flat		353 sqm @		1,493 psm	(526,941)
2 bed Flat		741 sqm @		1,493 psm	(1,106,576)
Issued the final version to client		4,377		1,493 psm	-
Garages for 3B House (Mrkt only)	16	10% units @		18 sqm @	640 psm
Garages for 4B House (Mrkt only)	6	75% units @		18 sqm @	640 psm
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @	640 psm
		110			
External works		6,020,935 @		15.0%	(903,140)
	<b>Ext. Works analysis:</b>			18,063 £ per unit (total units)	
Policy Costs on design -					
Net Biodiversity costs		50 units @		268 £ per unit	(13,400)
M4(2) Category 2 Housing	tenure weighted t	50 units @	94.0% @	521 £ per unit	(24,487)
M4(3) (10%AH 5%OMS)	tenure weighted t	50 units @	6.0% @	10,111 £ per unit	(30,333)
Net Zero Cost (2025 FHS Part L)		50 units @		4,500 £ per unit	(225,000)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

**Scheme Typology:**

**Scheme M**

No Units: **50**

**Site Typology:**

Location / Value Zone:

**Cannock (inc** Greenfield/Brownfield:

**Brownfield**

**Notes:**

SAC	50 units @	"	291 £ per unit	(14,529)
EV Charging Points - Houses	35 units @		1,000 £ per unit	(35,000)
EV Charging Points - Flats	15 units @	4 flats per charger	10,000 £ per 4 units	(37,500)
Water Efficiency (Climate change policy)	50 units @		10 £ per unit	(500)
	Sub-total			(380,749)
	<b>Policy Costs analysis: (design costs only)</b>		<b>7,615 £ per unit (total units)</b>	
Contingency (on construction)	7,376,252 @		5.0%	(368,813)

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

**Scheme Typology:** **Scheme M** No Units: **50**  
**Site Typology:** Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**  
**Notes:**

<b>Professional Fees</b>	7,376,252 @	6.5%		(479,456)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	10,065,000 OMS @	3.00%	6,039 £ per unit	(301,950)
Residential Sales Agent Costs	10,065,000 OMS @	1.00%	2,013 £ per unit	(100,650)
Residential Sales Legal Costs	10,065,000 OMS @	0.25%	503 £ per unit	(25,163)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,355 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	<b>7.00%</b> APR		0.565% pcm	(106,024)
<b>Developers Profit -</b>				
Profit on OMS	10,065,000	20.00%		(2,013,000)
Margin on AH	1,449,600	6.00% on AH values		(86,976)
<b>Profit analysis:</b>	<b>11,514,600</b>	<b>18.24% blended GDV</b>	<b>(2,099,976)</b>	
	<b>9,056,325</b>	<b>23.19% on costs</b>	<b>(2,099,976)</b>	
<b>TOTAL COSTS</b>				<b>(11,156,301)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				358,299
SDLT	358,299 @	HMRC formula		(7,415)
Acquisition Agent fees	358,299 @	1.0%		(3,583)
Acquisition Legal fees	358,299 @	0.5%		(1,791)
Interest on Land	358,299 @	7.00%		(25,081)
Residual Land Value				<b>320,429</b>
<b>RLV analysis:</b>	<b>6,409 £ per plot</b>	<b>224,300 £ per ha (net)</b>	<b>90,773 £ per acre (net)</b>	
		<b>213,085 £ per ha (gross)</b>	<b>86,234 £ per acre (gross)</b>	
			<b>2.78% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	1.43 ha (net)		3.53 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	1.50 ha (gross)		3.72 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	253,000 £ per acre (net)	<b>893,090</b>
<b>BLV analysis:</b>	<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)	<b>(400,863) £ per ha (net)</b>	<b>(162,227) £ per acre (net)</b>		<b>(572,661)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme M** No Units: **50**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	(162,227)	0.00	3,138	(24,691)	(52,519)	(80,348)	(108,177)	(136,006)	(163,835)
		10.00	(8,344)	(35,599)	(62,854)	(90,108)	(117,363)	(144,618)	(171,873)
		20.00	(19,826)	(46,507)	(73,188)	(99,868)	(126,549)	(153,230)	(179,910)
		30.00	(31,309)	(57,415)	(83,522)	(109,628)	(135,735)	(161,841)	(187,948)
		40.00	(42,791)	(68,324)	(93,856)	(119,388)	(144,921)	(170,453)	(196,236)
		50.00	(54,273)	(79,232)	(104,190)	(129,148)	(154,107)	(179,065)	(204,552)
		60.00	(65,756)	(90,140)	(114,524)	(138,908)	(163,292)	(187,677)	(212,869)
		70.00	(77,238)	(101,048)	(124,858)	(148,668)	(172,478)	(196,549)	(221,343)
		80.00	(88,721)	(111,956)	(135,192)	(158,428)	(181,664)	(205,460)	(229,845)
		90.00	(100,203)	(122,865)	(145,527)	(168,188)	(190,922)	(214,376)	(238,348)
		100.00	(111,685)	(133,773)	(155,861)	(177,948)	(200,427)	(223,485)	(246,850)
		110.00	(123,168)	(144,681)	(166,195)	(187,708)	(209,931)	(232,595)	(255,571)
		120.00	(134,650)	(155,589)	(176,529)	(197,770)	(219,555)	(241,705)	(264,863)
		130.00	(146,132)	(166,498)	(186,863)	(207,869)	(229,272)	(250,814)	(274,155)
		140.00	(157,615)	(177,406)	(197,490)	(218,053)	(238,988)	(260,567)	(283,447)
		150.00	(169,097)	(188,314)	(208,182)	(228,377)	(248,705)	(270,523)	(292,739)
		160.00	(180,579)	(199,585)	(218,981)	(238,702)	(258,926)	(280,478)	(302,031)
		170.00	(192,176)	(210,872)	(229,912)	(249,026)	(269,545)	(290,434)	(311,323)
		180.00	(204,057)	(222,338)	(240,844)	(259,940)	(280,165)	(300,390)	(320,615)
		190.00	(215,978)	(233,877)	(251,775)	(271,223)	(290,784)	(310,346)	(329,907)
	200.00	(228,124)	(245,415)	(263,609)	(282,506)	(301,404)	(320,302)	(339,199)	
	210.00	(240,270)	(257,321)	(275,555)	(293,789)	(312,023)	(330,257)	(348,491)	
	220.00	(252,416)	(269,932)	(287,502)	(305,073)	(322,643)	(340,213)	(357,783)	
	230.00	(265,636)	(282,543)	(299,449)	(316,356)	(333,262)	(350,169)	(367,076)	
	240.00	(278,911)	(295,154)	(311,396)	(327,639)	(343,882)	(360,125)	(376,368)	
	250.00	(292,185)	(307,764)	(323,343)	(338,922)	(354,502)	(370,081)	(385,660)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106 -	(162,227)	1,000	(76,998)	(101,449)	(125,900)	(150,351)	(174,801)	(199,616)	(225,156)
		2,000	(89,573)	(114,024)	(138,475)	(162,925)	(187,376)	(212,627)	(238,457)
		3,000	(102,148)	(126,598)	(151,049)	(175,500)	(200,339)	(225,895)	(251,759)
		4,000	(114,722)	(139,173)	(163,624)	(188,074)	(213,349)	(239,196)	(266,181)
		5,000	(127,297)	(151,747)	(176,198)	(201,061)	(226,633)	(252,498)	(280,718)
		6,000	(139,871)	(164,322)	(188,773)	(214,072)	(239,935)	(266,988)	(295,255)
		7,000	(152,446)	(176,897)	(201,784)	(227,372)	(253,258)	(281,525)	(309,792)
		8,000	(165,020)	(189,496)	(214,810)	(240,674)	(267,795)	(296,062)	(324,329)
		9,000	(177,595)	(202,506)	(228,111)	(254,066)	(282,332)	(310,599)	(338,866)
		10,000	(190,218)	(215,548)	(241,412)	(268,603)	(296,869)	(325,136)	(353,403)
		11,000	(203,229)	(228,850)	(254,873)	(283,140)	(311,407)	(339,673)	(367,940)
		12,000	(216,287)	(242,151)	(269,410)	(297,677)	(325,944)	(354,210)	(382,477)
		13,000	(229,588)	(255,680)	(283,947)	(312,214)	(340,481)	(368,747)	(397,014)
	14,000	(242,890)	(270,217)	(298,484)	(326,751)	(355,018)	(383,285)	(411,551)	
	15,000	(256,488)	(284,755)	(313,021)	(341,288)	(369,555)	(397,822)	(426,088)	

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Profit 20.0%	(162,227)	15.0%	89,723	57,565	25,407	(6,751)	(38,909)	(71,067)	(103,226)
		16.0%	58,894	28,277	(2,340)	(32,956)	(63,573)	(94,189)	(124,806)
		17.0%	28,064	(1,011)	(30,086)	(59,161)	(88,236)	(117,312)	(146,387)
		18.0%	(2,765)	(30,299)	(57,832)	(85,366)	(112,900)	(140,434)	(167,967)
		19.0%	(33,594)	(59,587)	(85,579)	(111,571)	(137,563)	(163,556)	(189,575)
		20.0%	(64,424)	(88,875)	(113,325)	(137,776)	(162,227)	(186,678)	(211,904)

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
BLV (£ per acre) 253,000	(162,227)	100,000	88,576	64,125	39,675	15,224	(9,227)	(33,678)	(58,904)
		150,000	38,576	14,125	(10,325)	(34,776)	(59,227)	(83,678)	(108,904)
		200,000	(11,424)	(35,875)	(60,325)	(84,776)	(109,227)	(133,678)	(158,904)
		250,000	(61,424)	(85,875)	(110,325)	(134,776)	(159,227)	(183,678)	(208,904)
		300,000	(111,424)	(135,875)	(160,325)	(184,776)	(209,227)	(233,678)	(258,904)
		350,000	(161,424)	(185,875)	(210,325)	(234,776)	(259,227)	(283,678)	(308,904)

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Scheme Typology:  
Site Typology:  
Notes:

**Scheme M** No Units: **50**  
Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**

400,000	(211,424)	(235,875)	(260,325)	(284,776)	(309,227)	(333,678)	(358,904)
450,000	(261,424)	(285,875)	(310,325)	(334,776)	(359,227)	(383,678)	(408,904)
500,000	(311,424)	(335,875)	(360,325)	(384,776)	(409,227)	(433,678)	(458,904)
550,000	(361,424)	(385,875)	(410,325)	(434,776)	(459,227)	(483,678)	(508,904)
600,000	(411,424)	(435,875)	(460,325)	(484,776)	(509,227)	(533,678)	(558,904)
650,000	(461,424)	(485,875)	(510,325)	(534,776)	(559,227)	(583,678)	(608,904)
700,000	(511,424)	(535,875)	(560,325)	(584,776)	(609,227)	(633,678)	(658,904)
750,000	(561,424)	(585,875)	(610,325)	(634,776)	(659,227)	(683,678)	(708,904)
800,000	(611,424)	(635,875)	(660,325)	(684,776)	(709,227)	(733,678)	(758,904)
850,000	(661,424)	(685,875)	(710,325)	(734,776)	(759,227)	(783,678)	(808,904)



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme M** No Units: **50**  
 Site Typology: Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(162,227)	0%	5%	10%	15%	20%	25%	30%
0		(1,002)	(25,453)	(49,903)	(74,354)	(98,805)	(123,256)	(147,707)
Net Zero	2,000	(29,189)	(53,640)	(78,091)	(102,542)	(126,993)	(151,443)	(175,894)
(£ per unit)	4,000	(57,377)	(81,828)	(106,279)	(130,729)	(155,180)	(179,631)	(204,613)
4,500	6,000	(85,565)	(110,015)	(134,466)	(158,917)	(183,368)	(208,479)	(234,217)
	8,000	(113,752)	(138,203)	(162,654)	(187,104)	(212,346)	(238,170)	(265,059)
	10,000	(141,940)	(166,390)	(190,913)	(216,259)	(242,123)	(269,379)	(297,646)
	12,000	(170,127)	(194,779)	(220,211)	(246,076)	(273,699)	(301,966)	(330,233)
	14,000	(198,646)	(224,164)	(250,028)	(278,019)	(306,286)	(334,553)	(362,819)
	16,000	(228,117)	(254,072)	(282,339)	(310,606)	(338,872)	(367,139)	(395,406)
	18,000	(258,392)	(286,659)	(314,926)	(343,192)	(371,459)	(399,726)	(427,993)
	20,000	(290,979)	(319,246)	(347,512)	(375,779)	(404,046)	(432,313)	(460,580)
	22,000	(323,566)	(351,832)	(380,099)	(408,366)	(436,633)	(464,899)	(493,166)
	24,000	(356,152)	(384,419)	(412,686)	(440,953)	(469,219)	(497,486)	(525,753)
	26,000	(388,739)	(417,006)	(445,273)	(473,539)	(501,806)	(530,073)	(558,340)
	28,000	(421,326)	(449,593)	(477,859)	(506,126)	(534,393)	(562,660)	(590,926)
	30,000	(453,913)	(482,179)	(510,446)	(538,713)	(566,980)	(595,246)	(623,513)

**TABLE 6** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(162,227)	0%	5%	10%	15%	20%	25%	30%
0.0%		(57,666)	(81,779)	(105,892)	(130,005)	(154,117)	(178,230)	(202,814)
M4(3) Category 3 Housing	2.5%	(61,045)	(85,158)	(109,271)	(133,383)	(157,496)	(181,609)	(206,310)
(% of OMS & AH units)	5.0%	(64,424)	(88,537)	(112,650)	(136,762)	(160,875)	(184,988)	(209,806)
6.0%	7.5%	(67,803)	(91,916)	(116,029)	(140,141)	(164,254)	(188,367)	(213,303)
	10.0%	(71,182)	(95,295)	(119,408)	(143,520)	(167,633)	(191,850)	(216,859)
	12.5%	(74,561)	(98,674)	(122,787)	(146,899)	(171,012)	(195,346)	(220,433)
	15.0%	(77,940)	(102,053)	(126,166)	(150,278)	(174,391)	(198,842)	(224,007)
	17.5%	(81,319)	(105,432)	(129,545)	(153,657)	(177,770)	(202,338)	(227,581)
	20.0%	(84,698)	(108,811)	(132,923)	(157,036)	(181,149)	(205,834)	(231,156)
	22.5%	(88,077)	(112,190)	(136,302)	(160,415)	(184,528)	(209,330)	(234,730)
	25.0%	(91,456)	(115,569)	(139,681)	(163,794)	(187,907)	(212,827)	(238,304)
	27.5%	(94,835)	(118,948)	(143,060)	(167,173)	(191,374)	(216,372)	(241,879)
	30.0%	(98,214)	(122,327)	(146,439)	(170,552)	(194,870)	(219,946)	(245,453)
	32.5%	(101,593)	(125,706)	(149,818)	(173,931)	(198,366)	(223,521)	(249,027)
	35.0%	(104,972)	(129,085)	(153,197)	(177,310)	(201,862)	(227,095)	(252,602)
	37.5%	(108,351)	(132,463)	(156,576)	(180,689)	(205,358)	(230,669)	(256,471)

**TABLE 7** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(162,227)	0%	5%	10%	15%	20%	25%	30%
70%		515,722	490,047	464,371	438,695	413,020	387,344	361,669
75%		419,774	394,324	368,873	343,423	317,972	292,522	267,071
Build Cost	80%	323,593	298,356	273,119	247,882	222,644	197,407	172,170
100%	85%	227,103	202,067	177,032	151,978	126,917	101,856	76,795
(105% = 5% increase)	90%	130,201	105,318	80,434	55,551	30,668	5,784	(19,099)
	95%	32,889	8,221	(16,446)	(41,113)	(65,780)	(90,447)	(115,114)
	100%	(64,424)	(88,875)	(113,325)	(137,776)	(162,227)	(186,678)	(211,904)
	105%	(161,736)	(185,971)	(210,949)	(236,513)	(262,999)	(291,015)	(319,032)
	110%	(263,431)	(291,198)	(318,965)	(346,732)	(374,498)	(402,265)	(430,032)
	115%	(375,931)	(403,448)	(430,965)	(458,481)	(485,998)	(513,515)	(541,032)
	120%	(488,431)	(515,698)	(542,965)	(570,231)	(597,498)	(624,765)	(652,031)
	125%	(600,931)	(627,948)	(654,964)	(681,981)	(708,998)	(736,014)	(763,031)

**TABLE 8** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(162,227)	0%	5%	10%	15%	20%	25%	30%
80%		(588,250)	(589,026)	(589,801)	(590,577)	(591,353)	(592,129)	(592,905)
82%		(533,268)	(536,793)	(540,318)	(543,843)	(547,368)	(550,893)	(554,418)
Market Values	84%	(478,286)	(484,560)	(490,834)	(497,108)	(503,382)	(509,656)	(515,930)
100%	86%	(423,304)	(432,327)	(441,351)	(450,374)	(459,397)	(468,420)	(477,443)
(105% = 5% increase)	88%	(368,322)	(380,095)	(391,867)	(403,639)	(415,411)	(427,184)	(438,956)
	90%	(313,341)	(327,862)	(342,383)	(356,905)	(371,426)	(385,947)	(400,469)
	92%	(258,359)	(275,629)	(292,900)	(310,170)	(327,441)	(344,711)	(361,981)
	94%	(207,738)	(225,913)	(244,231)	(263,436)	(283,455)	(303,475)	(323,494)
	96%	(159,542)	(179,237)	(199,285)	(219,786)	(240,620)	(262,238)	(285,007)
	98%	(111,983)	(134,056)	(156,129)	(178,202)	(200,674)	(223,722)	(247,070)
	100%	(64,424)	(88,875)	(113,325)	(137,776)	(162,227)	(186,678)	(211,904)
	102%	(16,865)	(43,693)	(70,522)	(97,351)	(124,180)	(151,008)	(177,837)
	104%	30,695	1,488	(27,719)	(56,925)	(86,132)	(115,339)	(144,545)
	106%	78,254	46,669	15,085	(16,500)	(48,085)	(79,669)	(111,254)

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:  
Site Typology:  
Notes:

**Scheme M** No Units: **50**  
Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**

108%	125,813	91,851	57,888	23,925	(10,037)	(44,000)	(77,963)
110%	173,372	137,032	100,691	64,351	28,010	(8,330)	(44,671)
112%	220,778	182,142	143,495	104,776	66,057	27,339	(11,380)
114%	268,181	227,175	186,169	145,164	104,105	63,008	21,912
116%	315,462	272,165	228,832	185,456	142,080	98,678	55,203
118%	362,725	317,065	271,405	225,745	180,003	134,257	88,495
120%	409,959	361,965	313,942	265,918	217,895	169,809	121,693

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme M** No Units: **50**  
 Site Typology: Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 9** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(162,227)	0%	5%	10%	15%	20%	25%	30%
5,000		(64,424)	(85,727)	(107,030)	(128,333)	(149,636)	(170,939)	(192,363)
10,000		(64,424)	(82,579)	(100,734)	(118,890)	(137,045)	(155,200)	(173,355)
Grant (£ per unit)		(64,424)	(79,431)	(94,439)	(109,446)	(124,454)	(139,461)	(154,469)
-		(64,424)	(76,284)	(88,143)	(100,003)	(111,863)	(123,723)	(135,582)
25,000		(64,424)	(73,136)	(81,848)	(90,560)	(99,272)	(107,984)	(116,696)
30,000		(64,424)	(69,988)	(75,552)	(81,117)	(86,681)	(92,245)	(97,809)
35,000		(64,424)	(66,840)	(69,257)	(71,673)	(74,090)	(76,506)	(78,923)
40,000		(64,424)	(63,693)	(62,961)	(62,230)	(61,499)	(60,768)	(60,036)
45,000		(64,424)	(60,545)	(56,666)	(52,787)	(48,908)	(45,029)	(41,150)
50,000		(64,424)	(57,397)	(50,370)	(43,344)	(36,317)	(29,290)	(22,263)
55,000		(64,424)	(54,249)	(44,075)	(33,900)	(23,726)	(13,551)	(3,377)

**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

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Appraisal Ref: **N** (see Typologies Matrix)  
 Scheme Typology: **Scheme N**  
 Site Typology: **Cannock (inc Greenfield/Brownfield): Brownfield**  
 Notes: No Units: **80**

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme		80 Units				
AH Policy requirement (% Target)		20%				
Open Market Sale (OMS) housing		80%				
AH tenure split %		Affordable Rent: 25.0% Social Rent: 35.0% First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 15.0%				
		60.0% % Rented				
		8.0% % of total (>10% First Homes PPG 023)				
CIL Rate (£ psm)		58.84 £ 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	17.5%	11.2	20.0%	3.2	18%	14.4
3 bed House	40.0%	25.6	30.0%	4.8	38%	30.4
4 bed House	15.0%	9.6	10.0%	1.6	14%	11.2
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	10.0%	6.4	20.0%	3.2	12%	9.6
2 bed Flat	17.5%	11.2	20.0%	3.2	18%	14.4
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	64.0	100.0%	16.0	100%	80.0
OMS Unit Floor areas -		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)		
1 bed House	58.0	624	%	58.0	624	
2 bed House	79.0	850		79.0	850	
3 bed House	93.0	1,001		93.0	1,001	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	0.0	0		0.0	0	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	70.0	753	85.0%	82.4	886	
Issued the final version to client	80.0	861	85.0%	94.1	1,013	
AH Unit Floor areas -		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)		
1 bed House	58.0	624	%	58.0	624	
2 bed House	79.0	850		79.0	850	
3 bed House	93.0	1,001		93.0	1,001	
4 bed House	115.0	1,238		115.0	1,238	
5 bed House	0.0	0		0.0	0	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	70.0	753	85.0%	82.4	886	
Issued the final version to client	80.0	861	85.0%	94.1	1,013	
Total Gross Floor areas -		OMS Units GIA (sqm)	AH units GIA (sqm)	Total GIA (all units) (sqft)		
1 bed House	0	0	0	0	0	
2 bed House	885	9,524	253	2,721	1,138	12,245
3 bed House	2,381	25,627	446	4,805	2,827	30,432
4 bed House	1,104	11,883	184	1,981	1,288	13,864
5 bed House	0	0	0	0	0	0
1 bed Flat	376	4,052	188	2,026	565	6,078
2 bed Flat	922	9,928	264	2,837	1,186	12,765
Issued the final version to client	0	0	0	0	0	0
AH % by floor area:		5,668	61,014	1,335	14,369	75,384
		19.06% AH % by floor area (difference due to mix)				
Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)		
1 bed House	140,000	2,414	224	0		
2 bed House	230,000	2,911	270	3,312,000		
3 bed House	295,000	3,172	295	8,968,000		
4 bed House	350,000	3,043	283	3,920,000		
5 bed House	0	#DIV/0!	#DIV/0!	0		
1 bed Flat	120,000	2,400	223	1,152,000		
2 bed Flat	165,000	2,357	219	2,376,000		
Issued the final version to client	0	0	0	0		

240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:  
Site Typology:  
Notes:

Scheme N  
Location / Value Zone: Cannock (inc Greenfield/Brownfield: Brownfield  
No Units: 80

19,728,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%
Issued the final version to client	0	70%	0	55%	0	70%	0	65%

\* capped @£250K

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme N** No Units: **80**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b>					
	(part houses due to % mix)				
1 bed House	0.0	@	140,000		-
2 bed House	11.2	@	230,000		2,576,000
3 bed House	25.6	@	295,000		7,552,000
4 bed House	9.6	@	350,000		3,360,000
5 bed House	0.0	@	0		-
1 bed Flat	6.4	@	120,000		768,000
2 bed Flat	11.2	@	165,000		1,848,000
Issued the final version to client	0.0	@	0		-
	64.0				16,104,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	98,000		-
2 bed House	0.8	@	161,000		128,800
3 bed House	1.2	@	206,500		247,800
4 bed House	0.4	@	245,000		98,000
5 bed House	0.0	@	0		-
1 bed Flat	0.8	@	84,000		67,200
2 bed Flat	0.8	@	115,500		92,400
Issued the final version to client	0.0	@	0		-
	4.0				634,200
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	77,000		-
2 bed House	1.1	@	126,500		141,680
3 bed House	1.7	@	162,250		272,580
4 bed House	0.6	@	192,500		107,800
5 bed House	0.0	@	0		-
1 bed Flat	1.1	@	66,000		73,920
2 bed Flat	1.1	@	90,750		101,640
Issued the final version to client	0.0	@	0		-
	5.6				697,620
<b>First Homes GDV -</b>					
1 bed House	0.0	@	98,000		-
2 bed House	0.8	@	161,000		128,800
3 bed House	1.2	@	206,500		247,800
4 bed House	0.4	@	245,000		98,000
5 bed House	0.0	@	0		-
1 bed Flat	0.8	@	84,000		67,200
2 bed Flat	0.8	@	115,500		92,400
Issued the final version to client	0.0	@	0		-
	4.0				634,200
<b>Other Intermediate GDV -</b>					
1 bed House	0.0	@	91,000		-
2 bed House	0.5	@	149,500		71,760
3 bed House	0.7	@	191,750		138,060
4 bed House	0.2	@	227,500		54,600
5 bed House	0.0	@	0		-
1 bed Flat	0.5	@	78,000		37,440
2 bed Flat	0.5	@	107,250		51,480
Issued the final version to client	0.0	@	0		-
	2.4	16.0			353,340
<b>Sub-total GDV Residential</b>					
	<b>80</b>				<b>18,423,360</b>
<b>AH on-site cost analysis:</b>				<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,304,640</b>
			<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>					
	16	AH units @	0	per unit	-
<b>Total GDV</b>					
					<b>18,423,360</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme N** No Units: **80**  
 Site Typology: Location / Value Zone: **Cannock (inc** 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 (Mrkt only + garages)		5,844 sqm		58.84 £ psm		(343,867)
	<b>CIL analysis:</b>	1.87% % of GDV		4,298 £ 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 @		0 per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum			7,003 sqm (total)	0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		2.29 ha @		50,000 £ per ha (if brownfield)		(114,286)
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 @	1,315 psm		-
2 bed House			1,138 sqm @	1,315 psm		(1,495,944)
3 bed House			2,827 sqm @	1,315 psm		(3,717,768)
4 bed House			1,288 sqm @	1,315 psm		(1,693,720)
5 bed House			- sqm @	1,315 psm		-
1 bed Flat			565 sqm @	1,493 psm		(843,106)
2 bed Flat			1,186 sqm @	1,493 psm		(1,770,522)
Issued the final version to client		7,003	- sqm @	1,493 psm		-
Garages for 3B House (Mrkt only)	26	10%	18 sqm @	640 psm		(29,491)
Garages for 4B House (Mrkt only)	10	75%	18 sqm @	640 psm		(82,944)
Garages for 5B House (Mrkt only)	-	120%	18 sqm @	640 psm		-
		176				
External works			9,633,495 @	15.0%		(1,445,024)
	<b>Ext. Works analysis:</b>			18,063 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs			80 units @	268 £ per unit		(21,440)
M4(2) Category 2 Housing	tenure weighted t	80 units @	94.0% @	521 £ per unit		(39,179)
M4(3) (10%AH 5%OMS)	tenure weighted t	80 units @	6.0% @	10,111 £ per unit		(48,533)
Net Zero Cost (2025 FHS Part L)		80 units @		4,500 £ per unit		(360,000)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

**Scheme Typology:**

**Scheme N**

No Units: **80**

**Site Typology:**

Location / Value Zone:

**Cannock (inc** Greenfield/Brownfield:

**Brownfield**

**Notes:**

SAC	80 units @	"	291 £ per unit	(23,246)
EV Charging Points - Houses	56 units @		1,000 £ per unit	(56,000)
EV Charging Points - Flats	24 units @	4 flats per charger	10,000 £ per 4 units	(60,000)
Water Efficiency (Climate change policy)	80 units @		10 £ per unit	(800)
	Sub-total			(609,198)
	<b>Policy Costs analysis: (design costs only)</b>		<b>7,615 £ per unit (total units)</b>	
Contingency (on construction)	11,802,004 @	5.0%		(590,100)



## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

**Scheme Typology:** **Scheme N** No Units: **80**  
**Site Typology:** Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**  
**Notes:**

<b>Professional Fees</b>	11,802,004 @	6.5%		(767,130)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	16,104,000 OMS @	3.00%	6,039 £ per unit	(483,120)
Residential Sales Agent Costs	16,104,000 OMS @	1.00%	2,013 £ per unit	(161,040)
Residential Sales Legal Costs	16,104,000 OMS @	0.25%	503 £ per unit	(40,260)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,430 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(120,404)
<b>Developers Profit -</b>				
Profit on OMS	16,104,000	20.00%		(3,220,800)
Margin on AH	2,319,360	6.00% on AH values		(139,162)
<b>Profit analysis:</b>	<b>18,423,360</b>	<b>18.24% blended GDV</b>	<b>(3,359,962)</b>	
	<b>14,404,924</b>	<b>23.33% on costs</b>	<b>(3,359,962)</b>	
<b>TOTAL COSTS</b>				<b>(17,764,886)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				658,474
SDLT	658,474 @	HMRC formula		(22,424)
Acquisition Agent fees	658,474 @	1.0%		(6,585)
Acquisition Legal fees	658,474 @	0.5%		(3,292)
Interest on Land	658,474 @	7.00%		(46,093)
Residual Land Value				<b>580,080</b>
<b>RLV analysis:</b>	<b>7,251 £ per plot</b>	<b>253,785 £ per ha (net)</b>	<b>102,705 £ per acre (net)</b>	
		<b>241,096 £ per ha (gross)</b>	<b>97,570 £ per acre (gross)</b>	
			<b>3.15% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.29 ha (net)		5.65 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	2.41 ha (gross)		5.95 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	231,000 £ per acre (net)	<b>1,304,688</b>
<b>BLV analysis:</b>	<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(317,016) £ per ha (net)</b>	<b>(128,295) £ per acre (net)</b>	<b>(724,608)</b>

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme N** No Units: **80**  
 Site Typology: Location / Value Zone: **Cannock (inc 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 20%							
Balance (RLV - BLV £ per acre (n))		(128,295)	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00		37,040	9,104	(18,833)	(46,770)	(74,707)	(102,644)	(130,580)
	10.00		25,656	(1,711)	(29,079)	(56,447)	(83,814)	(111,182)	(138,549)
	20.00		14,272	(12,526)	(39,325)	(66,123)	(92,922)	(119,720)	(146,518)
	30.00		2,888	(23,341)	(49,571)	(75,800)	(102,029)	(128,258)	(154,487)
	40.00		(8,497)	(34,156)	(59,816)	(85,476)	(111,136)	(136,796)	(162,456)
	50.00		(19,881)	(44,971)	(70,062)	(95,153)	(120,244)	(145,334)	(170,425)
	60.00		(31,265)	(55,786)	(80,308)	(104,830)	(129,351)	(153,873)	(178,394)
	70.00		(42,649)	(66,601)	(90,554)	(114,506)	(138,458)	(162,411)	(186,363)
	80.00		(54,033)	(77,416)	(100,800)	(124,183)	(147,566)	(170,949)	(194,453)
	90.00		(65,418)	(88,231)	(111,045)	(133,859)	(156,673)	(179,487)	(202,698)
	100.00		(76,802)	(99,046)	(121,291)	(143,536)	(165,780)	(188,025)	(211,038)
	110.00		(88,186)	(109,861)	(131,537)	(153,212)	(174,888)	(196,761)	(219,468)
	120.00		(99,570)	(120,676)	(141,783)	(162,889)	(183,995)	(205,596)	(227,897)
	130.00		(110,954)	(131,491)	(152,029)	(172,566)	(193,181)	(214,603)	(236,822)
	140.00		(122,339)	(142,306)	(162,274)	(182,242)	(202,604)	(223,634)	(246,034)
	150.00		(133,723)	(153,121)	(172,520)	(191,956)	(212,146)	(232,821)	(255,247)
	160.00		(145,107)	(163,936)	(182,766)	(201,968)	(221,780)	(242,692)	(264,460)
	170.00		(156,491)	(174,751)	(193,087)	(212,098)	(231,452)	(252,562)	(273,672)
	180.00		(167,876)	(185,566)	(203,688)	(222,334)	(241,981)	(262,433)	(282,885)
	190.00		(179,260)	(196,573)	(214,458)	(232,716)	(252,510)	(272,304)	(292,098)
200.00		(190,644)	(207,787)	(225,296)	(243,903)	(263,038)	(282,174)	(301,310)	
210.00		(202,416)	(219,227)	(236,611)	(255,089)	(273,567)	(292,045)	(310,523)	
220.00		(214,362)	(230,667)	(248,456)	(266,276)	(284,096)	(301,916)	(319,736)	
230.00		(226,405)	(243,139)	(260,301)	(277,463)	(294,625)	(311,786)	(328,948)	
240.00		(239,139)	(255,642)	(272,146)	(288,650)	(305,153)	(321,657)	(338,161)	
250.00		(252,299)	(268,145)	(283,991)	(299,837)	(315,682)	(331,528)	(347,374)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(128,295)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	1,000		(42,412)	(66,999)	(91,587)	(116,174)	(140,762)	(165,349)	(189,937)
	2,000		(54,879)	(79,466)	(104,054)	(128,641)	(153,229)	(177,816)	(202,804)
	3,000		(67,346)	(91,933)	(116,521)	(141,108)	(165,696)	(190,283)	(215,905)
	4,000		(79,813)	(104,400)	(128,988)	(153,575)	(178,163)	(203,163)	(229,093)
	5,000		(92,280)	(116,867)	(141,455)	(166,042)	(190,630)	(216,272)	(243,328)
	6,000		(104,747)	(129,334)	(153,922)	(178,510)	(203,522)	(229,460)	(257,741)
	7,000		(117,214)	(141,802)	(166,389)	(190,981)	(216,638)	(243,729)	(272,154)
	8,000		(129,681)	(154,269)	(178,856)	(203,880)	(229,826)	(258,142)	(286,567)
	9,000		(142,148)	(166,736)	(191,340)	(217,005)	(244,130)	(272,555)	(300,980)
	10,000		(154,615)	(179,203)	(204,239)	(230,193)	(258,543)	(286,968)	(315,393)
	11,000		(167,082)	(191,698)	(217,372)	(244,531)	(272,956)	(301,380)	(329,805)
	12,000		(179,549)	(204,598)	(230,560)	(258,944)	(287,368)	(315,793)	(344,218)
	13,000		(192,057)	(217,738)	(244,931)	(273,356)	(301,781)	(330,206)	(358,631)
	14,000		(204,956)	(230,926)	(259,344)	(287,769)	(316,194)	(344,619)	(373,044)
	15,000		(218,105)	(245,332)	(273,757)	(302,182)	(330,607)	(359,032)	(387,457)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(128,295)	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%		124,203	91,908	59,613	27,318	(4,977)	(37,272)	(69,567)
	16.0%		93,373	62,620	31,866	1,113	(29,640)	(60,394)	(91,147)
	17.0%		62,544	33,332	4,120	(25,092)	(54,304)	(83,516)	(112,728)
	18.0%		31,714	4,044	(23,627)	(51,297)	(78,968)	(106,638)	(134,308)
	19.0%		885	(25,244)	(51,373)	(77,502)	(103,631)	(129,760)	(155,889)
	20.0%		(29,944)	(54,532)	(79,119)	(103,707)	(128,295)	(152,882)	(177,470)

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(128,295)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 231,000	100,000		101,056	76,468	51,881	27,293	2,705	(21,882)	(46,470)
	150,000		51,056	26,468	1,881	(22,707)	(47,295)	(71,882)	(96,470)
	200,000		1,056	(23,532)	(48,119)	(72,707)	(97,295)	(121,882)	(146,470)
	250,000		(48,944)	(73,532)	(98,119)	(122,707)	(147,295)	(171,882)	(196,470)
	300,000		(98,944)	(123,532)	(148,119)	(172,707)	(197,295)	(221,882)	(246,470)
	350,000		(148,944)	(173,532)	(198,119)	(222,707)	(247,295)	(271,882)	(296,470)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:  
Site Typology:  
Notes:

**Scheme N** No Units: **80**  
Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**

400,000	(198,944)	(223,532)	(248,119)	(272,707)	(297,295)	(321,882)	(346,470)
450,000	(248,944)	(273,532)	(298,119)	(322,707)	(347,295)	(371,882)	(396,470)
500,000	(298,944)	(323,532)	(348,119)	(372,707)	(397,295)	(421,882)	(446,470)
550,000	(348,944)	(373,532)	(398,119)	(422,707)	(447,295)	(471,882)	(496,470)
600,000	(398,944)	(423,532)	(448,119)	(472,707)	(497,295)	(521,882)	(546,470)
650,000	(448,944)	(473,532)	(498,119)	(522,707)	(547,295)	(571,882)	(596,470)
700,000	(498,944)	(523,532)	(548,119)	(572,707)	(597,295)	(621,882)	(646,470)
750,000	(548,944)	(573,532)	(598,119)	(622,707)	(647,295)	(671,882)	(696,470)
800,000	(598,944)	(623,532)	(648,119)	(672,707)	(697,295)	(721,882)	(746,470)
850,000	(648,944)	(673,532)	(698,119)	(722,707)	(747,295)	(771,882)	(796,470)

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:  
Site Typology:  
Notes:

Scheme N  
Location / Value Zone: Cannock (inc Greenfield/Brownfield: Brownfield  
No Units: 80

TABLE 5

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(128,295)	0%	5%	10%	15%	20%	25%	30%
	0		32,869	8,282	(16,306)	(40,894)	(65,481)	(90,069)	(114,656)
Net Zero	2,000		4,952	(19,636)	(44,223)	(68,811)	(93,398)	(117,986)	(142,573)
(£ per unit)	4,000		(22,965)	(47,553)	(72,140)	(96,728)	(121,315)	(145,903)	(170,490)
4,500	6,000		(50,882)	(75,470)	(100,057)	(124,645)	(149,232)	(173,820)	(198,669)
	8,000		(78,799)	(103,387)	(127,974)	(152,562)	(177,150)	(202,115)	(228,021)
	10,000		(106,717)	(131,304)	(155,892)	(180,479)	(205,560)	(231,593)	(260,018)
	12,000		(134,634)	(159,221)	(183,809)	(209,056)	(235,443)	(263,867)	(292,292)
	14,000		(162,551)	(187,138)	(212,578)	(239,292)	(267,717)	(296,142)	(324,567)
	16,000		(190,468)	(216,100)	(243,141)	(271,566)	(299,991)	(328,416)	(356,841)
	18,000		(219,622)	(246,990)	(275,415)	(303,840)	(332,265)	(360,690)	(389,115)
	20,000		(250,840)	(279,264)	(307,689)	(336,114)	(364,539)	(392,964)	(421,389)
	22,000		(283,114)	(311,539)	(339,963)	(368,388)	(396,813)	(425,238)	(453,663)
	24,000		(315,388)	(343,813)	(372,238)	(400,662)	(429,087)	(457,512)	(485,937)
	26,000		(347,662)	(376,087)	(404,512)	(432,937)	(461,362)	(489,786)	(518,211)
	28,000		(379,936)	(408,361)	(436,786)	(465,211)	(493,636)	(522,061)	(550,485)
	30,000		(412,210)	(440,635)	(469,060)	(497,485)	(525,910)	(554,335)	(582,760)

TABLE 6

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(128,295)	0%	5%	10%	15%	20%	25%	30%
	0.0%		(23,251)	(47,504)	(71,757)	(96,010)	(120,263)	(144,516)	(168,769)
M4(3) Category 3 Housing	2.5%		(26,598)	(50,851)	(75,104)	(99,356)	(123,609)	(147,862)	(172,115)
(% of OMS & AH units)	5.0%		(29,944)	(54,197)	(78,450)	(102,703)	(126,956)	(151,209)	(175,462)
6.0%	7.5%		(33,291)	(57,544)	(81,797)	(106,050)	(130,303)	(154,555)	(178,808)
	10.0%		(36,638)	(60,890)	(85,143)	(109,396)	(133,649)	(157,902)	(182,155)
	12.5%		(39,984)	(64,237)	(88,490)	(112,743)	(136,996)	(161,249)	(185,501)
	15.0%		(43,331)	(67,584)	(91,836)	(116,089)	(140,342)	(164,595)	(188,848)
	17.5%		(46,677)	(70,930)	(95,183)	(119,436)	(143,689)	(167,942)	(192,241)
	20.0%		(50,024)	(74,277)	(98,530)	(122,782)	(147,035)	(171,288)	(195,704)
	22.5%		(53,370)	(77,623)	(101,876)	(126,129)	(150,382)	(174,635)	(199,166)
	25.0%		(56,717)	(80,970)	(105,223)	(129,476)	(153,728)	(177,981)	(202,629)
	27.5%		(60,064)	(84,316)	(108,569)	(132,822)	(157,075)	(181,328)	(206,092)
	30.0%		(63,410)	(87,663)	(111,916)	(136,169)	(160,422)	(184,674)	(209,618)
	32.5%		(66,757)	(91,010)	(115,262)	(139,515)	(163,768)	(188,021)	(213,158)
	35.0%		(70,103)	(94,356)	(118,609)	(142,862)	(167,115)	(191,385)	(216,698)
	37.5%		(73,450)	(97,703)	(121,956)	(146,208)	(170,461)	(194,848)	(220,238)

TABLE 7

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(128,295)	0%	5%	10%	15%	20%	25%	30%
	70%		545,907	520,094	494,280	468,466	442,650	416,829	391,007
	75%		450,461	424,860	399,258	373,657	348,055	322,454	296,852
Build Cost	80%		354,826	329,436	304,047	278,657	253,259	227,861	202,462
100%	85%		258,978	233,780	208,577	183,374	158,170	132,967	107,764
(105% = 5% increase)	90%		162,813	137,797	112,781	87,766	62,750	37,734	12,718
	95%		66,434	41,633	16,831	(7,971)	(32,772)	(57,574)	(82,376)
	100%		(29,944)	(54,532)	(79,119)	(103,707)	(128,295)	(152,882)	(177,470)
	105%		(126,323)	(150,697)	(175,070)	(199,741)	(225,368)	(253,022)	(281,199)
	110%		(224,189)	(251,486)	(279,416)	(307,345)	(335,275)	(363,205)	(391,134)
	115%		(334,977)	(362,659)	(390,341)	(418,023)	(445,705)	(473,387)	(501,069)
	120%		(446,398)	(473,832)	(501,266)	(528,701)	(556,135)	(583,570)	(611,004)
	125%		(557,818)	(585,005)	(612,192)	(639,379)	(666,565)	(693,752)	(720,939)

TABLE 8

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(128,295)	0%	5%	10%	15%	20%	25%	30%
	80%		(547,452)	(548,540)	(549,628)	(550,716)	(551,805)	(552,893)	(553,981)
	82%		(492,779)	(496,600)	(500,422)	(504,244)	(508,066)	(511,887)	(515,709)
Market Values	84%		(438,105)	(444,660)	(451,216)	(457,771)	(464,327)	(470,882)	(477,437)
100%	86%		(383,431)	(392,720)	(402,009)	(411,298)	(420,588)	(429,877)	(439,166)
(105% = 5% increase)	88%		(328,757)	(340,780)	(352,803)	(364,826)	(376,849)	(388,871)	(400,894)
	90%		(274,084)	(288,840)	(303,597)	(318,353)	(333,110)	(347,866)	(362,622)
	92%		(220,395)	(236,900)	(254,390)	(271,880)	(289,371)	(306,861)	(324,351)
	94%		(171,823)	(189,316)	(207,378)	(225,883)	(245,632)	(265,555)	(286,079)
	96%		(124,530)	(144,388)	(164,247)	(184,105)	(204,418)	(225,373)	(247,808)
	98%		(77,237)	(99,460)	(121,683)	(143,906)	(166,129)	(188,352)	(211,360)
	100%		(29,944)	(54,532)	(79,119)	(103,707)	(128,295)	(152,882)	(177,470)
	102%		17,348	(9,604)	(36,556)	(63,508)	(90,460)	(117,413)	(144,365)
	104%		64,641	35,324	6,008	(23,309)	(52,626)	(81,943)	(111,260)
	106%		111,934	80,252	48,571	16,890	(14,792)	(46,473)	(78,155)

**240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx**

**Scheme Typology:**  
**Site Typology:**  
**Notes:**

**Scheme N** No Units: **80**  
 Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**

108%	159,227	125,181	91,135	57,088	23,042	(11,004)	(45,050)
110%	206,520	170,109	133,698	97,287	60,877	24,466	(11,945)
112%	253,740	215,022	176,262	137,486	98,711	59,935	21,160
114%	300,926	259,848	218,771	177,685	136,545	95,405	54,265
116%	348,061	304,675	261,238	217,801	174,365	130,875	87,370
118%	395,150	349,414	303,677	257,909	212,113	166,317	120,475
120%	442,239	394,148	346,057	297,967	249,861	201,706	153,551

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme N** No Units: **80**  
 Site Typology: Location / Value Zone: **Cannock (inc** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 9** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(128,295)	0%	5%	10%	15%	20%	25%	30%
5,000	(29,944)	(51,411)	(72,877)	(94,343)	(115,809)	(137,276)	(158,742)	
10,000	(29,944)	(48,289)	(66,634)	(84,979)	(103,324)	(121,669)	(140,014)	
Grant (£ per unit)	(29,944)	(45,168)	(60,392)	(75,616)	(90,839)	(106,063)	(121,287)	
-	(29,944)	(42,047)	(54,149)	(66,252)	(78,354)	(90,457)	(102,559)	
25,000	(29,944)	(38,926)	(47,907)	(56,888)	(65,869)	(74,850)	(83,831)	
30,000	(29,944)	(35,804)	(41,664)	(47,524)	(53,384)	(59,244)	(65,104)	
35,000	(29,944)	(32,683)	(35,422)	(38,160)	(40,899)	(43,637)	(46,376)	
40,000	(29,944)	(29,562)	(29,179)	(28,796)	(28,414)	(28,031)	(27,648)	
45,000	(29,944)	(26,440)	(22,937)	(19,433)	(15,929)	(12,425)	(8,921)	
50,000	(29,944)	(23,319)	(16,694)	(10,069)	(3,444)	3,182	9,807	
55,000	(29,944)	(20,198)	(10,451)	(705)	9,042	18,788	28,535	

**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

# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Appraisal Ref: **O** (see Typologies Matrix)  
 Scheme Typology: **Scheme O**  
 Site Typology: **Cannock (inc Greenfield/Brownfield): Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme				180 Units		
AH Policy requirement (% Target)				20%		
Open Market Sale (OMS) housing				80%		
AH tenure split %						
	Open Market Sale (OMS)					
	Affordable Rent:			25.0%		
	Social Rent:			35.0%		60.0% % Rented
	First Homes:			25.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			15.0%		8.0% % of total (>10% First Homes PPG 023)
				100%		100.0%
CIL Rate (£ psm)				58.84 £ 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% Total # units</b>
1 bed House	0.0%	0.0		0.0%	0.0	0% 0.0
2 bed House	17.5%	25.2		20.0%	7.2	18% 32.4
3 bed House	40.0%	57.6		30.0%	10.8	38% 68.4
4 bed House	15.0%	21.6		10.0%	3.6	14% 25.2
5 bed House	0.0%	0.0		0.0%	0.0	0% 0.0
1 bed Flat	10.0%	14.4		20.0%	7.2	12% 21.6
2 bed Flat	17.5%	25.2		20.0%	7.2	18% 32.4
3 bed Flat	0.0%	0.0		0.0%	0.0	0% 0.0
Total number of units	100.0%	144.0		100.0%	36.0	100% 180.0
<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	58.0	624				58.0 624
2 bed House	79.0	850				79.0 850
3 bed House	93.0	1,001				93.0 1,001
4 bed House	115.0	1,238				115.0 1,238
5 bed House	0.0	0				0.0 0
1 bed Flat	50.0	538		85.0%		58.8 633
2 bed Flat	70.0	753		85.0%		82.4 886
Issued the final version to client	80.0	861		85.0%		94.1 1,013
<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	58.0	624				58.0 624
2 bed House	79.0	850				79.0 850
3 bed House	93.0	1,001				93.0 1,001
4 bed House	115.0	1,238				115.0 1,238
5 bed House	0.0	0				0.0 0
1 bed Flat	50.0	538		85.0%		58.8 633
2 bed Flat	70.0	753		85.0%		82.4 886
Issued the final version to client	80.0	861		85.0%		94.1 1,013
<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	1,991	21,429		569	6,123	2,560 27,551
3 bed House	5,357	57,660		1,004	10,811	6,361 68,471
4 bed House	2,484	26,738		414	4,456	2,898 31,194
5 bed House	0	0		0	0	0 0
1 bed Flat	847	9,118		424	4,559	1,271 13,676
2 bed Flat	2,075	22,338		593	6,382	2,668 28,721
Issued the final version to client	0	0		0	0	0 0
	12,754	137,282		3,004	32,331	15,758 169,614
<b>AH % by floor area:</b>				<b>19.06% 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	140,000	2,414	224			0
2 bed House	230,000	2,911	270			7,452,000
3 bed House	295,000	3,172	295			20,178,000
4 bed House	350,000	3,043	283			8,820,000
5 bed House	0	#DIV/0!	#DIV/0!			0
1 bed Flat	120,000	2,400	223			2,592,000
2 bed Flat	165,000	2,357	219			5,346,000
Issued the final version to client	0	0	0			0

## 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology:

**Scheme O**

No Units: **180**

Site Typology:

Location / Value Zone:

**Cannock (inc** Greenfield/Brownfield:

**Brownfield**

Notes:

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	98,000	70%	77,000	55%	98,000	70%	91,000	65%
2 bed House	161,000	70%	126,500	55%	161,000	70%	149,500	65%
3 bed House	206,500	70%	162,250	55%	206,500	70%	191,750	65%
4 bed House	245,000	70%	192,500	55%	245,000	70%	227,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	84,000	70%	66,000	55%	84,000	70%	78,000	65%
2 bed Flat	115,500	70%	90,750	55%	115,500	70%	107,250	65%
Issued the final version to client	0	70%	0	55%	0	70%	0	65%

44,388,000

\* capped @£250K



# 240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx

Scheme Typology: **Scheme O** No Units: **180**  
 Site Typology: Location / Value Zone: **Cannock (inc Greenfield/Brownfield: Brownfield)**  
 Notes:

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b>					
	(part houses due to % mix)				
1 bed House	0.0	@	140,000		-
2 bed House	25.2	@	230,000		5,796,000
3 bed House	57.6	@	295,000		16,992,000
4 bed House	21.6	@	350,000		7,560,000
5 bed House	0.0	@	0		-
1 bed Flat	14.4	@	120,000		1,728,000
2 bed Flat	25.2	@	165,000		4,158,000
Issued the final version to client	0.0	@	0		-
	144.0				36,234,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	98,000		-
2 bed House	1.8	@	161,000		289,800
3 bed House	2.7	@	206,500		557,550
4 bed House	0.9	@	245,000		220,500
5 bed House	0.0	@	0		-
1 bed Flat	1.8	@	84,000		151,200
2 bed Flat	1.8	@	115,500		207,900
Issued the final version to client	0.0	@	0		-
	9.0				1,426,950
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	77,000		-
2 bed House	2.5	@	126,500		318,780
3 bed House	3.8	@	162,250		613,305
4 bed House	1.3	@	192,500		242,550
5 bed House	0.0	@	0		-
1 bed Flat	2.5	@	66,000		166,320
2 bed Flat	2.5	@	90,750		228,690
Issued the final version to client	0.0	@	0		-
	12.6				1,569,645
<b>First Homes GDV -</b>					
1 bed House	0.0	@	98,000		-
2 bed House	1.8	@	161,000		289,800
3 bed House	2.7	@	206,500		557,550
4 bed House	0.9	@	245,000		220,500
5 bed House	0.0	@	0		-
1 bed Flat	1.8	@	84,000		151,200
2 bed Flat	1.8	@	115,500		207,900
Issued the final version to client	0.0	@	0		-
	9.0				1,426,950
<b>Other Intermediate GDV -</b>					
1 bed House	0.0	@	91,000		-
2 bed House	1.1	@	149,500		161,460
3 bed House	1.6	@	191,750		310,635
4 bed House	0.5	@	227,500		122,850
5 bed House	0.0	@	0		-
1 bed Flat	1.1	@	78,000		84,240
2 bed Flat	1.1	@	107,250		115,830
Issued the final version to client	0.0	@	0		-
	5.4	36.0			795,015
<b>Sub-total GDV Residential</b>	<b>180</b>				<b>41,452,560</b>
<b>AH on-site cost analysis:</b>				<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>2,935,440</b>
			<b>186 £ psm (total GIA sqm)</b>	<b>16,308 £ per unit (total units)</b>	
<b>Grant</b>	36	AH units @	0	per unit	-
<b>Total GDV</b>					<b>41,452,560</b>

240827 Cannock (Inc Bridgtown)\_Whole Plan Viability Appraisals K - O v0.1.xlsx - Summary Table

Appraisal Ref:	K	L	M	N	O
Scheme Typology:	Scheme K	Scheme L	Scheme M	Scheme N	Scheme O
No Units:	60	90	50	80	180
Location / Value Zone:	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)
Greenfield/Brownfield:	Greenfield	Greenfield	Brownfield	Brownfield	Brownfield
Notes:	0	0	0	0	0
Total GDV (£)	13,817,520	20,726,280	11,514,600	18,423,360	41,452,560
<b>Policy Assumptions</b>	-	-	-	-	-
AH Target % (& mix):	20%	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.24%	18.24%	18.24%	18.24%	18.24%
Developers Profit (% on costs)	23.36%	23.46%	23.19%	23.33%	23.48%
Developers Profit Total (£)	2,519,971	3,779,957	2,099,976	3,359,962	7,559,914
<b>Land Value KPI's</b>	-	-	-	-	-
RLV (£/acre (net))	106,549	115,174	90,773	102,705	116,482
RLV (£/ha (net))	263,283	284,596	224,300	253,785	287,828
RLV (% of GDV)	3.27%	3.53%	2.78%	3.15%	3.57%
RLV Total (£)	451,341	731,818	320,429	580,080	1,480,257
BLV (£/acre (net))	133,529	133,529	253,000	231,000	231,000
BLV (£/ha (net))	329,950	329,950	625,163	570,801	570,801
BLV Total (£)	565,629	848,443	893,090	1,304,688	2,935,548
Surplus/Deficit (£/acre) [RLV-BLV]	(26,980)	(18,355)	(162,227)	(128,295)	(114,518)
Surplus/Deficit (£/ha)	(66,668)	(45,354)	(400,863)	(317,016)	(282,973)
Surplus/Deficit Total (£)	(114,287)	(116,626)	(572,661)	(724,608)	(1,455,291)
<b>Plan Viability comments</b>	Marginal	Marginal	Marginal	Marginal	Marginal

Issued the final version to client

<b>Plan Viability comments</b>	Viable	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viable	if RLV < BLV, and RLV is negative

## 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivity for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240824	v0.1	Updated the appraisal
240903	v0.1	Issued the final version to client

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Appraisal Ref: **P** (see Typologies Matrix)  
 Scheme Typology: **Scheme P**  
 Site Typology: **Hednesford** No Units: **10**  
 Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme			10 Units										
AH Policy requirement (% Target)			20%										
Open Market Sale (OMS) housing			Open Market Sale (OMS)			80%							
AH tenure split %			Affordable Rent:			25.0%		60.0% % Rented					
			Social Rent:			35.0%							
			First Homes:			25.0%							
			Other Intermediate (LCHO/Sub-Market etc.):			15.0%		8.0% % of total (>10% First Homes PPG 023)					
			100%			100.0%							
CIL Rate (£ psm)			58.84 £ 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	17.5%	1.4	20.0%	0.4	18%	1.8							
3 bed House	40.0%	3.2	30.0%	0.6	38%	3.8							
4 bed House	15.0%	1.2	10.0%	0.2	14%	1.4							
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0							
1 bed Flat	10.0%	0.8	20.0%	0.4	12%	1.2							
2 bed Flat	17.5%	1.4	20.0%	0.4	18%	1.8							
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0							
Total number of units			100.0%			8.0			100.0%		2.0	100%	10.0
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit							
		(sqm)	(sqft)	%		(sqm)		(sqft)					
1 bed House		58.0	624			58.0		624					
2 bed House		79.0	850			79.0		850					
3 bed House		93.0	1,001			93.0		1,001					
4 bed House		115.0	1,238			115.0		1,238					
5 bed House		0.0	0			0.0		0					
1 bed Flat		50.0	538	85.0%		58.8		633					
2 bed Flat		70.0	753	85.0%		82.4		886					
3 bed Flat		80.0	861	85.0%		94.1		1,013					
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit							
		(sqm)	(sqft)	%		(sqm)		(sqft)					
1 bed House		58.0	624			58.0		624					
2 bed House		79.0	850			79.0		850					
3 bed House		93.0	1,001			93.0		1,001					
4 bed House		115.0	1,238			115.0		1,238					
5 bed House		0.0	0			0.0		0					
1 bed Flat		50.0	538	85.0%		58.8		633					
2 bed Flat		70.0	753	85.0%		82.4		886					
3 bed Flat		80.0	861	85.0%		94.1		1,013					
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	0			
2 bed House		111	1,190	32		340	142		1,531				
3 bed House		298	3,203	56		601	353		3,804				
4 bed House		138	1,485	23		248	161		1,733				
5 bed House		0	0	0		0	0		0				
1 bed Flat		47	507	24		253	71		760				
2 bed Flat		115	1,241	33		355	148		1,596				
3 bed Flat		0	0	0		0	0		0				
		709	7,627	167		1,796	875		9,423				
AH % by floor area:		19.06% AH % by floor area (difference due to mix)											
Open Market Sales values (£) -		£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)								
1 bed House		147,500	2,543	236	0								
2 bed House		250,000	3,165	294	450,000								
3 bed House		305,000	3,280	305	1,159,000								
4 bed House		430,000	3,739	347	602,000								
5 bed House		0	0	0	0								
1 bed Flat		125,000	2,500	232	150,000								
2 bed Flat		175,000	2,500	232	315,000								
3 bed Flat		0	0	0	0								
		2,676,000											
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV				
1 bed House		103,250	70%	81,125	55%	103,250	70%	95,875	65%				
2 bed House		175,000	70%	137,500	55%	175,000	70%	162,500	65%				
3 bed House		213,500	70%	167,750	55%	213,500	70%	198,250	65%				
4 bed House		301,000	70%	236,500	55%	250,000	70%	279,500	65%				
5 bed House		0	70%	0	55%	0	70%	0	65%				
1 bed Flat		87,500	70%	68,750	55%	87,500	70%	81,250	65%				
2 bed Flat		122,500	70%	96,250	55%	122,500	70%	113,750	65%				
3 bed Flat		0	70%	0	55%	0	70%	0	65%				
* capped @£250K													

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme P** No Units: **10**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	147,500	-
2 bed House	1.4	@	250,000	350,000
3 bed House	3.2	@	305,000	976,000
4 bed House	1.2	@	430,000	516,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	125,000	100,000
2 bed Flat	1.4	@	175,000	245,000
3 bed Flat	0.0	@	0	-
	8.0			2,187,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	103,250	-
2 bed House	0.1	@	175,000	17,500
3 bed House	0.2	@	213,500	32,025
4 bed House	0.1	@	301,000	15,050
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	87,500	8,750
2 bed Flat	0.1	@	122,500	12,250
3 bed Flat	0.0	@	0	-
	0.5			85,575
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	81,125	-
2 bed House	0.1	@	137,500	19,250
3 bed House	0.2	@	167,750	35,228
4 bed House	0.1	@	236,500	16,555
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	68,750	9,625
2 bed Flat	0.1	@	96,250	13,475
3 bed Flat	0.0	@	0	-
	0.7			94,133
<b>First Homes GDV -</b>				
1 bed House	0.0	@	103,250	-
2 bed House	0.1	@	175,000	17,500
3 bed House	0.2	@	213,500	32,025
4 bed House	0.1	@	250,000	12,500
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	87,500	8,750
2 bed Flat	0.1	@	122,500	12,250
3 bed Flat	0.0	@	0	-
	0.5			83,025
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	95,875	-
2 bed House	0.1	@	162,500	9,750
3 bed House	0.1	@	198,250	17,843
4 bed House	0.0	@	279,500	8,385
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	81,250	4,875
2 bed Flat	0.1	@	113,750	6,825
3 bed Flat	0.0	@	0	-
	0.3	2.0		47,678
<b>Sub-total GDV Residential</b>				
	<b>10</b>			<b>2,497,410</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>178,590</b>
		204 £ psm (total GIA sqm)	17,859 £ per unit (total units)	
<b>Grant</b>				
	2	AH units @	0	per unit
<b>Total GDV</b>				
				<b>2,497,410</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme P** No Units: **10**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS											
<b>Initial Payments -</b>											
Statutory Planning Fees (Residential)									(4,620)		
Planning Application Professional Fees, Surveys and reports									(10,000)		
CIL (Mrkt only + garages)									(42,983)		
CIL analysis: 731 sqm 58.84 £ psm 1.72% % of GDV 4,298 £ 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				10 units @					0 per unit	-	
Sub-total										-	
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)											
AH Commuted Sum									875 sqm (total)	0 £ psm	-
Comm. Sum analysis: 0.00% % of GDV											
<b>Construction Costs -</b>											
Site Clearance, Demolition & Remediation									0.29 ha @	50,000 £ per ha (if brownfield)	(14,286)
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				10 units @					0 per unit	-	
Sub-total										-	
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)											
1 bed House				- sqm @					1,531 psm	-	
2 bed House				142 sqm @					1,531 psm	(217,708)	
3 bed House				353 sqm @					1,531 psm	(541,055)	
4 bed House				161 sqm @					1,531 psm	(246,491)	
5 bed House				- sqm @					1,531 psm	-	
1 bed Flat				71 sqm @					1,681 psm	(118,659)	
2 bed Flat				148 sqm @					1,681 psm	(249,184)	
3 bed Flat				875 - sqm @					1,681 psm	-	
Garages for 3B House (Mrkt only)	3		10%	units @				18 sqm @	640 psm	(3,686)	
Garages for 4B House (Mrkt only)	1		75%	units @				18 sqm @	640 psm	(10,368)	
Garages for 5B House (Mrkt only)	-		120%	units @				18 sqm @	640 psm	-	
				22						-	
External works									1,387,151 @	15.0%	(208,073)
Ext. Works analysis: 20,807 £ per unit (total units)											
<b>Policy Costs on design -</b>											
Net Biodiversity costs									10 units @	268 £ per unit	(2,680)
M4(2) Category 2 Housing	tenure weighted t			10 units @	94.0%	@			521 £ per unit	(4,897)	
M4(3) (10%AH 5%OMS)	tenure weighted t			10 units @	6.0%	@			10,111 £ per unit	(6,067)	
Net Zero Cost (2025 FHS Part L)				10 units @					4,500 £ per unit	(45,000)	
SAC				10 units @					291 £ per unit	(2,906)	
EV Charging Points - Houses				7 units @					1,000 £ per unit	(7,000)	
EV Charging Points - Flats				3 units @			4 flats per charger		10,000 £ per 4 units	(7,500)	
Water Efficiency (Climate change policy)				10 units @					10 £ per unit	(100)	
Sub-total										(76,150)	
Policy Costs analysis: (design costs only) 7,615 £ per unit (total units)											
Contingency (on construction)									1,685,660 @	5.0%	(84,283)

## 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme P** No Units: **10**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	1,685,660 @	6.5%		(109,568)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,187,000 OMS @	3.00%	6,561 £ per unit	(65,610)
Residential Sales Agent Costs	2,187,000 OMS @	1.00%	2,187 £ per unit	(21,870)
Residential Sales Legal Costs	2,187,000 OMS @	0.25%	547 £ per unit	(5,468)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,295 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(44,902)
<b>Developers Profit -</b>				
Profit on OMS	2,187,000	20.00%		(437,400)
Margin on AH	310,410	6.00% on AH values		(18,625)
<b>Profit analysis:</b>	<b>2,497,410</b>	<b>18.26% blended GDV</b>	<b>(456,025)</b>	
	<b>2,064,963</b>	<b>22.08% on costs</b>	<b>(456,025)</b>	
<b>TOTAL COSTS</b>				<b>(2,520,988)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(23,578)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(23,578)</b>
<b>RLV analysis:</b>	<b>(2,358) £ per plot</b>	<b>(82,523) £ per ha (net)</b>	<b>(33,397) £ per acre (net)</b>	
		<b>(78,397) £ per ha (gross)</b>	<b>(31,727) £ per acre (gross)</b>	
			<b>-0.94% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	0.29 ha (net)		0.71 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	0.30 ha (gross)		0.74 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	253,000 £ per acre (net)	<b>178,618</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(707,686) £ per ha (net)</b>	<b>(286,397) £ per acre (net)</b>	<b>(202,196)</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme P** No Units: **10**  
 Site Typology: Location / Value Zone: **Hednesford** 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 20%							
Balance (RLV - BLV £ per acre (n))		(286,397)	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00	(100,490)	(131,932)	(163,373)	(194,815)	(226,257)	(258,135)	(292,497)	
	10.00	(112,663)	(143,496)	(174,329)	(205,162)	(235,995)	(268,113)	(301,810)	
	20.00	(124,836)	(155,061)	(185,285)	(215,509)	(245,734)	(278,091)	(311,123)	
	30.00	(137,009)	(166,625)	(196,241)	(225,856)	(255,702)	(288,069)	(320,436)	
	40.00	(149,182)	(178,189)	(207,197)	(236,204)	(266,345)	(298,047)	(329,752)	
	50.00	(161,356)	(189,754)	(218,152)	(246,551)	(276,988)	(308,025)	(339,117)	
	60.00	(173,529)	(201,318)	(229,108)	(257,260)	(287,631)	(318,003)	(348,482)	
	70.00	(185,702)	(212,883)	(240,064)	(268,568)	(298,274)	(327,996)	(357,848)	
	80.00	(197,875)	(224,447)	(251,020)	(279,877)	(308,918)	(338,031)	(367,213)	
	90.00	(210,048)	(236,012)	(262,809)	(291,185)	(319,561)	(348,065)	(376,579)	
	100.00	(222,221)	(247,576)	(274,783)	(302,493)	(330,255)	(358,100)	(385,944)	
	110.00	(234,394)	(259,141)	(286,757)	(313,802)	(340,958)	(368,134)	(395,310)	
	120.00	(246,567)	(270,705)	(298,730)	(325,155)	(351,662)	(378,168)	(404,675)	
	130.00	(258,740)	(282,269)	(310,704)	(336,527)	(362,365)	(388,203)	(414,041)	
	140.00	(270,913)	(293,833)	(322,731)	(347,899)	(373,068)	(398,237)	(423,406)	
	150.00	(283,086)	(305,397)	(334,772)	(359,272)	(383,772)	(408,271)	(432,771)	
	160.00	(295,259)	(316,961)	(346,813)	(370,644)	(394,475)	(418,306)	(442,137)	
170.00	(307,432)	(328,525)	(358,854)	(382,016)	(405,178)	(428,340)	(451,502)		
180.00	(319,605)	(340,089)	(370,896)	(393,389)	(415,882)	(438,375)	(460,868)		
190.00	(331,778)	(351,653)	(382,937)	(404,761)	(426,585)	(448,409)	(470,233)		
200.00	(343,951)	(363,217)	(394,978)	(416,133)	(437,288)	(458,443)	(479,599)		
210.00	(356,124)	(374,781)	(407,019)	(427,506)	(447,992)	(468,478)	(488,964)		
220.00	(368,297)	(386,345)	(419,061)	(438,878)	(458,695)	(478,512)	(498,329)		
230.00	(380,470)	(397,909)	(431,102)	(450,250)	(469,398)	(488,547)	(507,695)		
240.00	(392,643)	(409,473)	(443,143)	(461,623)	(480,102)	(498,581)	(517,060)		
250.00	(404,816)	(421,037)	(455,185)	(472,995)	(490,805)	(508,615)	(526,426)		

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(286,397)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000	(185,448)	(213,308)	(241,168)	(270,518)	(300,966)	(331,450)	(362,048)	
	2,000	(198,779)	(226,639)	(254,639)	(285,087)	(315,536)	(346,102)	(376,700)	
	3,000	(212,110)	(239,970)	(269,208)	(299,657)	(330,155)	(360,753)	(391,352)	
	4,000	(225,441)	(253,329)	(283,778)	(314,226)	(344,807)	(375,405)	(406,003)	
	5,000	(238,772)	(266,689)	(298,347)	(328,861)	(359,459)	(390,057)	(420,655)	
	6,000	(252,103)	(280,048)	(312,916)	(343,513)	(374,111)	(404,709)	(435,307)	
	7,000	(265,434)	(293,407)	(327,566)	(358,165)	(388,763)	(419,361)	(449,959)	
	8,000	(278,765)	(306,766)	(342,218)	(372,816)	(403,415)	(434,013)	(464,611)	
	9,000	(292,096)	(320,125)	(356,870)	(387,468)	(418,066)	(448,664)	(479,263)	
	10,000	(305,427)	(333,484)	(371,522)	(402,120)	(432,718)	(463,316)	(493,914)	
	11,000	(318,758)	(346,843)	(386,174)	(416,772)	(447,370)	(477,968)	(508,566)	
	12,000	(332,089)	(360,202)	(400,826)	(431,424)	(462,022)	(492,620)	(523,218)	
	13,000	(345,420)	(373,561)	(415,477)	(446,076)	(476,674)	(507,272)	(537,870)	
	14,000	(358,751)	(386,920)	(430,129)	(460,727)	(491,325)	(521,924)	(552,522)	
	15,000	(372,082)	(400,279)	(444,781)	(475,379)	(505,977)	(536,575)	(567,174)	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(286,397)	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	3,644	(32,271)	(68,401)	(105,119)	(141,837)	(178,555)	(215,366)	
	16.0%	(31,012)	(65,342)	(100,288)	(135,235)	(170,181)	(205,127)	(240,168)	
	17.0%	(65,826)	(99,001)	(132,175)	(165,350)	(198,525)	(231,700)	(266,081)	
	18.0%	(101,256)	(132,659)	(164,063)	(195,466)	(226,869)	(258,273)	(293,186)	
	19.0%	(136,686)	(166,318)	(195,950)	(225,582)	(255,419)	(287,804)	(320,291)	
	20.0%	(172,117)	(199,977)	(227,837)	(255,948)	(286,397)	(316,845)	(347,396)	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(286,397)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	100,000	(19,117)	(46,977)	(74,837)	(102,948)	(133,397)	(163,845)	(194,396)	
	150,000	(69,117)	(96,977)	(124,837)	(152,948)	(183,397)	(213,845)	(244,396)	
	200,000	(119,117)	(146,977)	(174,837)	(202,948)	(233,397)	(263,845)	(294,396)	
	250,000	(169,117)	(196,977)	(224,837)	(252,948)	(283,397)	(313,845)	(344,396)	
	300,000	(219,117)	(246,977)	(274,837)	(302,948)	(333,397)	(363,845)	(394,396)	
	350,000	(269,117)	(296,977)	(324,837)	(352,948)	(383,397)	(413,845)	(444,396)	
	400,000	(319,117)	(346,977)	(374,837)	(402,948)	(433,397)	(463,845)	(494,396)	
	450,000	(369,117)	(396,977)	(424,837)	(452,948)	(483,397)	(513,845)	(544,396)	
	500,000	(419,117)	(446,977)	(474,837)	(502,948)	(533,397)	(563,845)	(594,396)	
	550,000	(469,117)	(496,977)	(524,837)	(552,948)	(583,397)	(613,845)	(644,396)	
	600,000	(519,117)	(546,977)	(574,837)	(602,948)	(633,397)	(663,845)	(694,396)	
	650,000	(569,117)	(596,977)	(624,837)	(652,948)	(683,397)	(713,845)	(744,396)	
	700,000	(619,117)	(646,977)	(674,837)	(702,948)	(733,397)	(763,845)	(794,396)	
	750,000	(669,117)	(696,977)	(724,837)	(752,948)	(783,397)	(813,845)	(844,396)	
	800,000	(719,117)	(746,977)	(774,837)	(802,948)	(833,397)	(863,845)	(894,396)	
	850,000	(769,117)	(796,977)	(824,837)	(852,948)	(883,397)	(913,845)	(944,396)	



# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme P** No Units: **10**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
	0	(104,848)	(132,709)	(160,569)	(188,429)	(216,290)	(244,150)	(273,776)
Net Zero	2,000	(134,745)	(162,606)	(190,466)	(218,326)	(246,187)	(274,047)	(302,907)
(£ per unit)	4,000	(164,642)	(192,503)	(220,363)	(248,223)	(276,083)	(303,943)	(331,803)
	6,000	(194,539)	(222,400)	(250,260)	(278,120)	(305,980)	(333,840)	(361,700)
	8,000	(224,436)	(252,297)	(280,157)	(308,017)	(335,877)	(363,737)	(391,597)
	10,000	(254,457)	(284,906)	(315,366)	(345,964)	(376,562)	(407,160)	(437,758)
	12,000	(287,131)	(317,627)	(348,225)	(378,823)	(409,421)	(440,019)	(470,617)
	14,000	(319,888)	(350,486)	(381,084)	(411,682)	(442,280)	(472,878)	(503,476)
	16,000	(352,747)	(383,345)	(413,943)	(444,541)	(475,139)	(505,737)	(538,335)
	18,000	(385,606)	(416,204)	(446,802)	(477,400)	(507,998)	(538,596)	(569,194)
	20,000	(418,465)	(449,063)	(479,661)	(510,259)	(540,857)	(571,455)	(602,053)
	22,000	(451,324)	(481,922)	(512,520)	(543,118)	(573,716)	(604,314)	(634,912)
	24,000	(484,183)	(514,781)	(545,379)	(575,977)	(606,575)	(637,173)	(667,771)
	26,000	(517,042)	(547,640)	(578,238)	(608,836)	(639,434)	(670,032)	(700,630)
	28,000	(549,901)	(580,499)	(611,097)	(641,695)	(672,293)	(702,891)	(733,489)
	30,000	(582,760)	(613,358)	(643,956)	(674,554)	(705,152)	(735,750)	(766,349)

**TABLE 6**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
	0.0%	(164,949)	(192,451)	(219,953)	(247,455)	(274,957)	(302,459)	(330,961)
M4(3) Category 3 Housing	2.5%	(168,533)	(196,035)	(223,537)	(251,039)	(278,541)	(306,043)	(333,545)
(% of OMS & AH units)	5.0%	(172,117)	(199,619)	(227,121)	(254,623)	(282,125)	(309,627)	(337,129)
	7.5%	(175,701)	(203,202)	(230,704)	(258,690)	(286,192)	(313,684)	(341,186)
	10.0%	(179,284)	(206,786)	(234,288)	(262,607)	(290,109)	(317,601)	(345,180)
	12.5%	(182,868)	(210,370)	(237,872)	(266,524)	(294,016)	(321,505)	(349,174)
	15.0%	(186,452)	(213,954)	(241,456)	(270,440)	(297,840)	(325,329)	(353,168)
	17.5%	(190,036)	(217,538)	(245,040)	(274,357)	(301,664)	(329,153)	(357,162)
	20.0%	(193,620)	(221,122)	(248,624)	(278,274)	(305,488)	(332,977)	(361,156)
	22.5%	(197,204)	(224,706)	(252,208)	(282,191)	(309,312)	(336,801)	(365,150)
	25.0%	(200,788)	(228,290)	(255,792)	(286,108)	(313,136)	(340,625)	(369,144)
	27.5%	(204,372)	(231,874)	(259,376)	(290,025)	(316,960)	(344,449)	(373,138)
	30.0%	(207,956)	(235,458)	(263,960)	(293,941)	(320,784)	(348,273)	(377,132)
	32.5%	(211,539)	(239,041)	(267,544)	(297,858)	(324,608)	(352,097)	(381,126)
	35.0%	(215,123)	(242,625)	(271,128)	(301,775)	(328,432)	(355,921)	(385,120)
	37.5%	(218,707)	(246,209)	(274,712)	(305,692)	(332,256)	(359,745)	(389,114)

**TABLE 7**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
	70%	513,401	485,395	457,389	429,383	401,377	373,371	345,365
	75%	401,377	373,641	345,904	318,168	290,431	262,694	234,958
Build Cost	80%	288,965	261,543	234,122	206,700	179,278	151,857	124,435
100%	85%	176,308	149,157	122,006	94,856	67,689	39,596	11,504
(105% = 5% increase)	90%	63,494	35,682	7,870	(19,943)	(47,755)	(75,946)	(104,379)
	95%	(53,071)	(81,094)	(109,241)	(137,388)	(165,535)	(193,682)	(221,829)
	100%	(172,117)	(199,977)	(227,837)	(255,697)	(283,557)	(311,417)	(339,277)
	105%	(294,842)	(325,067)	(355,292)	(385,517)	(415,742)	(445,967)	(476,192)
	110%	(425,759)	(455,728)	(485,697)	(515,666)	(545,635)	(575,604)	(605,573)
	115%	(556,676)	(586,389)	(616,102)	(645,815)	(675,528)	(705,241)	(734,954)
	120%	(687,593)	(717,050)	(746,507)	(776,014)	(805,521)	(835,028)	(864,535)
	125%	(818,510)	(847,711)	(876,912)	(906,113)	(935,314)	(964,515)	(993,716)

**TABLE 8**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
	80%	(758,951)	(759,792)	(760,633)	(761,474)	(762,315)	(763,156)	(763,997)
	82%	(699,437)	(703,253)	(707,070)	(710,886)	(714,703)	(718,520)	(722,336)
Market Values	84%	(639,922)	(646,715)	(653,507)	(660,299)	(667,092)	(673,884)	(680,676)
100%	86%	(580,408)	(590,176)	(599,944)	(609,712)	(619,480)	(629,248)	(639,016)
(105% = 5% increase)	88%	(520,894)	(533,637)	(546,381)	(559,125)	(571,869)	(584,613)	(597,356)
	90%	(461,379)	(477,099)	(492,818)	(508,538)	(524,257)	(539,977)	(555,696)
	92%	(401,865)	(420,560)	(439,255)	(457,951)	(476,646)	(495,341)	(514,036)
	94%	(342,350)	(364,021)	(385,692)	(407,363)	(429,034)	(450,705)	(472,376)
	96%	(282,835)	(307,483)	(332,131)	(356,779)	(381,427)	(406,075)	(430,723)
	98%	(223,320)	(251,414)	(279,508)	(307,602)	(335,696)	(363,790)	(391,884)
	100%	(172,117)	(199,977)	(227,837)	(255,697)	(283,557)	(311,417)	(339,277)
	102%	(117,913)	(148,540)	(179,167)	(209,794)	(240,421)	(271,048)	(301,675)
	104%	(63,709)	(97,103)	(130,497)	(163,891)	(197,285)	(230,679)	(264,073)
	106%	(10,753)	(45,949)	(81,145)	(116,341)	(151,537)	(186,733)	(221,929)
	108%	42,207	4,364	(33,480)	(71,608)	(110,736)	(149,864)	(188,992)
	110%	94,263	54,676	14,185	(26,307)	(66,982)	(108,378)	(149,774)
	112%	145,448	103,755	61,849	18,710	(24,430)	(67,770)	(111,874)
	114%	196,634	152,381	108,128	63,726	17,939	(27,849)	(73,973)
	116%	247,819	201,007	154,195	107,383	60,307	11,871	(36,564)
	118%	299,004	249,633	200,262	150,890	101,519	51,592	508
	120%	350,189	298,259	246,329	194,398	142,467	90,537	37,581

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme P** No Units: **10**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(286,397)							
	5,000	(172,117)	(196,644)	(221,172)	(245,699)	(271,827)	(298,633)	(325,439)
	10,000	(172,117)	(193,311)	(214,506)	(235,701)	(257,257)	(280,421)	(303,584)
Grant (£ per unit)	15,000	(172,117)	(189,978)	(207,840)	(225,702)	(243,564)	(262,209)	(281,730)
	20,000	(172,117)	(186,646)	(201,175)	(215,704)	(230,233)	(244,762)	(259,875)
	25,000	(172,117)	(183,313)	(194,509)	(205,705)	(216,901)	(228,097)	(239,294)
	30,000	(172,117)	(179,980)	(187,843)	(195,707)	(203,570)	(211,433)	(219,297)
	35,000	(172,117)	(176,647)	(181,178)	(185,708)	(190,239)	(194,769)	(199,300)
	40,000	(172,117)	(173,314)	(174,512)	(175,710)	(176,907)	(178,105)	(179,303)
	45,000	(172,117)	(169,981)	(167,846)	(165,711)	(163,576)	(161,441)	(159,306)
	50,000	(172,117)	(166,649)	(161,181)	(155,713)	(150,245)	(144,777)	(139,309)
	55,000	(172,117)	(163,316)	(154,515)	(145,714)	(136,913)	(128,113)	(119,312)

**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

240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Appraisal Ref: **Q** (see Typologies Matrix)  
 Scheme Typology: **Scheme Q**  
 Site Typology: **Hednesford** Location / Value Zone: **Hednesford** No Units: **20**  
**Notes:** Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				20 Units				
AH Policy requirement (% Target)				20%				
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%				
AH tenure split %		Affordable Rent:		25.0%				
		Social Rent:		35.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%				
				60.0% % Rented				
				8.0% % of total (>10% First Homes PPG 023)				
				100% 100.0%				
CIL Rate (£ psm)				58.84 £ 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	17.5%	2.8	20.0%	0.8	18%	3.6		
3 bed House	40.0%	6.4	30.0%	1.2	38%	7.6		
4 bed House	15.0%	2.4	10.0%	0.4	14%	2.8		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	10.0%	1.6	20.0%	0.8	12%	2.4		
2 bed Flat	17.5%	2.8	20.0%	0.8	18%	3.6		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	16.0	100.0%	4.0	100%	20.0		
<b>OMS Unit Floor areas -</b>								
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	58.0	624			58.0	624		
2 bed House	79.0	850			79.0	850		
3 bed House	93.0	1,001			93.0	1,001		
4 bed House	115.0	1,238			115.0	1,238		
5 bed House	0.0	0			0.0	0		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
3 bed Flat	80.0	861	85.0%		94.1	1,013		
<b>AH Unit Floor areas -</b>								
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	58.0	624			58.0	624		
2 bed House	79.0	850			79.0	850		
3 bed House	93.0	1,001			93.0	1,001		
4 bed House	115.0	1,238			115.0	1,238		
5 bed House	0.0	0			0.0	0		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
3 bed Flat	80.0	861	85.0%		94.1	1,013		
<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	221	2,381	63	680	284	3,061		
3 bed House	595	6,407	112	1,201	707	7,608		
4 bed House	276	2,971	46	495	322	3,466		
5 bed House	0	0	0	0	0	0		
1 bed Flat	94	1,013	47	507	141	1,520		
2 bed Flat	231	2,482	66	709	296	3,191		
3 bed Flat	0	0	0	0	0	0		
	1,417	15,254	334	3,592	1,751	18,846		
AH % by floor area:		19.06% 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	147,000	2,534	235	0				
2 bed House	250,000	3,165	294	900,000				
3 bed House	305,000	3,280	305	2,318,000				
4 bed House	430,000	3,739	347	1,204,000				
5 bed House	0	0	0	0				
1 bed Flat	125,000	2,500	232	300,000				
2 bed Flat	175,000	2,500	232	630,000				
3 bed Flat	0	0	0	0				
				5,352,000				
<b>Affordable Housing values (£) -</b>								
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	102,900	70%	80,850	55%	102,900	70%	95,550	65%
2 bed House	175,000	70%	137,500	55%	175,000	70%	162,500	65%
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%
4 bed House	301,000	70%	236,500	55%	250,000	70%	279,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	87,500	70%	68,750	55%	87,500	70%	81,250	65%
2 bed Flat	122,500	70%	96,250	55%	122,500	70%	113,750	65%
3 bed Flat	0	70%	0	55%	0	70%	0	65%
* capped @£250K								

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Scheme Typology: **Scheme Q** No Units: **20**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	147,000	-
2 bed House	2.8	@	250,000	700,000
3 bed House	6.4	@	305,000	1,952,000
4 bed House	2.4	@	430,000	1,032,000
5 bed House	0.0	@	0	-
1 bed Flat	1.6	@	125,000	200,000
2 bed Flat	2.8	@	175,000	490,000
3 bed Flat	0.0	@	0	-
	16.0			4,374,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.2	@	175,000	35,000
3 bed House	0.3	@	213,500	64,050
4 bed House	0.1	@	301,000	30,100
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	87,500	17,500
2 bed Flat	0.2	@	122,500	24,500
3 bed Flat	0.0	@	0	-
	1.0			171,150
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	80,850	-
2 bed House	0.3	@	137,500	38,500
3 bed House	0.4	@	167,750	70,455
4 bed House	0.1	@	236,500	33,110
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	68,750	19,250
2 bed Flat	0.3	@	96,250	26,950
3 bed Flat	0.0	@	0	-
	1.4			188,265
<b>First Homes GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.2	@	175,000	35,000
3 bed House	0.3	@	213,500	64,050
4 bed House	0.1	@	250,000	25,000
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	87,500	17,500
2 bed Flat	0.2	@	122,500	24,500
3 bed Flat	0.0	@	0	-
	1.0			166,050
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	95,550	-
2 bed House	0.1	@	162,500	19,500
3 bed House	0.2	@	198,250	35,685
4 bed House	0.1	@	279,500	16,770
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	81,250	9,750
2 bed Flat	0.1	@	113,750	13,650
3 bed Flat	0.0	@	0	-
	0.6	4.0		95,355
<b>Sub-total GDV Residential</b>				
	<b>20</b>			<b>4,994,820</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>357,180</b>
		204 £ psm (total GIA sqm)	17,859 £ per unit (total units)	
<b>Grant</b>				
	4	AH units @	0	per unit
<b>Total GDV</b>				
				<b>4,994,820</b>

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Scheme Typology: **Scheme Q** No Units: **20**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (9,240)									
Planning Application Professional Fees, Surveys and reports (30,000)									
CIL (Mrkt only + garages) (85,967)									
CIL analysis: 1,461 sqm 58.84 £ psm 1.72% % of GDV 4,298 £ 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			20 units @		0			per unit	-
Sub-total									-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 1,751 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.57 ha @ 50,000 £ per ha (if brownfield) (28,571)									
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			20 units @		0			per unit	-
Sub-total									-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,531 psm									
2 bed House 284 sqm @ 1,531 psm (435,416)									
3 bed House 707 sqm @ 1,531 psm (1,082,111)									
4 bed House 322 sqm @ 1,531 psm (492,982)									
5 bed House - sqm @ 1,531 psm									
1 bed Flat 141 sqm @ 1,681 psm (237,318)									
2 bed Flat 296 sqm @ 1,681 psm (498,367)									
3 bed Flat 1,751 sqm @ 1,681 psm									
Garages for 3B House (Mrkt only) 6 units @ 10% 18 sqm @ 640 psm (7,373)									
Garages for 4B House (Mrkt only) 2 units @ 75% 18 sqm @ 640 psm (20,736)									
Garages for 5B House (Mrkt only) - units @ 120% 18 sqm @ 640 psm									
External works 44 units @ 2,774,303 @ 15.0% (416,145)									
Ext. Works analysis: 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 20 units @ 268 £ per unit (5,360)									
M4(2) Category 2 Housing tenure weighted 20 units @ 94.0% @ 521 £ per unit (9,795)									
M4(3) (10%AH 5%OMS) tenure weighted 20 units @ 6.0% @ 10,111 £ per unit (12,133)									
Net Zero Cost (2025 FHS Part L) 20 units @ 4,500 £ per unit (90,000)									
SAC 20 units @ 291 £ per unit (5,812)									
EV Charging Points - Houses 14 units @ 1,000 £ per unit (14,000)									
EV Charging Points - Flats 6 units @ 4 flats per charger 10,000 £ per 4 units (15,000)									
Water Efficiency (Climate change policy) 20 units @ 10 £ per unit (200)									
Sub-total (152,300)									
Policy Costs analysis: (design costs only) 7,615 £ per unit (total units)									
Contingency (on construction) 3,371,319 @ 5.0% (168,566)									

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Scheme Typology: **Scheme Q** No Units: **20**  
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 Notes:

<b>Professional Fees</b>	3,371,319 @		<b>6.5%</b>		(219,136)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	4,374,000 OMS @		<b>3.00%</b>	6,561 £ per unit	(131,220)
Residential Sales Agent Costs	4,374,000 OMS @		<b>1.00%</b>	2,187 £ per unit	(43,740)
Residential Sales Legal Costs	4,374,000 OMS @		<b>0.25%</b>	547 £ per unit	(10,935)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>8,795 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(82,158)
<b>Developers Profit -</b>					
Profit on OMS	4,374,000		<b>20.00%</b>		(874,800)
Margin on AH	620,820		<b>6.00%</b> on AH values		(37,249)
<b>Profit analysis:</b>	<b>4,994,820</b>		<b>18.26% blended GDV</b>	<b>(912,049)</b>	
	<b>4,142,281</b>		<b>22.02% on costs</b>	<b>(912,049)</b>	
<b>TOTAL COSTS</b>					<b>(5,054,330)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(59,510)
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>(59,510)</b>
<b>RLV analysis:</b>	<b>(2,976) £ per plot</b>	<b>(104,143) £ per ha (net)</b>	<b>(42,146) £ per acre (net)</b>		
		<b>(98,935) £ per ha (gross)</b>	<b>(40,039) £ per acre (gross)</b>		
			<b>-1.19% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		0.57 ha (net)		1.41 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		0.60 ha (gross)		1.49 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)		<b>253,000</b> £ per acre (net)	<b>357,236</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>		<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(729,306) £ per ha (net)</b>		<b>(295,146) £ per acre (net)</b>	<b>(416,746)</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme Q** No Units: **20**  
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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 20%							
Balance (RLV - BLV £ per acre (n))		(295,146)	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00	(106,624)	(137,985)	(169,648)	(201,710)	(233,771)	(267,025)	(302,065)	
	10.00	(118,633)	(149,393)	(180,698)	(212,146)	(243,593)	(277,088)	(311,457)	
	20.00	(130,642)	(160,914)	(191,748)	(222,581)	(253,454)	(287,152)	(320,850)	
	30.00	(142,651)	(172,577)	(202,797)	(233,017)	(264,188)	(297,215)	(330,287)	
	40.00	(154,660)	(184,241)	(213,847)	(243,453)	(274,922)	(307,279)	(339,733)	
	50.00	(166,670)	(195,904)	(224,897)	(253,971)	(285,657)	(317,342)	(349,178)	
	60.00	(178,679)	(207,568)	(235,946)	(265,377)	(296,391)	(327,459)	(358,624)	
	70.00	(190,688)	(219,232)	(246,996)	(276,782)	(307,125)	(337,580)	(368,070)	
	80.00	(202,697)	(230,895)	(258,514)	(288,187)	(317,885)	(347,700)	(377,515)	
	90.00	(214,706)	(242,559)	(270,590)	(299,592)	(328,680)	(357,820)	(386,961)	
	100.00	(226,715)	(254,336)	(282,667)	(311,009)	(339,475)	(367,941)	(396,407)	
	110.00	(238,724)	(266,113)	(294,743)	(322,479)	(350,270)	(378,061)	(405,852)	
	120.00	(250,733)	(277,890)	(306,820)	(333,948)	(361,065)	(388,181)	(415,298)	
	130.00	(262,742)	(289,667)	(318,896)	(345,418)	(371,860)	(398,302)	(424,743)	
	140.00	(274,751)	(301,444)	(331,121)	(356,888)	(382,655)	(408,422)	(434,189)	
	150.00	(286,760)	(313,221)	(343,265)	(368,358)	(393,450)	(418,542)	(443,635)	
	160.00	(298,769)	(325,032)	(355,410)	(379,827)	(404,245)	(428,663)	(453,080)	
	170.00	(310,778)	(336,843)	(367,554)	(391,297)	(415,040)	(438,783)	(462,526)	
	180.00	(322,787)	(348,654)	(379,698)	(402,767)	(425,835)	(448,903)	(471,972)	
	190.00	(334,796)	(360,465)	(391,843)	(414,236)	(436,630)	(459,024)	(481,417)	
200.00	(346,805)	(372,276)	(403,987)	(425,706)	(447,425)	(469,144)	(490,863)		
210.00	(358,814)	(384,087)	(416,132)	(437,176)	(458,220)	(479,265)	(500,309)		
220.00	(370,823)	(395,898)	(428,276)	(448,646)	(469,015)	(489,385)	(509,754)		
230.00	(382,832)	(407,709)	(440,420)	(460,115)	(479,810)	(499,505)	(519,200)		
240.00	(394,841)	(419,520)	(452,565)	(471,585)	(490,605)	(509,626)	(528,646)		
250.00	(406,850)	(431,331)	(464,709)	(483,055)	(501,400)	(519,746)	(538,091)		

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(295,146)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000	(191,211)	(219,660)	(248,110)	(278,748)	(309,840)	(341,063)	(372,306)	
	2,000	(204,656)	(233,105)	(262,350)	(293,442)	(324,597)	(355,840)	(387,083)	
	3,000	(218,101)	(246,551)	(277,044)	(308,136)	(339,374)	(370,617)	(401,860)	
	4,000	(231,546)	(260,646)	(291,738)	(322,909)	(354,152)	(385,395)	(416,638)	
	5,000	(244,992)	(275,340)	(306,443)	(337,686)	(368,929)	(400,172)	(431,415)	
	6,000	(258,942)	(290,034)	(321,221)	(352,464)	(383,706)	(414,949)	(446,192)	
	7,000	(273,636)	(304,755)	(335,998)	(367,241)	(398,484)	(429,727)	(460,970)	
	8,000	(288,331)	(319,532)	(350,775)	(382,018)	(413,261)	(444,504)	(475,747)	
	9,000	(303,067)	(334,310)	(365,553)	(396,796)	(428,038)	(459,281)	(490,524)	
	10,000	(317,844)	(349,087)	(380,330)	(411,573)	(442,816)	(474,059)	(505,302)	
	11,000	(332,622)	(363,864)	(395,107)	(426,350)	(457,593)	(488,836)	(520,079)	
	12,000	(347,399)	(378,642)	(409,885)	(441,128)	(472,371)	(503,613)	(534,856)	
	13,000	(362,176)	(393,419)	(424,662)	(455,905)	(487,148)	(518,391)	(549,634)	
	14,000	(376,954)	(408,196)	(439,439)	(470,682)	(501,925)	(533,168)	(564,411)	
	15,000	(391,731)	(422,974)	(454,217)	(485,460)	(516,703)	(547,945)	(579,188)	

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(295,146)	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	(6,969)	(42,238)	(77,506)	(113,481)	(149,972)	(187,192)	(224,637)	
	16.0%	(40,463)	(74,057)	(108,179)	(142,938)	(178,186)	(213,765)	(249,438)	
	17.0%	(73,958)	(106,344)	(139,370)	(172,767)	(206,531)	(240,338)	(276,213)	
	18.0%	(107,974)	(139,267)	(170,890)	(202,882)	(234,875)	(268,203)	(303,318)	
	19.0%	(142,629)	(172,556)	(202,777)	(232,998)	(264,169)	(297,244)	(330,423)	
	20.0%	(177,766)	(206,215)	(234,664)	(264,054)	(295,146)	(326,285)	(357,528)	

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(295,146)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	100,000	(24,766)	(53,215)	(81,664)	(111,054)	(142,146)	(173,285)	(204,528)	
	150,000	(74,766)	(103,215)	(131,664)	(161,054)	(192,146)	(223,285)	(254,528)	
	200,000	(124,766)	(153,215)	(181,664)	(211,054)	(242,146)	(273,285)	(304,528)	
	250,000	(174,766)	(203,215)	(231,664)	(261,054)	(292,146)	(323,285)	(354,528)	
	300,000	(224,766)	(253,215)	(281,664)	(311,054)	(342,146)	(373,285)	(404,528)	
	350,000	(274,766)	(303,215)	(331,664)	(361,054)	(392,146)	(423,285)	(454,528)	
	400,000	(324,766)	(353,215)	(381,664)	(411,054)	(442,146)	(473,285)	(504,528)	
	450,000	(374,766)	(403,215)	(431,664)	(461,054)	(492,146)	(523,285)	(554,528)	
	500,000	(424,766)	(453,215)	(481,664)	(511,054)	(542,146)	(573,285)	(604,528)	
	550,000	(474,766)	(503,215)	(531,664)	(561,054)	(592,146)	(623,285)	(654,528)	
	600,000	(524,766)	(553,215)	(581,664)	(611,054)	(642,146)	(673,285)	(704,528)	
	650,000	(574,766)	(603,215)	(631,664)	(661,054)	(692,146)	(723,285)	(754,528)	
	700,000	(624,766)	(653,215)	(681,664)	(711,054)	(742,146)	(773,285)	(804,528)	
	750,000	(674,766)	(703,215)	(731,664)	(761,054)	(792,146)	(823,285)	(854,528)	
	800,000	(724,766)	(753,215)	(781,664)	(811,054)	(842,146)	(873,285)	(904,528)	
	850,000	(774,766)	(803,215)	(831,664)	(861,054)	(892,146)	(923,285)	(954,528)	



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Scheme Typology: **Scheme Q** No Units: **20**  
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 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(295,146)	0	(110,922)	(138,750)	(166,818)	(195,268)	(223,717)	(252,167)	(283,182)
Net Zero (£ per unit)	2,000	(140,417)	(168,523)	(196,972)	(225,422)	(253,952)	(285,044)	(316,137)	(349,243)
4,500	4,000	(170,227)	(198,677)	(227,126)	(255,815)	(286,907)	(318,000)	(349,243)	(382,384)
	6,000	(200,381)	(228,830)	(257,677)	(288,770)	(319,898)	(351,141)	(382,384)	(415,526)
	8,000	(230,535)	(259,540)	(290,633)	(321,797)	(353,040)	(384,283)	(415,526)	(448,667)
	10,000	(261,403)	(292,495)	(323,695)	(354,938)	(386,181)	(417,424)	(448,667)	(481,808)
	12,000	(294,358)	(325,594)	(356,837)	(388,080)	(419,323)	(450,565)	(481,808)	(514,950)
	14,000	(327,492)	(358,735)	(389,978)	(421,221)	(452,464)	(483,707)	(514,950)	(548,091)
	16,000	(360,634)	(391,877)	(423,120)	(454,362)	(485,605)	(516,848)	(548,091)	(581,233)
	18,000	(393,775)	(425,018)	(456,261)	(487,504)	(518,747)	(549,990)	(581,233)	(614,557)
	20,000	(426,916)	(458,159)	(489,402)	(520,645)	(551,888)	(583,131)	(614,557)	(647,886)
	22,000	(460,058)	(491,301)	(522,544)	(553,787)	(585,029)	(616,387)	(647,886)	(681,215)
	24,000	(493,199)	(524,442)	(555,685)	(586,928)	(618,217)	(649,716)	(681,215)	(714,544)
	26,000	(526,341)	(557,584)	(588,826)	(620,069)	(651,545)	(683,045)	(714,544)	(747,872)
	28,000	(559,482)	(590,725)	(621,968)	(653,375)	(684,874)	(716,373)	(747,872)	(781,201)
	30,000	(592,623)	(623,866)	(655,205)	(686,704)	(718,203)	(749,702)	(781,201)	

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(295,146)	0.0%	(170,536)	(198,624)	(226,712)	(254,967)	(285,665)	(316,362)	(347,199)
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	(174,151)	(202,239)	(230,327)	(258,918)	(289,615)	(320,326)	(351,172)	(382,384)
	5.0%	(177,766)	(205,854)	(233,942)	(262,868)	(293,566)	(324,299)	(355,144)	(386,927)
	6.0%	(181,380)	(209,468)	(237,556)	(266,819)	(297,516)	(328,272)	(359,117)	(390,900)
	10.0%	(184,995)	(213,083)	(241,171)	(270,769)	(301,467)	(332,245)	(363,090)	(394,873)
	12.5%	(188,610)	(216,698)	(244,786)	(274,720)	(305,417)	(336,217)	(367,063)	(398,846)
	15.0%	(192,224)	(220,312)	(248,400)	(278,670)	(309,368)	(340,190)	(371,036)	(402,819)
	17.5%	(195,839)	(223,927)	(252,015)	(282,621)	(313,318)	(344,163)	(375,009)	(406,791)
	20.0%	(199,454)	(227,542)	(255,874)	(286,571)	(317,290)	(348,136)	(378,981)	
	22.5%	(203,068)	(231,156)	(259,825)	(290,522)	(321,263)	(352,109)	(382,954)	
	25.0%	(206,683)	(234,771)	(263,775)	(294,472)	(325,236)	(356,081)	(386,927)	
	27.5%	(210,298)	(238,386)	(267,725)	(298,423)	(329,209)	(360,054)	(390,900)	
	30.0%	(213,912)	(242,000)	(271,676)	(302,373)	(333,181)	(364,027)	(394,873)	
	32.5%	(217,527)	(245,615)	(275,626)	(306,324)	(337,154)	(368,000)	(398,846)	
	35.0%	(221,142)	(249,230)	(279,577)	(310,282)	(341,127)	(371,973)	(402,819)	
	37.5%	(224,757)	(252,845)	(283,527)	(314,254)	(345,100)	(375,946)	(406,791)	

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(295,146)	70%	503,856	475,350	446,845	418,340	389,835	361,329	332,824
		75%	391,504	363,269	335,034	306,799	278,564	250,329	222,094
Build Cost (105% = 5% increase)		80%	278,702	250,759	222,817	194,874	166,932	138,989	111,047
		85%	165,715	138,044	110,374	82,703	55,032	27,362	(309)
		90%	52,729	25,330	(2,073)	(29,514)	(56,955)	(84,397)	(112,512)
		95%	(60,815)	(87,983)	(115,940)	(144,050)	(172,526)	(201,265)	(230,004)
		100%	(177,766)	(206,215)	(234,664)	(264,054)	(295,146)	(326,285)	(357,528)
		105%	(302,172)	(333,097)	(364,023)	(394,948)	(425,873)	(456,798)	(487,723)
		110%	(434,274)	(464,881)	(495,489)	(526,096)	(556,704)	(587,311)	(618,122)
		115%	(566,375)	(596,665)	(626,955)	(657,432)	(687,973)	(718,513)	(749,054)
		120%	(698,476)	(728,880)	(759,101)	(789,322)	(819,543)	(849,764)	(880,203)
		125%	(831,577)	(861,408)	(891,310)	(921,212)	(951,365)	(981,620)	(1,011,875)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(295,146)	80%	(773,147)	(774,352)	(775,557)	(776,762)	(777,967)	(779,301)	(780,653)
		82%	(712,559)	(716,794)	(721,028)	(725,262)	(729,497)	(733,731)	(737,966)
Market Values (105% = 5% increase)		84%	(651,971)	(659,235)	(666,498)	(673,762)	(681,026)	(688,290)	(695,554)
		86%	(591,479)	(601,676)	(611,969)	(622,262)	(632,555)	(642,848)	(653,142)
		88%	(531,278)	(544,460)	(557,643)	(570,825)	(584,085)	(597,408)	(610,730)
		90%	(471,076)	(487,269)	(503,462)	(519,654)	(535,847)	(552,040)	(568,318)
		92%	(410,875)	(430,078)	(449,281)	(468,483)	(487,686)	(506,889)	(526,091)
		94%	(350,674)	(372,887)	(395,100)	(417,312)	(439,525)	(461,738)	(483,951)
		96%	(290,472)	(315,696)	(340,919)	(366,141)	(391,364)	(416,587)	(441,810)
		98%	(232,535)	(258,734)	(284,933)	(311,132)	(337,331)	(363,530)	(389,729)
		100%	(177,766)	(206,215)	(234,664)	(264,054)	(295,146)	(326,285)	(357,528)
		102%	(123,713)	(154,219)	(185,372)	(216,560)	(247,748)	(281,345)	(315,430)
		104%	(70,886)	(103,325)	(136,510)	(170,005)	(203,932)	(237,858)	(273,530)
		106%	(19,109)	(53,771)	(88,432)	(124,158)	(160,116)	(196,781)	(233,446)
		108%	32,668	(4,582)	(41,833)	(79,083)	(117,163)	(155,705)	(195,107)
		110%	84,345	44,606	4,767	(35,073)	(74,912)	(115,526)	(156,768)
		112%	135,863	93,552	51,241	8,930	(33,490)	(75,918)	(119,245)
		114%	187,381	142,494	97,607	52,720	7,834	(37,085)	(82,102)
		116%	238,899	191,436	143,973	96,511	49,048	1,585	(45,877)
		118%	290,417	240,378	190,339	140,301	90,262	40,224	(9,815)
		120%	341,934	289,320	236,705	184,091	131,476	78,862	26,248



# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme Q** No Units: **20**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(295,146)							
	5,000	(177,766)	(202,854)	(227,942)	(253,032)	(280,451)	(307,870)	(335,361)
	10,000	(177,766)	(199,492)	(221,219)	(242,945)	(265,756)	(289,501)	(313,246)
Grant (£ per unit)	15,000	(177,766)	(196,131)	(214,496)	(232,861)	(251,226)	(271,132)	(291,203)
	20,000	(177,766)	(192,769)	(207,773)	(222,776)	(237,780)	(252,784)	(269,161)
	25,000	(177,766)	(189,408)	(201,050)	(212,692)	(224,334)	(235,976)	(247,618)
	30,000	(177,766)	(186,046)	(194,327)	(202,607)	(210,888)	(219,169)	(227,449)
	35,000	(177,766)	(182,685)	(187,604)	(192,523)	(197,442)	(202,361)	(207,281)
	40,000	(177,766)	(179,323)	(180,881)	(182,439)	(183,996)	(185,554)	(187,112)
	45,000	(177,766)	(175,962)	(174,158)	(172,354)	(170,550)	(168,747)	(166,943)
	50,000	(177,766)	(172,600)	(167,435)	(162,270)	(157,105)	(152,024)	(146,971)
	55,000	(177,766)	(169,239)	(160,712)	(152,264)	(143,924)	(135,584)	(127,243)

**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

240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Appraisal Ref: **R** (see Typologies Matrix)  
 Scheme Typology: **Scheme R**  
 Site Typology: **Hednesford** Location / Value Zone: **Hednesford** No Units: **50**  
 Notes: **Brownfield** Greenfield/Brownfield:

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				50 Units			
AH Policy requirement (% Target)				20%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%			
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented	
		Social Rent:		35.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				58.84		£ 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		17.5%	7.0	20.0%	2.0	18%	9.0
3 bed House		40.0%	16.0	30.0%	3.0	38%	19.0
4 bed House		15.0%	6.0	10.0%	1.0	14%	7.0
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		10.0%	4.0	20.0%	2.0	12%	6.0
2 bed Flat		17.5%	7.0	20.0%	2.0	18%	9.0
3 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	40.0	100.0%	10.0	100%	50.0
<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)		%		(sqft)	
1 bed House		58.0	624			58.0	624
2 bed House		79.0	850			79.0	850
3 bed House		93.0	1,001			93.0	1,001
4 bed House		115.0	1,238			115.0	1,238
5 bed House		0.0	0			0.0	0
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
3 bed Flat		80.0	861	85.0%		94.1	1,013
<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)		%		(sqft)	
1 bed House		58.0	624			58.0	624
2 bed House		79.0	850			79.0	850
3 bed House		93.0	1,001			93.0	1,001
4 bed House		115.0	1,238			115.0	1,238
5 bed House		0.0	0			0.0	0
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
3 bed Flat		80.0	861	85.0%		94.1	1,013
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqm)		(sqm)	
		(sqft)		(sqft)		(sqft)	
1 bed House		0	0	0	0	0	0
2 bed House		553	5,952	158	1,701	711	7,653
3 bed House		1,488	16,017	279	3,003	1,767	19,020
4 bed House		690	7,427	115	1,238	805	8,665
5 bed House		0	0	0	0	0	0
1 bed Flat		235	2,533	118	1,266	353	3,799
2 bed Flat		576	6,205	165	1,773	741	7,978
3 bed Flat		0	0	0	0	0	0
		3,543	38,134	834	8,981	4,377	47,115
<b>AH % by floor area:</b>				<b>19.06% 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		147,000	2,534	235		0	
2 bed House		250,000	3,165	294		2,250,000	
3 bed House		305,000	3,280	305		5,795,000	
4 bed House		430,000	3,739	347		3,010,000	
5 bed House		0	0	0		0	
1 bed Flat		125,000	2,500	232		750,000	
2 bed Flat		175,000	2,500	232		1,575,000	
3 bed Flat		0	0	0		0	
						13,380,000	
<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		102,900	70%	80,850	55%	102,900	70%
2 bed House		175,000	70%	137,500	55%	162,500	65%
3 bed House		213,500	70%	167,750	55%	213,500	70%
4 bed House		301,000	70%	236,500	55%	250,000	70%
5 bed House		0	70%	0	55%	0	70%
1 bed Flat		87,500	70%	68,750	55%	87,500	70%
2 bed Flat		122,500	70%	96,250	55%	122,500	70%
3 bed Flat		0	70%	0	55%	0	70%
* capped @£250K							

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Scheme Typology: **Scheme R** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	147,000	-
2 bed House	7.0	@	250,000	1,750,000
3 bed House	16.0	@	305,000	4,880,000
4 bed House	6.0	@	430,000	2,580,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	125,000	500,000
2 bed Flat	7.0	@	175,000	1,225,000
3 bed Flat	0.0	@	0	-
	40.0			10,935,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.5	@	175,000	87,500
3 bed House	0.8	@	213,500	160,125
4 bed House	0.3	@	301,000	75,250
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	87,500	43,750
2 bed Flat	0.5	@	122,500	61,250
3 bed Flat	0.0	@	0	-
	2.5			427,875
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	80,850	-
2 bed House	0.7	@	137,500	96,250
3 bed House	1.1	@	167,750	176,138
4 bed House	0.4	@	236,500	82,775
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	68,750	48,125
2 bed Flat	0.7	@	96,250	67,375
3 bed Flat	0.0	@	0	-
	3.5			470,663
<b>First Homes GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.5	@	175,000	87,500
3 bed House	0.8	@	213,500	160,125
4 bed House	0.3	@	250,000	62,500
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	87,500	43,750
2 bed Flat	0.5	@	122,500	61,250
3 bed Flat	0.0	@	0	-
	2.5			415,125
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	95,550	-
2 bed House	0.3	@	162,500	48,750
3 bed House	0.5	@	198,250	89,213
4 bed House	0.2	@	279,500	41,925
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	81,250	24,375
2 bed Flat	0.3	@	113,750	34,125
3 bed Flat	0.0	@	0	-
	1.5	10.0		238,388
<b>Sub-total GDV Residential</b>				
	<b>50</b>			<b>12,487,050</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>892,950</b>
		<b>204 £ psm (total GIA sqm)</b>	<b>17,859 £ per unit (total units)</b>	
<b>Grant</b>				
	10	AH units @	0	per unit
<b>Total GDV</b>				
				<b>12,487,050</b>

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Scheme Typology: **Scheme R** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL (Mrkt only + garages) 3,653 sqm 58.84 £ psm (214,917)									
<b>CIL analysis:</b> 1.72% % of GDV 4,298 £ 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		50 units @		0		per unit		
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			4,377 sqm (total)		0		£ psm		
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 1.43 ha @ 50,000 £ per ha (if brownfield) (71,429)									
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		50 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 @		1,531		psm		
2 bed House			711 sqm @		1,531		psm		(1,088,541)
3 bed House			1,767 sqm @		1,531		psm		(2,705,277)
4 bed House			805 sqm @		1,531		psm		(1,232,455)
5 bed House			- sqm @		1,531		psm		
1 bed Flat			353 sqm @		1,681		psm		(593,294)
2 bed Flat			741 sqm @		1,681		psm		(1,245,918)
3 bed Flat			- sqm @		1,681		psm		
Garages for 3B House (Mrkt only)	16	10%	units @		18	640	psm		(18,432)
Garages for 4B House (Mrkt only)	6	75%	units @		18	640	psm		(51,840)
Garages for 5B House (Mrkt only)	-	120%	units @		18	640	psm		
			110						
External works			6,935,757 @		15.0%				(1,040,364)
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)									
<b>Policy Costs on design -</b>									
Net Biodiversity costs 50 units @ 268 £ per unit (13,400)									
M4(2) Category 2 Housing	tenure weighted t		50 units @	94.0%		521	£ per unit		(24,487)
M4(3) (10%AH 5%OMS)	tenure weighted t		50 units @	6.0%		10,111	£ per unit		(30,333)
Net Zero Cost (2025 FHS Part L)			50 units @			4,500	£ per unit		(225,000)
SAC			50 units @			291	£ per unit		(14,529)
EV Charging Points - Houses			35 units @			1,000	£ per unit		(35,000)
EV Charging Points - Flats			15 units @		4 flats per charger	10,000	£ per 4 units		(37,500)
Water Efficiency (Climate change policy)			50 units @			10	£ per unit		(500)
	Sub-total								(380,749)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction)			8,428,298 @		5.0%				(421,415)

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Scheme Typology: **Scheme R** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	8,428,298 @		<b>6.5%</b>		(547,839)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	10,935,000 OMS @		<b>3.00%</b>	6,561 £ per unit	(328,050)
Residential Sales Agent Costs	10,935,000 OMS @		<b>1.00%</b>	2,187 £ per unit	(109,350)
Residential Sales Legal Costs	10,935,000 OMS @		<b>0.25%</b>	547 £ per unit	(27,338)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,095 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(128,444)
<b>Developers Profit -</b>					
Profit on OMS	10,935,000		<b>20.00%</b>		(2,187,000)
Margin on AH	1,552,050		<b>6.00%</b> on AH values		(93,123)
<b>Profit analysis:</b>				<b>18.26% blended GDV</b>	<b>(2,280,123)</b>
	<b>12,487,050</b>			<b>22.16% on costs</b>	<b>(2,280,123)</b>
	<b>10,288,750</b>				
<b>TOTAL COSTS</b>					<b>(12,568,873)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(81,823)
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>(81,823)</b>
<b>RLV analysis:</b>	<b>(1,636) £ per plot</b>	<b>(57,276) £ per ha (net)</b>	<b>(23,179) £ per acre (net)</b>		
		<b>(54,412) £ per ha (gross)</b>	<b>(22,020) £ per acre (gross)</b>		
			<b>-0.66% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.43 ha (net)		3.53 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.50 ha (gross)		3.72 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)		<b>253,000</b> £ per acre (net)	<b>893,090</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>		<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(682,439) £ per ha (net)</b>		<b>(276,179) £ per acre (net)</b>	<b>(974,913)</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme R** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	(276,179)							
	0.00	(92,176)	(123,138)	(154,101)	(185,063)	(217,035)	(249,787)	(285,284)
	10.00	(103,658)	(134,047)	(164,435)	(195,034)	(226,752)	(259,445)	(294,576)
	20.00	(115,141)	(144,955)	(174,769)	(205,132)	(236,469)	(269,401)	(303,868)
	30.00	(126,623)	(155,863)	(185,103)	(215,255)	(246,186)	(279,356)	(313,160)
	40.00	(138,105)	(166,771)	(195,669)	(225,580)	(256,172)	(289,312)	(322,452)
	50.00	(149,588)	(177,680)	(206,361)	(235,904)	(266,792)	(299,268)	(331,744)
	60.00	(161,070)	(188,588)	(217,119)	(246,228)	(277,411)	(309,224)	(341,036)
	70.00	(172,552)	(199,868)	(228,051)	(256,882)	(288,031)	(319,180)	(350,328)
	80.00	(184,035)	(211,155)	(238,982)	(268,165)	(298,650)	(329,135)	(359,620)
	90.00	(195,517)	(222,627)	(249,914)	(279,449)	(309,270)	(339,091)	(368,912)
	100.00	(207,632)	(234,166)	(261,574)	(290,732)	(319,889)	(349,047)	(378,205)
	110.00	(219,633)	(245,705)	(273,521)	(302,015)	(330,509)	(359,003)	(387,497)
	120.00	(231,779)	(257,638)	(285,468)	(313,298)	(341,128)	(368,959)	(396,789)
	130.00	(243,925)	(270,249)	(297,415)	(324,581)	(351,748)	(378,914)	(406,081)
	140.00	(256,357)	(282,859)	(309,362)	(335,865)	(362,367)	(388,870)	(415,373)
	150.00	(269,631)	(295,470)	(321,309)	(347,148)	(372,987)	(398,826)	(424,665)
	160.00	(282,905)	(308,081)	(333,256)	(358,431)	(383,606)	(408,782)	(433,957)
	170.00	(296,180)	(320,691)	(345,203)	(369,714)	(394,226)	(418,738)	(443,249)
	180.00	(309,454)	(333,302)	(357,150)	(380,998)	(404,845)	(428,693)	(452,541)
190.00	(322,729)	(345,913)	(369,097)	(392,281)	(415,465)	(438,649)	(461,833)	
200.00	(336,003)	(358,523)	(381,044)	(403,564)	(426,085)	(448,605)	(471,125)	
210.00	(349,277)	(371,134)	(392,991)	(414,847)	(436,704)	(458,561)	(480,417)	
220.00	(362,552)	(383,745)	(404,938)	(426,131)	(447,324)	(468,517)	(489,709)	
230.00	(375,826)	(396,355)	(416,885)	(437,414)	(457,943)	(478,472)	(499,002)	
240.00	(389,101)	(408,966)	(428,832)	(448,697)	(468,563)	(488,428)	(508,294)	
250.00	(402,375)	(421,577)	(440,779)	(459,980)	(479,182)	(498,384)	(517,586)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	(276,179)							
	1,000	(172,313)	(200,283)	(229,153)	(258,827)	(290,716)	(322,606)	(354,495)
	2,000	(184,887)	(213,294)	(242,454)	(273,364)	(305,254)	(337,143)	(369,032)
	3,000	(197,763)	(226,577)	(256,012)	(287,901)	(319,791)	(351,680)	(383,570)
	4,000	(210,774)	(239,878)	(270,549)	(302,438)	(334,328)	(366,217)	(398,107)
	5,000	(224,001)	(253,196)	(285,086)	(316,975)	(348,865)	(380,754)	(412,644)
	6,000	(237,302)	(267,733)	(299,623)	(331,512)	(363,402)	(395,291)	(427,181)
	7,000	(250,604)	(282,271)	(314,160)	(346,049)	(377,939)	(409,828)	(441,718)
	8,000	(264,918)	(296,808)	(328,697)	(360,587)	(392,476)	(424,365)	(456,255)
	9,000	(279,455)	(311,345)	(343,234)	(375,124)	(407,013)	(438,903)	(470,792)
	10,000	(293,992)	(325,882)	(357,771)	(389,661)	(421,550)	(453,440)	(485,329)
	11,000	(308,529)	(340,419)	(372,308)	(404,198)	(436,087)	(467,977)	(499,866)
	12,000	(323,066)	(354,956)	(386,845)	(418,735)	(450,624)	(482,514)	(514,403)
	13,000	(337,603)	(369,493)	(401,382)	(433,272)	(465,161)	(497,051)	(528,940)
	14,000	(352,141)	(384,030)	(415,919)	(447,809)	(479,698)	(511,588)	(543,477)
15,000	(366,678)	(398,567)	(430,457)	(462,346)	(494,235)	(526,125)	(558,014)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	(276,179)							
	15.0%	7,733	(28,225)	(64,183)	(100,141)	(136,099)	(172,057)	(208,682)
	16.0%	(25,761)	(60,044)	(94,328)	(128,611)	(162,894)	(197,469)	(233,362)
	17.0%	(59,255)	(91,864)	(124,472)	(157,081)	(189,722)	(223,670)	(258,643)
	18.0%	(92,750)	(123,683)	(154,617)	(185,551)	(217,521)	(250,243)	(285,748)
	19.0%	(126,244)	(155,503)	(184,762)	(214,915)	(245,865)	(279,028)	(312,853)
	20.0%	(159,738)	(187,323)	(215,851)	(245,030)	(276,179)	(308,069)	(339,958)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	(276,179)							
	100,000	(6,738)	(34,323)	(62,851)	(92,030)	(123,179)	(155,069)	(186,958)
	150,000	(56,738)	(84,323)	(112,851)	(142,030)	(173,179)	(205,069)	(236,958)
	200,000	(106,738)	(134,323)	(162,851)	(192,030)	(223,179)	(255,069)	(286,958)
	250,000	(156,738)	(184,323)	(212,851)	(242,030)	(273,179)	(305,069)	(336,958)
	300,000	(206,738)	(234,323)	(262,851)	(292,030)	(323,179)	(355,069)	(386,958)
	350,000	(256,738)	(284,323)	(312,851)	(342,030)	(373,179)	(405,069)	(436,958)
	400,000	(306,738)	(334,323)	(362,851)	(392,030)	(423,179)	(455,069)	(486,958)
	450,000	(356,738)	(384,323)	(412,851)	(442,030)	(473,179)	(505,069)	(536,958)
	500,000	(406,738)	(434,323)	(462,851)	(492,030)	(523,179)	(555,069)	(586,958)
	550,000	(456,738)	(484,323)	(512,851)	(542,030)	(573,179)	(605,069)	(636,958)
	600,000	(506,738)	(534,323)	(562,851)	(592,030)	(623,179)	(655,069)	(686,958)
	650,000	(556,738)	(584,323)	(612,851)	(642,030)	(673,179)	(705,069)	(736,958)
	700,000	(606,738)	(634,323)	(662,851)	(692,030)	(723,179)	(755,069)	(786,958)
	750,000	(656,738)	(684,323)	(712,851)	(742,030)	(773,179)	(805,069)	(836,958)
	800,000	(706,738)	(734,323)	(762,851)	(792,030)	(823,179)	(855,069)	(886,958)
850,000	(756,738)	(784,323)	(812,851)	(842,030)	(873,179)	(905,069)	(936,958)	

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Scheme Typology: **Scheme R** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(276,179)	0	(96,316)	(123,901)	(151,485)	(179,069)	(207,274)	(236,300)	(266,638)
Net Zero (£ per unit)	2,000	(124,504)	(152,088)	(179,672)	(207,898)	(236,938)	(267,335)	(299,225)	(331,812)
4,500	4,000	(152,691)	(180,276)	(208,522)	(237,576)	(268,033)	(299,922)	(331,812)	(364,398)
	6,000	(180,879)	(209,146)	(238,214)	(268,730)	(300,619)	(332,509)	(364,398)	(396,985)
	8,000	(209,770)	(238,852)	(269,427)	(301,317)	(333,206)	(365,096)	(396,985)	(429,572)
	10,000	(239,490)	(270,125)	(302,014)	(333,903)	(365,793)	(397,682)	(429,572)	(462,159)
	12,000	(270,822)	(302,711)	(334,601)	(366,490)	(398,380)	(430,269)	(462,159)	(494,745)
	14,000	(303,409)	(335,298)	(367,187)	(399,077)	(430,966)	(462,856)	(494,745)	(527,332)
	16,000	(335,995)	(367,885)	(399,774)	(431,664)	(463,553)	(495,443)	(527,332)	(560,919)
	18,000	(368,582)	(400,471)	(432,361)	(464,250)	(496,140)	(528,030)	(560,919)	(593,506)
	20,000	(401,169)	(433,058)	(464,948)	(496,837)	(528,727)	(560,619)	(593,506)	(626,092)
	22,000	(433,755)	(465,645)	(497,534)	(529,424)	(561,313)	(593,203)	(626,092)	(658,679)
	24,000	(466,342)	(498,232)	(530,121)	(562,111)	(593,000)	(625,790)	(658,679)	(691,266)
	26,000	(498,929)	(530,818)	(562,708)	(594,597)	(626,487)	(658,479)	(691,266)	(723,852)
	28,000	(531,516)	(563,405)	(595,295)	(627,184)	(659,074)	(690,266)	(723,852)	(756,439)
	30,000	(564,102)	(595,992)	(627,881)	(659,771)	(691,660)	(723,852)	(756,439)	

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(276,179)	0.0%	(152,980)	(180,227)	(208,122)	(236,809)	(266,804)	(298,303)	(329,802)
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	(156,359)	(183,606)	(211,618)	(240,384)	(270,711)	(302,209)	(333,708)	(365,207)
	5.0%	(159,738)	(186,985)	(215,137)	(243,958)	(274,617)	(306,116)	(337,615)	(369,114)
	6.0%	(163,117)	(190,419)	(218,711)	(247,532)	(278,523)	(310,022)	(341,521)	(373,019)
	10.0%	(166,496)	(193,915)	(222,285)	(251,107)	(282,430)	(313,928)	(345,427)	(376,916)
	12.5%	(169,875)	(197,411)	(225,859)	(254,837)	(286,336)	(317,835)	(349,334)	(380,815)
	15.0%	(173,254)	(200,908)	(229,434)	(258,743)	(290,242)	(321,741)	(353,240)	(384,714)
	17.5%	(176,633)	(204,404)	(233,008)	(262,650)	(294,149)	(325,647)	(357,146)	(388,613)
	20.0%	(180,012)	(207,900)	(236,582)	(266,556)	(298,055)	(329,554)	(361,053)	(392,512)
	22.5%	(183,391)	(211,396)	(240,157)	(270,462)	(301,961)	(333,461)	(364,959)	(396,411)
	25.0%	(186,770)	(214,891)	(243,731)	(274,369)	(305,868)	(337,368)	(368,866)	(400,310)
	27.5%	(190,149)	(218,387)	(247,305)	(278,275)	(309,774)	(341,273)	(372,772)	(404,209)
	30.0%	(193,528)	(221,882)	(250,880)	(282,181)	(313,680)	(345,179)	(376,678)	(408,108)
	32.5%	(196,907)	(225,378)	(254,474)	(286,088)	(317,587)	(349,085)	(380,584)	(412,007)
	35.0%	(200,286)	(228,873)	(258,069)	(289,994)	(321,493)	(352,992)	(384,491)	(415,906)
	37.5%	(203,665)	(232,369)	(261,665)	(293,900)	(325,399)	(356,898)	(388,397)	(419,805)

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(276,179)	70%	511,325	482,227	453,128	424,030	394,932	365,834	336,735
		75%	400,383	371,547	342,712	313,876	285,040	256,205	227,369
Build Cost (105% = 5% increase)		80%	289,069	260,483	231,897	203,311	174,725	146,139	117,553
		85%	177,296	148,933	120,538	92,143	63,748	35,353	6,958
		90%	64,973	36,848	8,723	(19,402)	(47,526)	(75,651)	(103,776)
		95%	(47,383)	(75,237)	(103,092)	(130,946)	(158,801)	(186,656)	(214,511)
		100%	(159,738)	(187,323)	(215,851)	(245,030)	(276,179)	(308,069)	(339,958)
		105%	(278,512)	(310,089)	(341,666)	(373,243)	(404,821)	(436,398)	(467,975)
		110%	(408,403)	(439,668)	(470,932)	(502,197)	(533,462)	(564,726)	(595,991)
		115%	(538,294)	(569,246)	(600,198)	(631,151)	(662,103)	(693,055)	(724,007)
		120%	(668,184)	(698,824)	(729,464)	(760,104)	(790,744)	(821,384)	(852,024)
		125%	(798,075)	(828,403)	(858,730)	(889,058)	(919,385)	(949,713)	(980,040)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(276,179)	80%	(745,965)	(747,987)	(750,009)	(752,032)	(754,054)	(756,076)	(758,099)
		82%	(686,230)	(691,239)	(696,248)	(701,257)	(706,267)	(711,276)	(716,285)
Market Values (105% = 5% increase)		84%	(626,496)	(634,492)	(642,488)	(650,483)	(658,479)	(666,475)	(674,471)
		86%	(566,762)	(577,744)	(588,727)	(599,709)	(610,692)	(621,674)	(632,656)
		88%	(507,027)	(520,997)	(534,966)	(548,935)	(562,904)	(576,873)	(590,842)
		90%	(447,293)	(464,249)	(481,205)	(498,161)	(515,117)	(532,073)	(549,028)
		92%	(387,559)	(407,501)	(427,444)	(447,387)	(467,329)	(487,272)	(507,214)
		94%	(327,825)	(350,754)	(373,683)	(396,612)	(419,542)	(442,471)	(465,400)
		96%	(268,090)	(294,006)	(319,922)	(345,838)	(371,754)	(397,670)	(423,586)
		98%	(212,194)	(238,597)	(266,161)	(295,064)	(323,967)	(352,870)	(381,772)
		100%	(159,738)	(187,323)	(215,851)	(245,030)	(276,179)	(308,069)	(339,958)
		102%	(108,068)	(138,236)	(168,404)	(198,572)	(230,484)	(263,268)	(298,144)
		104%	(56,398)	(89,149)	(121,901)	(154,652)	(187,403)	(221,403)	(256,300)
		106%	(4,728)	(40,062)	(75,397)	(110,732)	(146,067)	(181,402)	(217,787)
		108%	46,943	9,024	(28,894)	(66,813)	(104,731)	(142,649)	(180,568)
		110%	98,613	58,111	17,609	(22,893)	(63,395)	(103,897)	(144,399)
		112%	150,283	107,198	64,112	21,027	(22,059)	(65,144)	(108,230)
		114%	201,953	156,284	110,615	64,946	19,277	(26,392)	(72,061)
		116%	253,545	205,371	157,118	108,866	60,614	12,361	(35,891)
		118%	305,046	254,329	203,612	152,786	101,950	51,114	278
		120%	356,506	303,254	249,962	196,670	143,286	89,866	36,447

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme R** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(276,179)							
	5,000	(159,738)	(184,175)	(209,300)	(235,041)	(261,623)	(289,874)	(318,124)
	10,000	(159,738)	(181,027)	(202,786)	(225,052)	(247,572)	(271,679)	(296,290)
Grant (£ per unit)	15,000	(159,738)	(177,879)	(196,272)	(215,063)	(234,253)	(253,484)	(274,456)
	20,000	(159,738)	(174,732)	(189,758)	(205,272)	(220,934)	(236,794)	(252,654)
	25,000	(159,738)	(171,584)	(183,429)	(195,501)	(207,757)	(220,146)	(232,676)
	30,000	(159,738)	(168,436)	(177,134)	(185,832)	(194,730)	(203,729)	(212,729)
	35,000	(159,738)	(165,288)	(170,838)	(176,389)	(181,939)	(187,489)	(193,187)
	40,000	(159,738)	(162,141)	(164,543)	(166,945)	(169,348)	(171,750)	(174,152)
	45,000	(159,738)	(158,993)	(158,247)	(157,502)	(156,757)	(156,011)	(155,266)
	50,000	(159,738)	(155,845)	(151,952)	(148,059)	(144,166)	(140,273)	(136,379)
	55,000	(159,738)	(152,697)	(145,656)	(138,616)	(131,575)	(124,534)	(117,493)

**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



# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

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

ASSUMPTIONS - RESIDENTIAL USES										
Total number of units in scheme		80 Units								
AH Policy requirement (% Target)		20%								
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%								
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented				
		Social Rent:		35.0%						
		First Homes:		25.0%						
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)				
				100%		100.0%				
CIL Rate (£ psm)		58.84 £ 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	17.5%	11.2	20.0%	3.2	18%	14.4				
3 bed House	40.0%	25.6	30.0%	4.8	38%	30.4				
4 bed House	15.0%	9.6	10.0%	1.6	14%	11.2				
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0				
1 bed Flat	10.0%	6.4	20.0%	3.2	12%	9.6				
2 bed Flat	17.5%	11.2	20.0%	3.2	18%	14.4				
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0				
Total number of units		100.0%	64.0	100.0%	16.0	100%	80.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	(%)	Gross (GIA) per unit (sqm) (sqft)				
1 bed House	58.0	624			58.0	624				
2 bed House	79.0	850			79.0	850				
3 bed House	93.0	1,001			93.0	1,001				
4 bed House	115.0	1,238			115.0	1,238				
5 bed House	0.0	0			0.0	0				
1 bed Flat	50.0	538	85.0%		58.8	633				
2 bed Flat	70.0	753	85.0%		82.4	886				
3 bed Flat	80.0	861	85.0%		94.1	1,013				
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	(%)	Gross (GIA) per unit (sqm) (sqft)				
1 bed House	58.0	624			58.0	624				
2 bed House	79.0	850			79.0	850				
3 bed House	93.0	1,001			93.0	1,001				
4 bed House	115.0	1,238			115.0	1,238				
5 bed House	0.0	0			0.0	0				
1 bed Flat	50.0	538	85.0%		58.8	633				
2 bed Flat	70.0	753	85.0%		82.4	886				
3 bed Flat	80.0	861	85.0%		94.1	1,013				
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				
2 bed House	885	9,524		253	2,721	1,138 12,245				
3 bed House	2,381	25,627		446	4,805	2,827 30,432				
4 bed House	1,104	11,883		184	1,981	1,288 13,864				
5 bed House	0	0		0	0	0				
1 bed Flat	376	4,052		188	2,026	565 6,078				
2 bed Flat	922	9,928		264	2,837	1,186 12,765				
3 bed Flat	0	0		0	0	0				
AH % by floor area:		5,668	61,014	1,335	14,369	7,003 75,384				
		19.06% AH % by floor area (difference due to mix)								
Open Market Sales values (£) -		£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)					
1 bed House	147,000	2,534	235		0					
2 bed House	250,000	3,165	294		3,600,000					
3 bed House	305,000	3,280	305		9,272,000					
4 bed House	430,000	3,739	347		4,816,000					
5 bed House	0	0	0		0					
1 bed Flat	125,000	2,500	232		1,200,000					
2 bed Flat	175,000	2,500	232		2,520,000					
3 bed Flat	0	0	0		0					
		21,408,000								
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	102,900	70%	80,850	55%	102,900	70%	95,550	65%		
2 bed House	175,000	70%	137,500	55%	175,000	70%	162,500	65%		
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%		
4 bed House	301,000	70%	236,500	55%	250,000	70%	279,500	65%		
5 bed House	0	70%	0	55%	0	70%	0	65%		
1 bed Flat	87,500	70%	68,750	55%	87,500	70%	81,250	65%		
2 bed Flat	122,500	70%	96,250	55%	122,500	70%	113,750	65%		
3 bed Flat	0	70%	0	55%	0	70%	0	65%		
* capped @£250K										

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

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

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	147,000	-
2 bed House	11.2	@	250,000	2,800,000
3 bed House	25.6	@	305,000	7,808,000
4 bed House	9.6	@	430,000	4,128,000
5 bed House	0.0	@	0	-
1 bed Flat	6.4	@	125,000	800,000
2 bed Flat	11.2	@	175,000	1,960,000
3 bed Flat	0.0	@	0	-
	<b>64.0</b>			<b>17,496,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.8	@	175,000	140,000
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	301,000	120,400
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	87,500	70,000
2 bed Flat	0.8	@	122,500	98,000
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>684,600</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	80,850	-
2 bed House	1.1	@	137,500	154,000
3 bed House	1.7	@	167,750	281,820
4 bed House	0.6	@	236,500	132,440
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	68,750	77,000
2 bed Flat	1.1	@	96,250	107,800
3 bed Flat	0.0	@	0	-
	<b>5.6</b>			<b>753,060</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.8	@	175,000	140,000
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	250,000	100,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	87,500	70,000
2 bed Flat	0.8	@	122,500	98,000
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>664,200</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	95,550	-
2 bed House	0.5	@	162,500	78,000
3 bed House	0.7	@	198,250	142,740
4 bed House	0.2	@	279,500	67,080
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	81,250	39,000
2 bed Flat	0.5	@	113,750	54,600
3 bed Flat	0.0	@	0	-
	<b>2.4</b>	<b>16.0</b>		<b>381,420</b>
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>19,979,280</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,428,720</b>
		<b>204 £ psm (total GIA sqm)</b>	<b>17,859 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>16</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>19,979,280</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme S** No Units: **80**  
 Site Typology: Location / Value Zone: **Hednesford** 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 (Mrkt only + garages)						(343,867)
	<b>CIL analysis:</b>	5,844 sqm		58.84 £ psm		
		1.72% % of GDV		4,298 £ 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 @		0 per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum			7,003 sqm (total)	0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		2.29 ha @		50,000 £ per ha (if brownfield)		(114,286)
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 @		1,315 psm		-
2 bed House		1,138 sqm @		1,315 psm		(1,495,944)
3 bed House		2,827 sqm @		1,315 psm		(3,717,768)
4 bed House		1,288 sqm @		1,315 psm		(1,693,720)
5 bed House		- sqm @		1,315 psm		-
1 bed Flat		565 sqm @		1,493 psm		(843,106)
2 bed Flat		1,186 sqm @		1,493 psm		(1,770,522)
3 bed Flat		7,003 - sqm @		1,493 psm		-
Garages for 3B House (Mrkt only)	26	10% units @		18 sqm @ 640 psm		(29,491)
Garages for 4B House (Mrkt only)	10	75% units @		18 sqm @ 640 psm		(82,944)
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @ 640 psm		-
		176				
External works		9,633,495 @		15.0%		(1,445,024)
	<b>Ext. Works analysis:</b>			18,063 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		80 units @		268 £ per unit		(21,440)
M4(2) Category 2 Housing	tenure weighted t	80 units @	94.0% @	521 £ per unit		(39,179)
M4(3) (10%AH 5%OMS)	tenure weighted t	80 units @	6.0% @	10,111 £ per unit		(48,533)
Net Zero Cost (2025 FHS Part L)		80 units @		4,500 £ per unit		(360,000)
SAC		80 units @		291 £ per unit		(23,246)
EV Charging Points - Houses		56 units @		1,000 £ per unit		(56,000)
EV Charging Points - Flats		24 units @	4 flats per charger	10,000 £ per 4 units		(60,000)
Water Efficiency (Climate change policy)		80 units @		10 £ per unit		(800)
	Sub-total					(609,198)
	<b>Policy Costs analysis: (design costs only)</b>			7,615 £ per unit (total units)		
Contingency (on construction)		11,802,004 @		5.0%		(590,100)

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

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

<b>Professional Fees</b>	11,802,004 @	6.5%		(767,130)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	17,496,000 OMS @	3.00%	6,561 £ per unit	(524,880)
Residential Sales Agent Costs	17,496,000 OMS @	1.00%	2,187 £ per unit	(174,960)
Residential Sales Legal Costs	17,496,000 OMS @	0.25%	547 £ per unit	(43,740)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,170 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(103,158)
<b>Developers Profit -</b>				
Profit on OMS	17,496,000	20.00%		(3,499,200)
Margin on AH	2,483,280	6.00% on AH values		(148,997)
<b>Profit analysis:</b>	<b>19,979,280</b>	<b>18.26% blended GDV</b>	<b>(3,648,197)</b>	
	<b>14,446,838</b>	<b>25.25% on costs</b>	<b>(3,648,197)</b>	
<b>TOTAL COSTS</b>				<b>(18,095,035)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				1,884,245
SDLT	1,884,245 @	HMRC formula		(83,712)
Acquisition Agent fees	1,884,245 @	1.0%		(18,842)
Acquisition Legal fees	1,884,245 @	0.5%		(9,421)
Interest on Land	1,884,245 @	7.00%		(131,897)
Residual Land Value				<b>1,640,372</b>
<b>RLV analysis:</b>	<b>20,505 £ per plot</b>	<b>717,663 £ per ha (net)</b>	<b>290,434 £ per acre (net)</b>	
		<b>681,779 £ per ha (gross)</b>	<b>275,912 £ per acre (gross)</b>	
			<b>8.21% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.29 ha (net)		5.65 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	2.41 ha (gross)		5.95 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	231,000 £ per acre (net)	<b>1,304,688</b>
<b>BLV analysis:</b>	<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	146,862 £ per ha (net)	59,434 £ per acre (net)	335,684

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

Scheme Typology: **Scheme S** No Units: **80**  
 Site Typology: Location / Value Zone: **Hednesford** 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	59,434								
	0.00	241,535	209,433	177,308	145,165	113,022	80,879	48,735	
	10.00	230,180	198,637	167,063	135,489	103,914	72,340	40,766	
	CIL £ psm	20.00	218,824	187,822	156,817	125,812	94,807	63,802	32,797
		58.84	207,442	177,007	146,571	116,135	85,700	55,264	24,828
	40.00	196,058	166,192	136,325	106,459	76,592	46,726	16,859	
	50.00	184,674	155,377	126,080	96,782	67,485	38,188	8,890	
	60.00	173,290	144,562	115,834	87,106	58,378	29,650	922	
	70.00	161,906	133,747	105,588	77,429	49,270	21,111	(7,047)	
	80.00	150,521	122,932	95,342	67,753	40,163	12,573	(15,016)	
	90.00	139,137	112,117	85,096	58,076	31,056	4,035	(22,985)	
	100.00	127,753	101,302	74,851	48,399	21,948	(4,503)	(30,954)	
	110.00	116,369	90,487	64,605	38,723	12,841	(13,041)	(38,923)	
	120.00	104,985	79,672	54,359	29,046	3,733	(21,579)	(46,892)	
	130.00	93,600	68,857	44,113	19,370	(5,374)	(30,118)	(54,861)	
	140.00	82,216	58,042	33,867	9,693	(14,481)	(38,656)	(62,830)	
	150.00	70,832	47,227	23,622	16	(23,589)	(47,194)	(70,799)	
	160.00	59,448	36,412	13,376	(9,660)	(32,696)	(55,732)	(78,768)	
	170.00	48,063	25,597	3,130	(19,337)	(41,803)	(64,270)	(86,737)	
	180.00	36,679	14,782	(7,116)	(29,013)	(50,911)	(72,808)	(94,706)	
	190.00	25,295	3,967	(17,362)	(38,690)	(60,018)	(81,346)	(102,675)	
	200.00	13,911	(6,848)	(27,607)	(48,366)	(69,126)	(89,885)	(110,644)	
	210.00	2,527	(17,663)	(37,853)	(58,043)	(78,233)	(98,423)	(118,613)	
	220.00	(8,858)	(28,478)	(48,099)	(67,720)	(87,340)	(106,961)	(126,582)	
	230.00	(20,242)	(39,293)	(58,345)	(77,396)	(96,448)	(115,499)	(134,551)	
	240.00	(31,626)	(50,108)	(68,590)	(87,073)	(105,555)	(124,037)	(142,520)	
250.00	(43,010)	(60,923)	(78,836)	(96,749)	(114,662)	(132,575)	(150,488)		

**TABLE 2**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	59,434							
	1,000	162,143	133,349	104,555	75,761	46,967	18,173	(10,621)
	2,000	149,676	120,882	92,088	63,294	34,500	5,706	(23,088)
	3,000	137,209	108,415	79,621	50,827	22,033	(6,761)	(35,555)
	4,000	124,742	95,948	67,154	38,360	9,566	(19,228)	(48,022)
	5,000	112,275	83,481	54,687	25,893	(2,901)	(31,695)	(60,489)
	6,000	99,808	71,014	42,220	13,426	(15,368)	(44,163)	(72,957)
	7,000	87,341	58,547	29,753	959	(27,836)	(56,630)	(85,424)
	8,000	74,874	46,080	17,286	(11,509)	(40,303)	(69,097)	(97,891)
	9,000	62,407	33,613	4,818	(23,976)	(52,770)	(81,564)	(110,358)
	10,000	49,940	21,145	(7,649)	(36,443)	(65,237)	(94,031)	(122,825)
	11,000	37,472	8,678	(20,116)	(48,910)	(77,704)	(106,498)	(135,292)
	12,000	25,005	(3,789)	(32,583)	(61,377)	(90,171)	(118,965)	(147,759)
	13,000	12,538	(16,256)	(45,050)	(73,844)	(102,638)	(131,432)	(160,226)
	14,000	71	(28,723)	(57,517)	(86,311)	(115,105)	(143,899)	(172,693)
	15,000	(12,396)	(41,190)	(69,984)	(98,778)	(127,572)	(156,366)	(185,160)

**TABLE 3**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	59,434								
	15.0%	342,082	304,914	267,746	230,579	193,411	156,243	119,076	
	16.0%	308,587	273,094	237,602	202,109	166,616	131,123	95,630	
	Profit	17.0%	275,093	241,275	207,457	173,638	139,820	106,002	72,184
		20.0%	241,599	209,455	177,312	145,168	113,025	80,881	48,738
	19.0%	208,105	177,636	147,167	116,698	86,229	55,761	25,292	
20.0%	174,610	145,816	117,022	88,228	59,434	30,640	1,846		

**TABLE 4**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	59,434								
	100,000	305,610	276,816	248,022	219,228	190,434	161,640	132,846	
	150,000	255,610	226,816	198,022	169,228	140,434	111,640	82,846	
	200,000	205,610	176,816	148,022	119,228	90,434	61,640	32,846	
	BLV (£ per acre)	250,000	155,610	126,816	98,022	69,228	40,434	11,640	(17,154)
		300,000	105,610	76,816	48,022	19,228	(9,566)	(38,360)	(67,154)
	350,000	55,610	26,816	(1,978)	(30,772)	(59,566)	(88,360)	(117,154)	
	400,000	5,610	(23,184)	(51,978)	(80,772)	(109,566)	(138,360)	(167,154)	
	450,000	(44,390)	(73,184)	(101,978)	(130,772)	(159,566)	(188,360)	(217,154)	
	500,000	(94,390)	(123,184)	(151,978)	(180,772)	(209,566)	(238,360)	(267,154)	
	550,000	(144,390)	(173,184)	(201,978)	(230,772)	(259,566)	(288,360)	(317,154)	
	600,000	(194,390)	(223,184)	(251,978)	(280,772)	(309,566)	(338,360)	(367,154)	
	650,000	(244,390)	(273,184)	(301,978)	(330,772)	(359,566)	(388,360)	(417,154)	
	700,000	(294,390)	(323,184)	(351,978)	(380,772)	(409,566)	(438,360)	(467,154)	
	750,000	(344,390)	(373,184)	(401,978)	(430,772)	(459,566)	(488,360)	(517,154)	
	800,000	(394,390)	(423,184)	(451,978)	(480,772)	(509,566)	(538,360)	(567,154)	
	850,000	(444,390)	(473,184)	(501,978)	(530,772)	(559,566)	(588,360)	(617,154)	

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

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

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	59,434	0	237,362	208,600	179,836	151,042	122,248	93,454	64,659
Net Zero (£ per unit)	2,000	2,000	209,507	180,713	151,919	123,125	94,330	65,536	36,742
4,500	4,000	4,000	181,590	152,796	124,002	95,207	66,413	37,619	8,825
	6,000	6,000	153,673	124,878	96,084	67,290	38,496	9,702	(19,092)
	8,000	8,000	125,755	96,961	68,167	39,373	10,579	(18,215)	(47,009)
	10,000	10,000	97,838	69,044	40,250	11,456	(17,338)	(46,132)	(74,926)
	12,000	12,000	69,921	41,127	12,333	(16,461)	(45,255)	(74,049)	(102,843)
	14,000	14,000	42,004	13,210	(15,584)	(44,378)	(73,172)	(101,966)	(130,760)
	16,000	16,000	14,087	(14,707)	(43,501)	(72,295)	(101,089)	(129,883)	(158,678)
	18,000	18,000	(13,830)	(42,624)	(71,418)	(100,212)	(129,006)	(157,801)	(186,595)
	20,000	20,000	(41,747)	(70,541)	(99,335)	(128,130)	(156,924)	(185,718)	(215,525)
	22,000	22,000	(69,664)	(98,459)	(127,253)	(156,047)	(184,841)	(214,598)	(246,362)
	24,000	24,000	(97,582)	(126,376)	(155,170)	(183,964)	(213,670)	(245,348)	(278,636)
	26,000	26,000	(125,499)	(154,293)	(183,087)	(212,742)	(244,334)	(277,622)	(310,910)
	28,000	28,000	(153,416)	(182,210)	(211,815)	(243,320)	(276,608)	(309,896)	(343,184)
	30,000	30,000	(181,333)	(210,887)	(242,307)	(275,594)	(308,882)	(342,170)	(375,458)

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	59,434	0.0%	181,304	152,844	124,385	95,925	67,466	39,006	10,547
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	2.5%	177,957	149,498	121,038	92,579	64,119	35,660	7,200
6.0%	5.0%	5.0%	174,610	146,151	117,692	89,232	60,773	32,313	3,854
	7.5%	7.5%	171,264	142,804	114,345	85,886	57,426	28,967	507
	10.0%	10.0%	167,917	139,458	110,998	82,539	54,080	25,620	(2,839)
	12.5%	12.5%	164,571	136,111	107,652	79,192	50,733	22,274	(6,186)
	15.0%	15.0%	161,224	132,765	104,305	75,846	47,386	18,927	(9,532)
	17.5%	17.5%	157,878	129,418	100,959	72,499	44,040	15,580	(12,879)
	20.0%	20.0%	154,531	126,072	97,612	69,153	40,693	12,234	(16,226)
	22.5%	22.5%	151,184	122,725	94,266	65,806	37,347	8,887	(19,572)
	25.0%	25.0%	147,838	119,378	90,919	62,460	34,000	5,541	(22,919)
	27.5%	27.5%	144,491	116,032	87,572	59,113	30,654	2,194	(26,265)
	30.0%	30.0%	141,145	112,685	84,226	55,766	27,307	(1,152)	(29,612)
	32.5%	32.5%	137,798	109,339	80,879	52,420	23,960	(4,499)	(32,958)
	35.0%	35.0%	134,452	105,992	77,533	49,073	20,614	(7,845)	(36,305)
	37.5%	37.5%	131,105	102,646	74,186	45,727	17,267	(11,192)	(39,651)

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	59,434	70%	748,640	718,638	688,635	658,633	628,619	598,602	568,584
Build Cost	75%	75%	653,382	623,592	593,801	564,010	534,220	504,429	474,638
100%	80%	80%	557,995	528,422	498,849	469,276	439,703	410,130	380,557
(105% = 5% increase)	85%	85%	462,476	433,112	403,747	374,383	345,018	315,653	286,289
	90%	90%	366,774	337,609	308,443	279,278	250,113	220,948	191,782
	95%	95%	270,836	241,861	212,886	183,911	154,936	125,948	96,940
	100%	100%	174,610	145,816	117,022	88,228	59,434	30,640	1,846
	105%	105%	78,231	49,652	21,072	(7,508)	(36,088)	(64,668)	(93,248)
	110%	110%	(18,147)	(46,513)	(74,879)	(103,244)	(131,610)	(159,976)	(188,341)
	115%	115%	(114,526)	(142,678)	(170,829)	(199,263)	(228,875)	(261,223)	(293,768)
	120%	120%	(211,710)	(242,216)	(274,513)	(306,810)	(339,108)	(371,405)	(403,703)
	125%	125%	(321,339)	(353,389)	(385,438)	(417,488)	(449,538)	(481,588)	(513,638)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	59,434	80%	(358,232)	(361,820)	(365,408)	(368,996)	(372,584)	(376,172)	(379,761)
Market Values	82%	82%	(298,832)	(305,390)	(311,948)	(318,507)	(325,065)	(331,623)	(338,181)
100%	84%	84%	(239,433)	(248,961)	(258,489)	(268,017)	(277,545)	(287,073)	(296,601)
(105% = 5% increase)	86%	86%	(185,054)	(196,039)	(207,237)	(218,672)	(230,108)	(242,523)	(255,021)
	88%	88%	(133,674)	(147,054)	(160,433)	(173,813)	(187,193)	(200,910)	(214,934)
	90%	90%	(82,293)	(98,242)	(114,191)	(130,140)	(146,089)	(162,038)	(177,986)
	92%	92%	(30,912)	(49,430)	(67,948)	(86,466)	(104,984)	(123,502)	(142,020)
	94%	94%	20,468	(619)	(21,706)	(42,793)	(63,880)	(84,967)	(106,054)
	96%	96%	71,849	48,193	24,537	881	(22,775)	(46,431)	(70,087)
	98%	98%	123,230	97,005	70,780	44,555	18,330	(7,896)	(34,121)
	100%	100%	174,610	145,816	117,022	88,228	59,434	30,640	1,846
	102%	102%	225,982	194,628	163,265	131,902	100,539	69,176	37,812
	104%	104%	277,246	243,358	209,470	175,575	141,643	107,711	73,779
	106%	106%	328,499	292,059	255,608	219,157	182,705	146,247	109,745
	108%	108%	379,659	340,688	301,717	262,731	223,717	184,702	145,688
	110%	110%	430,818	389,289	347,760	306,231	264,702	223,150	181,573
	112%	112%	481,919	437,872	393,804	349,717	305,630	261,543	217,456
	114%	114%	532,986	486,385	439,785	393,185	346,557	299,912	253,267
	116%	116%	584,052	534,899	485,745	436,592	387,438	338,282	289,079
	118%	118%	635,082	583,412	531,705	479,998	428,292	376,585	324,878
	120%	120%	686,067	631,850	577,633	523,405	469,145	414,885	360,625

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1

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

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	59,434							
	5,000	174,610	148,938	123,265	97,592	71,919	46,246	20,574
	10,000	174,610	152,059	129,507	106,956	84,404	61,853	39,301
Grant (£ per unit)	15,000	174,610	155,180	135,750	116,320	96,889	77,459	58,029
	20,000	174,610	158,301	141,992	125,683	109,374	93,066	76,757
	25,000	174,610	161,423	148,235	135,047	121,860	108,672	95,484
	30,000	174,610	164,544	154,478	144,411	134,345	124,278	114,212
	35,000	174,610	167,665	160,720	153,775	146,830	139,879	132,912
	40,000	174,610	170,786	166,963	163,139	159,301	155,446	151,592
	45,000	174,610	173,908	173,205	172,495	171,754	171,014	170,273
	50,000	174,610	177,029	179,448	181,835	184,208	186,581	188,953
	55,000	174,610	180,150	185,690	191,176	196,662	202,148	207,591

**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

240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals P - S V0.1 - Summary Table

Appraisal Ref:	P	Q	R	S
Scheme Typology:	Scheme P	Scheme Q	Scheme R	Scheme S
No Units:	10	20	50	80
Location / Value Zone:	Hednesford	Hednesford	Hednesford	Hednesford
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	0	0	0	0
Total GDV (£)	2,497,410	4,994,820	12,487,050	19,979,280
<b>Policy Assumptions</b>				
AH Target % (& mix):	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298
<b>Profit KPI's</b>				
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.26%	18.26%	18.26%	18.26%
Developers Profit (% on costs)	22.08%	22.02%	22.16%	25.25%
Developers Profit Total (£)	456,025	912,049	2,280,123	3,648,197
<b>Land Value KPI's</b>				
RLV (£/acre (net))	(33,397)	(42,146)	(23,179)	290,434
RLV (£/ha (net))	(82,523)	(104,143)	(57,276)	717,663
RLV (% of GDV)	-0.94%	-1.19%	-0.66%	8.21%
RLV Total (£)	(23,578)	(59,510)	(81,823)	1,640,372
BLV (£/acre (net))	253,000	253,000	253,000	231,000
BLV (£/ha (net))	625,163	625,163	625,163	570,801
BLV Total (£)	178,618	357,236	893,090	1,304,688
Surplus/Deficit (£/acre) [RLV-BLV]	(286,397)	(295,146)	(276,179)	59,434
Surplus/Deficit (£/ha)	(707,686)	(729,306)	(682,439)	146,862
Surplus/Deficit Total (£)	(202,196)	(416,746)	(974,913)	335,684
<b>Plan Viability comments</b>	Not Viable	Not Viable	Not Viable	Viable

<b>Plan Viability comments</b>	Viable	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viable	if RLV < BLV, and RLV is negative



## 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivy for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240831	v0.1	Updated the appraisal
240903	v0.1	Issued the final version to client

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

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

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme	30 Units							
AH Policy requirement (% Target)	20%							
Open Market Sale (OMS) housing	Open Market Sale (OMS) 80%							
AH tenure split %	Affordable Rent:	25.0%				60.0% Rented		
	Social Rent:	35.0%						
	First Homes:	25.0%						
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%				8.0% % of total (>10% First Homes PPG 023)		
		100%				100.0%		
CIL Rate (£ psm)	58.84 £ 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	17.5%	4.2	20.0%	1.2	18%	5.4		
3 bed House	40.0%	9.6	30.0%	1.8	38%	11.4		
4 bed House	15.0%	3.6	10.0%	0.6	14%	4.2		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	10.0%	2.4	20.0%	1.2	12%	3.6		
2 bed Flat	17.5%	4.2	20.0%	1.2	18%	5.4		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	24.0	100.0%	6.0	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	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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>			
					(sqft)			
1 bed House	0	0	0	0	0			
2 bed House	332	3,571	95	1,020	4,592			
3 bed House	893	9,610	167	1,802	11,412			
4 bed House	414	4,456	69	743	5,199			
5 bed House	0	0	0	0	0			
1 bed Flat	141	1,520	71	760	2,279			
2 bed Flat	346	3,723	99	1,064	4,787			
3 bed Flat	0	0	0	0	0			
	2,126	22,880	501	5,389	2,626			
AH % by floor area:	19.06% 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	147,500	2,543	236	0				
2 bed House	250,000	3,165	294	1,350,000				
3 bed House	305,000	3,280	305	3,477,000				
4 bed House	430,000	3,739	347	1,806,000				
5 bed House	0	0	0	0				
1 bed Flat	125,000	2,500	232	450,000				
2 bed Flat	175,000	2,500	232	945,000				
3 bed Flat	0	0	0	0				
				8,028,000				
<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	103,250	70%	81,125	55%	103,250	70%	95,875	65%
2 bed House	175,000	70%	137,500	55%	175,000	70%	162,500	65%
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%
4 bed House	301,000	70%	236,500	55%	250,000	70%	279,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	87,500	70%	68,750	55%	87,500	70%	81,250	65%
2 bed Flat	122,500	70%	96,250	55%	122,500	70%	113,750	65%
3 bed Flat	0	70%	0	55%	0	70%	0	65%

\* capped @£250K

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

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

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	147,500	-
2 bed House	4.2	@	250,000	1,050,000
3 bed House	9.6	@	305,000	2,928,000
4 bed House	3.6	@	430,000	1,548,000
5 bed House	0.0	@	0	-
1 bed Flat	2.4	@	125,000	300,000
2 bed Flat	4.2	@	175,000	735,000
3 bed Flat	0.0	@	0	-
	24.0			6,561,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	103,250	-
2 bed House	0.3	@	175,000	52,500
3 bed House	0.5	@	213,500	96,075
4 bed House	0.2	@	301,000	45,150
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	87,500	26,250
2 bed Flat	0.3	@	122,500	36,750
3 bed Flat	0.0	@	0	-
	1.5			256,725
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	81,125	-
2 bed House	0.4	@	137,500	57,750
3 bed House	0.6	@	167,750	105,683
4 bed House	0.2	@	236,500	49,665
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	68,750	28,875
2 bed Flat	0.4	@	96,250	40,425
3 bed Flat	0.0	@	0	-
	2.1			282,398
<b>First Homes GDV -</b>				
1 bed House	0.0	@	103,250	-
2 bed House	0.3	@	175,000	52,500
3 bed House	0.5	@	213,500	96,075
4 bed House	0.2	@	250,000	37,500
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	87,500	26,250
2 bed Flat	0.3	@	122,500	36,750
3 bed Flat	0.0	@	0	-
	1.5			249,075
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	95,875	-
2 bed House	0.2	@	162,500	29,250
3 bed House	0.3	@	198,250	53,528
4 bed House	0.1	@	279,500	25,155
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	81,250	14,625
2 bed Flat	0.2	@	113,750	20,475
3 bed Flat	0.0	@	0	-
	0.9	6.0		143,033
<b>Sub-total GDV Residential</b>				
	<b>30</b>			<b>7,492,230</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>535,770</b>
		<b>204 £ psm (total GIA sqm)</b>	<b>17,859 £ per unit (total units)</b>	
<b>Grant</b>				
	6	AH units @	0	per unit
<b>Total GDV</b>				
				<b>7,492,230</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Scheme Typology: **Scheme T** No Units: **30**  
 Site Typology: Location / Value Zone: **Hednesford** 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 (Mrkt only + garages) (128,950)									
CIL analysis: 2,192 sqm 58.84 £ psm 1.72% % of GDV 4,298 £ 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 @		0				-
	Sub-total								-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			2,626 sqm (total)		0				-
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.86 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				-
	Sub-total								-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,531				-
2 bed House			427 sqm @		1,531				(653,125)
3 bed House			1,060 sqm @		1,531				(1,623,166)
4 bed House			483 sqm @		1,531				(739,473)
5 bed House			- sqm @		1,531				-
1 bed Flat			212 sqm @		1,681				(355,976)
2 bed Flat			445 sqm @		1,681				(747,551)
3 bed Flat		2,626	- sqm @		1,681				-
Garages for 3B House (Mrkt only)	10		10% units @		18 sqm @		640		(11,059)
Garages for 4B House (Mrkt only)	4		75% units @		18 sqm @		640		(31,104)
Garages for 5B House (Mrkt only)	-		120% units @		18 sqm @		640		-
		66							
External works 4,161,454 @ 15.0% (624,218)									
Ext. Works analysis: 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 30 units @ 1,003 £ per unit (30,090)									
M4(2) Category 2 Housing	tenure weighted t		30 units @	94.0%	@		521		(14,692)
M4(3) (10%AH 5%OMS)	tenure weighted t		30 units @	6.0%	@		10,111		(18,200)
Net Zero Cost (2025 FHS Part L)			30 units @				4,500		(135,000)
SAC			30 units @				291		(8,717)
EV Charging Points - Houses			21 units @				1,000		(21,000)
EV Charging Points - Flats			9 units @		4 flats per charger		10,000		(22,500)
Water Efficiency (Climate change policy)			30 units @				10		(300)
	Sub-total								(250,499)
Policy Costs analysis: (design costs only) 8,350 £ per unit (total units)									
Contingency (on construction)			5,036,172 @				5.0%		(251,809)

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Scheme Typology: **Scheme T** No Units: **30**  
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 Notes:

<b>Professional Fees</b>	5,036,172 @	6.5%		(327,351)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	6,561,000 OMS @	3.00%	6,561 £ per unit	(196,830)
Residential Sales Agent Costs	6,561,000 OMS @	1.00%	2,187 £ per unit	(65,610)
Residential Sales Legal Costs	6,561,000 OMS @	0.25%	547 £ per unit	(16,403)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,961 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(104,389)
<b>Developers Profit -</b>				
Profit on OMS	6,561,000	20.00%		(1,312,200)
Margin on AH	931,230	6.00% on AH values		(55,874)
<b>Profit analysis:</b>	<b>7,492,230</b>	<b>18.26% blended GDV</b>	<b>(1,368,074)</b>	
	<b>6,171,373</b>	<b>22.17% on costs</b>	<b>(1,368,074)</b>	
<b>TOTAL COSTS</b>				<b>(7,539,447)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(47,217)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(47,217)</b>
<b>RLV analysis:</b>	<b>(1,574) £ per plot</b>	<b>(55,086) £ per ha (net)</b>	<b>(22,293) £ per acre (net)</b>	
		<b>(52,332) £ per ha (gross)</b>	<b>(21,179) £ per acre (gross)</b>	
			<b>-0.63% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	0.86 ha (net)		2.12 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	0.90 ha (gross)		2.23 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	8,306 £ per plot	290,706 £ per ha (net)	117,647 £ per acre (net)	<b>249,176</b>
<b>BLV analysis:</b>		<b>276,170 £ per ha (gross)</b>	<b>111,765 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(345,792) £ per ha (net)</b>	<b>(139,940) £ per acre (net)</b>	<b>(296,393)</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Scheme Typology: **Scheme T** No Units: **30**  
 Site Typology: Location / Value Zone: **Hednesford** 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	(139,940)	46,002	15,207	(15,761)	(47,624)	(80,082)	(112,657)	(147,794)
	10.00	34,361	4,148	(26,601)	(57,974)	(89,933)	(122,286)	(157,214)
	20.00	22,720	(6,910)	(37,441)	(68,440)	(99,784)	(132,380)	(166,635)
	30.00	11,079	(18,225)	(48,281)	(78,907)	(109,635)	(142,473)	(176,055)
	40.00	(562)	(29,668)	(59,262)	(89,374)	(119,657)	(152,566)	(185,475)
	50.00	(12,258)	(41,110)	(70,344)	(99,841)	(130,423)	(162,659)	(194,896)
	60.00	(24,303)	(52,552)	(81,427)	(110,307)	(141,189)	(172,753)	(204,316)
	70.00	(36,348)	(64,244)	(92,509)	(121,064)	(151,955)	(182,846)	(213,737)
	80.00	(48,392)	(75,942)	(103,591)	(132,504)	(162,721)	(192,939)	(223,157)
	90.00	(60,607)	(87,640)	(114,674)	(143,943)	(173,487)	(203,032)	(232,577)
	100.00	(72,920)	(99,338)	(126,510)	(155,382)	(184,254)	(213,126)	(241,998)
	110.00	(85,234)	(111,036)	(138,621)	(166,821)	(195,020)	(223,219)	(251,418)
	120.00	(97,548)	(123,207)	(150,733)	(178,260)	(205,786)	(233,312)	(260,838)
	130.00	(109,862)	(135,992)	(162,845)	(189,699)	(216,552)	(243,405)	(270,259)
	140.00	(122,596)	(148,777)	(174,957)	(201,138)	(227,318)	(253,499)	(279,679)
	150.00	(136,054)	(161,562)	(187,069)	(212,577)	(238,084)	(263,592)	(289,100)
	160.00	(149,512)	(174,346)	(199,181)	(224,016)	(248,851)	(273,685)	(298,520)
	170.00	(162,969)	(187,131)	(211,293)	(235,455)	(259,617)	(283,779)	(307,940)
	180.00	(176,427)	(199,916)	(223,405)	(246,894)	(270,383)	(293,872)	(317,361)
	190.00	(189,885)	(212,701)	(235,517)	(258,333)	(281,149)	(303,965)	(326,781)
200.00	(203,342)	(225,486)	(247,629)	(269,772)	(291,915)	(314,058)	(336,202)	
210.00	(216,800)	(238,270)	(259,741)	(281,211)	(302,681)	(324,152)	(345,622)	
220.00	(230,258)	(251,055)	(271,853)	(292,650)	(313,447)	(334,245)	(355,042)	
230.00	(243,715)	(263,840)	(283,964)	(304,089)	(324,214)	(344,338)	(364,463)	
240.00	(257,173)	(276,625)	(296,076)	(315,528)	(334,980)	(354,431)	(373,883)	
250.00	(270,631)	(289,410)	(308,188)	(326,967)	(345,746)	(364,525)	(383,303)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000	(36,096)	(64,674)	(93,626)	(123,036)	(154,678)	(186,320)	(217,961)
	2,000	(49,287)	(78,159)	(107,111)	(137,774)	(169,416)	(201,057)	(232,699)
	3,000	(62,692)	(91,644)	(120,870)	(152,512)	(184,154)	(215,795)	(247,437)
	4,000	(76,177)	(105,129)	(135,608)	(167,250)	(198,891)	(230,533)	(262,175)
	5,000	(89,662)	(118,704)	(150,346)	(181,988)	(213,629)	(245,271)	(276,912)
	6,000	(103,147)	(133,442)	(165,084)	(196,725)	(228,367)	(260,009)	(291,650)
	7,000	(116,632)	(148,180)	(179,821)	(211,463)	(243,105)	(274,746)	(306,388)
	8,000	(131,276)	(162,918)	(194,559)	(226,201)	(257,843)	(289,484)	(321,126)
	9,000	(146,014)	(177,655)	(209,297)	(240,939)	(272,580)	(304,222)	(335,864)
	10,000	(160,752)	(192,393)	(224,035)	(255,676)	(287,318)	(318,960)	(350,601)
	11,000	(175,489)	(207,131)	(238,773)	(270,414)	(302,056)	(333,698)	(365,339)
	12,000	(190,227)	(221,869)	(253,510)	(285,152)	(316,794)	(348,435)	(380,077)
	13,000	(204,965)	(236,607)	(268,248)	(299,890)	(331,531)	(363,173)	(394,815)
	14,000	(219,703)	(251,344)	(282,986)	(314,628)	(346,269)	(377,911)	(409,553)
	15,000	(234,441)	(266,082)	(297,724)	(329,365)	(361,007)	(392,649)	(424,290)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	144,978	109,235	73,491	37,747	2,004	(34,543)	(71,943)
	16.0%	111,484	77,415	43,346	9,277	(25,284)	(60,706)	(96,745)
	17.0%	77,990	45,596	13,201	(19,491)	(53,012)	(87,279)	(121,908)
	18.0%	44,495	13,776	(17,164)	(48,949)	(81,357)	(113,852)	(149,013)
	19.0%	11,001	(18,302)	(48,354)	(78,977)	(109,701)	(142,541)	(176,118)
	20.0%	(22,906)	(51,225)	(80,141)	(109,093)	(139,940)	(171,582)	(203,223)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 117,647	100,000	(5,259)	(33,578)	(62,494)	(91,446)	(122,293)	(153,935)	(185,576)
	150,000	(55,259)	(83,578)	(112,494)	(141,446)	(172,293)	(203,935)	(235,576)
	200,000	(105,259)	(133,578)	(162,494)	(191,446)	(222,293)	(253,935)	(285,576)
	250,000	(155,259)	(183,578)	(212,494)	(241,446)	(272,293)	(303,935)	(335,576)
	300,000	(205,259)	(233,578)	(262,494)	(291,446)	(322,293)	(353,935)	(385,576)
	350,000	(255,259)	(283,578)	(312,494)	(341,446)	(372,293)	(403,935)	(435,576)
	400,000	(305,259)	(333,578)	(362,494)	(391,446)	(422,293)	(453,935)	(485,576)
	450,000	(355,259)	(383,578)	(412,494)	(441,446)	(472,293)	(503,935)	(535,576)
	500,000	(405,259)	(433,578)	(462,494)	(491,446)	(522,293)	(553,935)	(585,576)
	550,000	(455,259)	(483,578)	(512,494)	(541,446)	(572,293)	(603,935)	(635,576)
	600,000	(505,259)	(533,578)	(562,494)	(591,446)	(622,293)	(653,935)	(685,576)
	650,000	(555,259)	(583,578)	(612,494)	(641,446)	(672,293)	(703,935)	(735,576)
	700,000	(605,259)	(633,578)	(662,494)	(691,446)	(722,293)	(753,935)	(785,576)
	750,000	(655,259)	(683,578)	(712,494)	(741,446)	(772,293)	(803,935)	(835,576)
	800,000	(705,259)	(733,578)	(762,494)	(791,446)	(822,293)	(853,935)	(885,576)
	850,000	(755,259)	(783,578)	(812,494)	(841,446)	(872,293)	(903,935)	(935,576)

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

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

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(139,940)	0	41,837	14,467	(12,983)	(41,302)	(69,996)	(98,948)	(128,853)
Net Zero	2,000	13,246	(14,247)	(42,566)	(71,288)	(100,240)	(130,265)	(161,906)	(194,960)
(£ per unit)	4,000	(15,510)	(43,829)	(72,580)	(101,532)	(131,677)	(163,318)	(194,960)	
4,500	6,000	(45,093)	(73,872)	(102,824)	(133,089)	(164,730)	(196,372)	(228,014)	
	8,000	(75,164)	(104,116)	(134,501)	(166,142)	(197,784)	(229,426)	(261,067)	
	10,000	(105,408)	(135,913)	(167,554)	(199,196)	(230,837)	(262,479)	(294,121)	
	12,000	(137,324)	(168,966)	(200,608)	(232,249)	(263,891)	(295,533)	(327,174)	
	14,000	(170,378)	(202,020)	(233,661)	(265,303)	(296,945)	(328,586)	(360,228)	
	16,000	(203,432)	(235,073)	(266,715)	(298,356)	(329,998)	(361,640)	(393,281)	
	18,000	(236,485)	(268,127)	(299,768)	(331,410)	(363,052)	(394,693)	(426,335)	
	20,000	(269,539)	(301,180)	(332,822)	(364,464)	(396,105)	(427,747)	(459,388)	
	22,000	(302,592)	(334,234)	(365,876)	(397,517)	(429,159)	(460,800)	(492,442)	
	24,000	(335,646)	(367,287)	(398,929)	(430,571)	(462,212)	(493,854)	(525,496)	
	26,000	(368,699)	(400,341)	(431,983)	(463,624)	(495,266)	(526,908)	(558,549)	
	28,000	(401,753)	(433,395)	(465,036)	(496,678)	(528,319)	(559,961)	(591,603)	
	30,000	(434,806)	(466,448)	(498,090)	(529,731)	(561,373)	(593,015)	(624,656)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(139,940)	0.0%	(15,813)	(43,778)	(72,165)	(100,755)	(130,431)	(161,676)	(192,921)
M4(3) Category 3 Housing	2.5%	(19,360)	(47,324)	(75,790)	(104,380)	(134,393)	(165,638)	(196,884)	
(% of OMS & AH units)	5.0%	(22,906)	(50,871)	(79,416)	(108,006)	(138,355)	(169,601)	(200,846)	
6.0%	7.5%	(26,452)	(54,452)	(83,041)	(111,631)	(142,318)	(173,563)	(204,808)	
	10.0%	(29,998)	(58,077)	(86,667)	(115,257)	(146,280)	(177,525)	(208,771)	
	12.5%	(33,545)	(61,703)	(90,292)	(118,997)	(150,242)	(181,488)	(212,733)	
	15.0%	(37,091)	(65,328)	(93,918)	(122,959)	(154,204)	(185,450)	(216,695)	
	17.5%	(40,637)	(68,954)	(97,543)	(126,921)	(158,167)	(189,412)	(220,658)	
	20.0%	(44,183)	(72,579)	(101,169)	(130,884)	(162,129)	(193,374)	(224,620)	
	22.5%	(47,730)	(76,205)	(104,794)	(134,846)	(166,091)	(197,337)	(228,582)	
	25.0%	(51,276)	(79,830)	(108,420)	(138,808)	(170,054)	(201,299)	(232,544)	
	27.5%	(54,866)	(83,456)	(112,045)	(142,771)	(174,016)	(205,261)	(236,507)	
	30.0%	(58,492)	(87,081)	(115,671)	(146,733)	(177,978)	(209,224)	(240,469)	
	32.5%	(62,117)	(90,707)	(119,450)	(150,695)	(181,940)	(213,186)	(244,431)	
	35.0%	(65,743)	(94,332)	(123,412)	(154,657)	(185,903)	(217,148)	(248,394)	
	37.5%	(69,368)	(97,958)	(127,374)	(158,620)	(189,865)	(221,110)	(252,356)	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(139,940)	70%	656,099	627,239	598,379	569,519	540,659	511,799	482,937
		75%	544,386	515,790	487,193	458,597	430,000	401,404	372,807
Build Cost		80%	432,125	403,773	375,421	347,069	318,717	290,366	262,014
100%		85%	319,185	291,059	262,934	234,808	206,633	178,441	150,248
(105% = 5% increase)		90%	205,437	177,519	149,601	121,682	93,764	65,846	37,928
		95%	91,472	63,828	36,184	8,540	(19,400)	(48,003)	(77,136)
		100%	(22,906)	(51,225)	(80,141)	(109,093)	(139,940)	(171,582)	(203,223)
		105%	(145,125)	(176,450)	(207,775)	(239,099)	(270,424)	(301,749)	(333,074)
		110%	(276,877)	(307,884)	(338,892)	(369,900)	(400,908)	(431,916)	(462,924)
		115%	(408,628)	(439,319)	(470,010)	(500,701)	(531,392)	(562,083)	(592,774)
		120%	(540,379)	(570,754)	(601,128)	(631,502)	(661,876)	(692,250)	(722,625)
		125%	(672,131)	(702,188)	(732,245)	(762,303)	(792,360)	(822,417)	(852,475)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(139,940)	80%	(615,715)	(617,239)	(618,764)	(620,289)	(621,813)	(623,338)	(624,862)
		82%	(555,481)	(560,017)	(564,553)	(569,090)	(573,626)	(578,162)	(582,698)
Market Values		84%	(495,247)	(502,795)	(510,343)	(517,891)	(525,439)	(532,987)	(540,534)
100%		86%	(435,012)	(445,572)	(456,132)	(466,692)	(477,251)	(487,811)	(498,371)
(105% = 5% increase)		88%	(374,778)	(388,350)	(401,921)	(415,493)	(429,064)	(442,635)	(456,207)
		90%	(314,544)	(331,127)	(347,710)	(364,294)	(380,877)	(397,460)	(414,043)
		92%	(254,310)	(273,905)	(293,500)	(313,095)	(332,689)	(352,284)	(371,879)
		94%	(194,076)	(216,683)	(239,289)	(261,896)	(284,502)	(307,109)	(329,715)
		96%	(133,842)	(159,460)	(185,078)	(210,697)	(236,315)	(261,933)	(287,551)
		98%	(77,351)	(103,547)	(130,868)	(159,498)	(188,127)	(216,757)	(245,387)
		100%	(22,906)	(51,225)	(80,141)	(109,093)	(139,940)	(171,582)	(203,223)
		102%	29,609	(366)	(31,026)	(62,246)	(93,466)	(124,686)	(155,906)
		104%	81,712	49,132	16,551	(16,217)	(49,928)	(84,326)	(118,896)
		106%	133,814	98,629	63,444	28,258	(6,927)	(43,206)	(80,210)
		108%	185,917	148,126	110,336	72,545	34,755	(3,036)	(41,875)
		110%	238,020	197,624	157,228	116,833	76,437	36,041	(4,354)
		112%	290,122	247,121	204,121	161,120	118,119	75,118	32,117
		114%	342,189	296,619	251,013	205,407	159,801	114,195	68,589
		116%	394,043	345,993	297,905	249,694	201,483	153,272	105,061
		118%	445,889	395,255	344,612	293,970	243,165	192,349	141,533
		120%	497,519	444,436	391,281	338,046	284,810	231,426	178,004

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

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

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(139,940)							
	5,000	(22,906)	(47,927)	(73,398)	(98,979)	(125,201)	(153,158)	(181,115)
	10,000	(22,906)	(44,630)	(66,655)	(88,864)	(111,073)	(134,735)	(159,007)
Grant (£ per unit)	15,000	(22,906)	(41,332)	(59,912)	(78,749)	(97,587)	(116,425)	(136,898)
	20,000	(22,906)	(38,034)	(53,169)	(68,635)	(84,101)	(99,567)	(115,033)
	25,000	(22,906)	(34,736)	(46,566)	(58,520)	(70,615)	(82,709)	(94,804)
	30,000	(22,906)	(31,438)	(39,971)	(48,503)	(57,129)	(65,852)	(74,575)
	35,000	(22,906)	(28,140)	(33,375)	(38,609)	(43,844)	(49,078)	(54,346)
	40,000	(22,906)	(24,843)	(26,779)	(28,716)	(30,653)	(32,589)	(34,526)
	45,000	(22,906)	(21,545)	(20,184)	(18,822)	(17,461)	(16,100)	(14,739)
	50,000	(22,906)	(18,247)	(13,588)	(8,985)	(4,482)	21	4,524
	55,000	(22,906)	(14,949)	(7,113)	577	8,267	15,958	23,648

**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



# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Appraisal Ref: **U** (see Typologies Matrix)  
 Scheme Typology: **Scheme U**  
 Site Typology: **Location / Value Zone: Hednesford Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **40**

ASSUMPTIONS - RESIDENTIAL USES										
Total number of units in scheme		40 Units								
AH Policy requirement (% Target)		20%								
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%								
AH tenure split %		Affordable Rent: 25.0%			60.0% % Rented					
		Social Rent: 35.0%								
		First Homes: 25.0%								
		Other Intermediate (LCHO/Sub-Market etc.): 15.0%			8.0% % of total (>10% First Homes PPG 023)					
		100%			100.0%					
CIL Rate (£ psm)		58.84 £ 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	17.5%	5.6	20.0%	1.6	18%	7.2				
3 bed House	40.0%	12.8	30.0%	2.4	38%	15.2				
4 bed House	15.0%	4.8	10.0%	0.8	14%	5.6				
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0				
1 bed Flat	10.0%	3.2	20.0%	1.6	12%	4.8				
2 bed Flat	17.5%	5.6	20.0%	1.6	18%	7.2				
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0				
Total number of units		100.0%	32.0	100.0%	8.0	100%	40.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit					
		(sqm)	(sqft)	%	(sqm)	(sqft)				
1 bed House	58.0	624			58.0	624				
2 bed House	79.0	850			79.0	850				
3 bed House	93.0	1,001			93.0	1,001				
4 bed House	115.0	1,238			115.0	1,238				
5 bed House	0.0	0			0.0	0				
1 bed Flat	50.0	538	85.0%		58.8	633				
2 bed Flat	70.0	753	85.0%		82.4	886				
3 bed Flat	80.0	861	85.0%		94.1	1,013				
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit					
		(sqm)	(sqft)	%	(sqm)	(sqft)				
1 bed House	58.0	624			58.0	624				
2 bed House	79.0	850			79.0	850				
3 bed House	93.0	1,001			93.0	1,001				
4 bed House	115.0	1,238			115.0	1,238				
5 bed House	0.0	0			0.0	0				
1 bed Flat	50.0	538	85.0%		58.8	633				
2 bed Flat	70.0	753	85.0%		82.4	886				
3 bed Flat	80.0	861	85.0%		94.1	1,013				
Total Gross Floor areas -		OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units)				
		(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)			
1 bed House	0	0		0	0	0	0			
2 bed House	442	4,762		126	1,361	569	6,123			
3 bed House	1,190	12,813		223	2,403	1,414	15,216			
4 bed House	552	5,942		92	990	644	6,932			
5 bed House	0	0		0	0	0	0			
1 bed Flat	188	2,026		94	1,013	282	3,039			
2 bed Flat	461	4,964		132	1,418	593	6,382			
3 bed Flat	0	0		0	0	0	0			
		2,834	30,507	667	7,185	3,502	37,692			
AH % by floor area:		19.06% AH % by floor area (difference due to mix)								
Open Market Sales values (£) -		£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)					
1 bed House	147,000	2,534	235		0					
2 bed House	250,000	3,165	294		1,800,000					
3 bed House	305,000	3,280	305		4,636,000					
4 bed House	430,000	3,739	347		2,408,000					
5 bed House	0	0	0		0					
1 bed Flat	125,000	2,500	232		600,000					
2 bed Flat	175,000	2,500	232		1,260,000					
3 bed Flat	0	0	0		0					
					10,704,000					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	102,900	70%	80,850	55%	102,900	70%	95,550	65%		
2 bed House	175,000	70%	137,500	55%	175,000	70%	162,500	65%		
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%		
4 bed House	301,000	70%	236,500	55%	250,000	70%	279,500	65%		
5 bed House	0	70%	0	55%	0	70%	0	65%		
1 bed Flat	87,500	70%	68,750	55%	87,500	70%	81,250	65%		
2 bed Flat	122,500	70%	96,250	55%	122,500	70%	113,750	65%		
3 bed Flat	0	70%	0	55%	0	70%	0	65%		
* capped @£250K										

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Scheme Typology: **Scheme U** No Units: **40**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	147,000	-
2 bed House	5.6	@	250,000	1,400,000
3 bed House	12.8	@	305,000	3,904,000
4 bed House	4.8	@	430,000	2,064,000
5 bed House	0.0	@	0	-
1 bed Flat	3.2	@	125,000	400,000
2 bed Flat	5.6	@	175,000	980,000
3 bed Flat	0.0	@	0	-
	<b>32.0</b>			<b>8,748,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.4	@	175,000	70,000
3 bed House	0.6	@	213,500	128,100
4 bed House	0.2	@	301,000	60,200
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	87,500	35,000
2 bed Flat	0.4	@	122,500	49,000
3 bed Flat	0.0	@	0	-
	<b>2.0</b>			<b>342,300</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	80,850	-
2 bed House	0.6	@	137,500	77,000
3 bed House	0.8	@	167,750	140,910
4 bed House	0.3	@	236,500	66,220
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	68,750	38,500
2 bed Flat	0.6	@	96,250	53,900
3 bed Flat	0.0	@	0	-
	<b>2.8</b>			<b>376,530</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.4	@	175,000	70,000
3 bed House	0.6	@	213,500	128,100
4 bed House	0.2	@	250,000	50,000
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	87,500	35,000
2 bed Flat	0.4	@	122,500	49,000
3 bed Flat	0.0	@	0	-
	<b>2.0</b>			<b>332,100</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	95,550	-
2 bed House	0.2	@	162,500	39,000
3 bed House	0.4	@	198,250	71,370
4 bed House	0.1	@	279,500	33,540
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	81,250	19,500
2 bed Flat	0.2	@	113,750	27,300
3 bed Flat	0.0	@	0	-
	<b>1.2</b>	<b>8.0</b>		<b>190,710</b>
<b>Sub-total GDV Residential</b>				
	<b>40</b>			<b>9,989,640</b>
<b>AH on-site cost analysis:</b>				
			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>714,360</b>
		<b>204 £ psm (total GIA sqm)</b>	<b>17,859 £ 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>9,989,640</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Scheme Typology: **Scheme U** No Units: **40**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential)									(18,480)
Planning Application Professional Fees, Surveys and reports									(60,000)
CIL (Mrkt only + garages)									(171,934)
		<b>CIL analysis:</b>		2,922 sqm		58.84 £ psm			
				1.72% % of GDV		4,298 £ 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			40 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>		3,502 sqm (total)	0.00% % of GDV	0 £ psm			
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation									-
				1.14 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			40 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 @		1,531 psm			-
2 bed House									
				569 sqm @		1,531 psm			(870,833)
3 bed House									
				1,414 sqm @		1,531 psm			(2,164,222)
4 bed House									
				644 sqm @		1,531 psm			(985,964)
5 bed House									
				- sqm @		1,531 psm			-
1 bed Flat									
				282 sqm @		1,681 psm			(474,635)
2 bed Flat									
				593 sqm @		1,681 psm			(996,734)
3 bed Flat									
		3,502		- sqm @		1,681 psm			-
Garages for 3B House (Mrkt only)									(14,746)
	13		10%	units @		18 sqm @	640 psm		
Garages for 4B House (Mrkt only)									(41,472)
	5		75%	units @		18 sqm @	640 psm		
Garages for 5B House (Mrkt only)									-
	-		120%	units @		18 sqm @	640 psm		
				88					
External works									(832,291)
		<b>Ext. Works analysis:</b>		5,548,605 @		15.0%			
						20,807 £ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs									
				40 units @		1,003 £ per unit			(40,120)
M4(2) Category 2 Housing									
	tenure weighted t			40 units @	94.0% @	521 £ per unit			(19,590)
M4(3) (10%AH 5%OMS)									
	tenure weighted t			40 units @	6.0% @	10,111 £ per unit			(24,266)
Net Zero Cost (2025 FHS Part L)									
				40 units @		4,500 £ per unit			(180,000)
SAC									
				40 units @		291 £ per unit			(11,623)
EV Charging Points - Houses									
				28 units @		1,000 £ per unit			(28,000)
EV Charging Points - Flats									
				12 units @	4 flats per charger	10,000 £ per 4 units			(30,000)
Water Efficiency (Climate change policy)									
				40 units @		10 £ per unit			(400)
	Sub-total								(333,999)
		<b>Policy Costs analysis: (design costs only)</b>				8,350 £ per unit (total units)			
Contingency (on construction)									(335,745)
				6,714,895 @		5.0%			

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Scheme Typology: **Scheme U** No Units: **40**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	6,714,895 @		<b>6.5%</b>		(436,468)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	8,748,000 OMS @		<b>3.00%</b>	6,561 £ per unit	(262,440)
Residential Sales Agent Costs	8,748,000 OMS @		<b>1.00%</b>	2,187 £ per unit	(87,480)
Residential Sales Legal Costs	8,748,000 OMS @		<b>0.25%</b>	547 £ per unit	(21,870)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,045 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(107,705)
<b>Developers Profit -</b>					
Profit on OMS	8,748,000		<b>20.00%</b>		(1,749,600)
Margin on AH	1,241,640		<b>6.00%</b> on AH values		(74,498)
<b>Profit analysis:</b>	<b>9,989,640</b>		<b>18.26% blended GDV</b>	<b>(1,824,098)</b>	
	<b>8,207,017</b>		<b>22.23% on costs</b>	<b>(1,824,098)</b>	
<b>TOTAL COSTS</b>					<b>(10,031,115)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(41,475)
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>(41,475)</b>
<b>RLV analysis:</b>	<b>(1,037) £ per plot</b>	<b>(36,291) £ per ha (net)</b>	<b>(14,687) £ per acre (net)</b>		
		<b>(34,476) £ per ha (gross)</b>	<b>(13,952) £ per acre (gross)</b>		
			<b>-0.42% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.14 ha (net)		2.82 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.20 ha (gross)		2.97 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	8,306 £ per plot	290,706 £ per ha (net)	<b>117,647</b> £ per acre (net)		<b>332,235</b>
<b>BLV analysis:</b>		<b>276,170 £ per ha (gross)</b>	<b>111,765 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(326,996) £ per ha (net)</b>	<b>(132,334) £ per acre (net)</b>		<b>(373,710)</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Scheme Typology: **Scheme U** No Units: **40**  
 Site Typology: Location / Value Zone: **Hednesford** 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	(132,334)							
	0.00	51,277	20,351	(10,576)	(41,646)	(73,748)	(106,463)	(141,177)
	10.00	39,762	9,411	(20,940)	(51,774)	(83,493)	(115,598)	(150,495)
	20.00	28,247	(1,528)	(31,303)	(61,901)	(93,237)	(125,392)	(159,814)
	30.00	16,732	(12,467)	(41,816)	(72,095)	(102,982)	(135,376)	(169,132)
	40.00	5,217	(23,407)	(52,539)	(82,448)	(112,727)	(145,360)	(178,451)
	50.00	(6,298)	(34,346)	(63,262)	(92,802)	(122,919)	(155,344)	(187,770)
	60.00	(17,813)	(45,560)	(74,096)	(103,156)	(133,569)	(165,329)	(197,088)
	70.00	(29,328)	(56,879)	(85,058)	(113,509)	(144,219)	(175,313)	(206,407)
	80.00	(40,964)	(68,198)	(96,021)	(124,440)	(154,869)	(185,297)	(215,725)
	90.00	(52,879)	(79,751)	(106,983)	(135,756)	(165,518)	(195,281)	(225,044)
	100.00	(64,793)	(91,322)	(117,974)	(147,071)	(176,168)	(205,265)	(234,362)
	110.00	(76,879)	(102,894)	(129,955)	(158,386)	(186,818)	(215,249)	(243,681)
	120.00	(89,060)	(114,465)	(141,936)	(169,702)	(197,468)	(225,234)	(252,999)
	130.00	(101,240)	(126,817)	(153,917)	(181,017)	(208,117)	(235,218)	(262,318)
	140.00	(113,421)	(139,463)	(165,898)	(192,333)	(218,767)	(245,202)	(271,637)
	150.00	(126,341)	(152,110)	(177,879)	(203,648)	(229,417)	(255,186)	(280,955)
	160.00	(139,653)	(164,756)	(189,860)	(214,963)	(240,067)	(265,170)	(290,274)
	170.00	(152,965)	(177,403)	(201,841)	(226,279)	(250,717)	(275,154)	(299,592)
	180.00	(166,277)	(190,050)	(213,822)	(237,594)	(261,366)	(285,139)	(308,911)
190.00	(179,590)	(202,696)	(225,803)	(248,909)	(272,016)	(295,123)	(318,229)	
200.00	(192,902)	(215,343)	(237,784)	(260,225)	(282,666)	(305,107)	(327,548)	
210.00	(206,214)	(227,989)	(249,765)	(271,540)	(293,316)	(315,091)	(336,866)	
220.00	(219,526)	(240,636)	(261,746)	(282,856)	(303,965)	(325,075)	(346,185)	
230.00	(232,838)	(253,283)	(273,727)	(294,171)	(314,615)	(335,059)	(355,504)	
240.00	(246,151)	(265,929)	(285,708)	(305,486)	(325,265)	(345,044)	(364,822)	
250.00	(259,463)	(278,576)	(297,689)	(316,802)	(335,915)	(355,028)	(374,141)	

**TABLE 2**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	(132,334)							
	1,000	(29,088)	(57,295)	(86,163)	(115,294)	(146,912)	(178,749)	(210,586)
	2,000	(41,849)	(70,372)	(99,503)	(129,654)	(161,491)	(193,327)	(225,164)
	3,000	(54,897)	(83,711)	(112,842)	(144,232)	(176,069)	(207,906)	(239,743)
	4,000	(67,945)	(97,051)	(126,974)	(158,811)	(190,648)	(222,484)	(254,321)
	5,000	(81,259)	(110,390)	(141,553)	(173,389)	(205,226)	(237,063)	(268,900)
	6,000	(94,599)	(124,294)	(156,131)	(187,968)	(219,805)	(251,641)	(283,478)
	7,000	(107,938)	(138,873)	(170,709)	(202,546)	(234,383)	(266,220)	(298,057)
	8,000	(121,614)	(153,451)	(185,288)	(217,125)	(248,962)	(280,798)	(312,635)
	9,000	(136,193)	(168,030)	(199,866)	(231,703)	(263,540)	(295,377)	(327,214)
	10,000	(150,771)	(182,608)	(214,445)	(246,282)	(278,119)	(309,955)	(341,792)
	11,000	(165,350)	(197,187)	(229,023)	(260,860)	(292,697)	(324,534)	(356,371)
	12,000	(179,928)	(211,765)	(243,602)	(275,439)	(307,276)	(339,112)	(370,949)
	13,000	(194,507)	(226,344)	(258,180)	(290,017)	(321,854)	(353,691)	(385,528)
	14,000	(209,085)	(240,922)	(272,759)	(304,596)	(336,432)	(368,269)	(400,106)
	15,000	(223,664)	(255,501)	(287,337)	(319,174)	(351,011)	(382,848)	(414,685)

**TABLE 3**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	(132,334)							
	15.0%	150,994	115,081	79,169	43,257	7,344	(28,568)	(65,421)
	16.0%	117,499	83,262	49,024	14,786	(19,451)	(54,255)	(90,142)
	17.0%	84,005	51,442	18,879	(13,684)	(46,555)	(80,498)	(114,943)
	18.0%	50,511	19,623	(11,266)	(42,320)	(74,397)	(107,070)	(141,797)
	19.0%	17,017	(12,197)	(41,551)	(71,839)	(102,741)	(135,129)	(168,902)
20.0%	(16,478)	(44,247)	(72,824)	(101,955)	(132,334)	(164,170)	(196,007)	

**TABLE 4**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 117,647	(132,334)							
	100,000	1,169	(26,600)	(55,177)	(84,308)	(114,687)	(146,523)	(178,360)
	150,000	(48,831)	(76,600)	(105,177)	(134,308)	(164,687)	(196,523)	(228,360)
	200,000	(98,831)	(126,600)	(155,177)	(184,308)	(214,687)	(246,523)	(278,360)
	250,000	(148,831)	(176,600)	(205,177)	(234,308)	(264,687)	(296,523)	(328,360)
	300,000	(198,831)	(226,600)	(255,177)	(284,308)	(314,687)	(346,523)	(378,360)
	350,000	(248,831)	(276,600)	(305,177)	(334,308)	(364,687)	(396,523)	(428,360)
	400,000	(298,831)	(326,600)	(355,177)	(384,308)	(414,687)	(446,523)	(478,360)
	450,000	(348,831)	(376,600)	(405,177)	(434,308)	(464,687)	(496,523)	(528,360)
	500,000	(398,831)	(426,600)	(455,177)	(484,308)	(514,687)	(546,523)	(578,360)
	550,000	(448,831)	(476,600)	(505,177)	(534,308)	(564,687)	(596,523)	(628,360)
	600,000	(498,831)	(526,600)	(555,177)	(584,308)	(614,687)	(646,523)	(678,360)
	650,000	(548,831)	(576,600)	(605,177)	(634,308)	(664,687)	(696,523)	(728,360)
	700,000	(598,831)	(626,600)	(655,177)	(684,308)	(714,687)	(746,523)	(778,360)
	750,000	(648,831)	(676,600)	(705,177)	(734,308)	(764,687)	(796,523)	(828,360)
	800,000	(698,831)	(726,600)	(755,177)	(784,308)	(814,687)	(846,523)	(878,360)
850,000	(748,831)	(776,600)	(805,177)	(834,308)	(864,687)	(896,523)	(928,360)	

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Scheme Typology: **Scheme U** No Units: **40**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(132,334)	0	47,139	19,600	(7,939)	(35,477)	(63,906)	(92,922)	(122,462)
Net Zero	2,000	18,865	(8,674)	(36,213)	(64,667)	(93,700)	(123,312)	(155,149)	(187,835)
(£ per unit)	4,000	(9,409)	(36,948)	(65,428)	(94,477)	(124,162)	(155,999)	(187,835)	(220,522)
4,500	6,000	(37,695)	(66,188)	(95,255)	(125,012)	(156,849)	(188,685)	(220,522)	(253,209)
	8,000	(66,949)	(96,033)	(125,862)	(157,699)	(189,535)	(221,372)	(253,209)	(285,896)
	10,000	(96,811)	(126,712)	(158,549)	(190,385)	(222,222)	(254,059)	(285,896)	(318,583)
	12,000	(127,562)	(159,399)	(191,235)	(223,072)	(254,909)	(286,746)	(318,583)	(351,269)
	14,000	(160,249)	(192,085)	(223,922)	(255,759)	(287,596)	(319,433)	(351,269)	(383,956)
	16,000	(192,935)	(224,772)	(256,609)	(288,446)	(320,283)	(352,119)	(383,956)	(416,643)
	18,000	(225,622)	(257,459)	(289,296)	(321,133)	(352,969)	(384,806)	(416,643)	(449,330)
	20,000	(258,309)	(290,146)	(321,982)	(353,819)	(385,656)	(417,493)	(449,330)	(482,016)
	22,000	(290,996)	(322,832)	(354,669)	(386,566)	(418,343)	(450,180)	(482,016)	(514,703)
	24,000	(323,682)	(355,519)	(387,356)	(419,193)	(451,030)	(482,866)	(514,703)	(547,390)
	26,000	(356,369)	(388,206)	(420,043)	(451,880)	(483,716)	(515,553)	(547,390)	(580,077)
	28,000	(389,056)	(420,893)	(452,730)	(484,566)	(516,403)	(548,240)	(580,077)	(612,763)
	30,000	(421,743)	(453,580)	(485,416)	(517,253)	(549,090)	(580,927)	(612,763)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(132,334)	0.0%	(9,699)	(36,899)	(65,026)	(93,708)	(122,930)	(154,375)	(185,820)
M4(3) Category 3 Housing	2.5%	(13,088)	(40,390)	(68,533)	(97,294)	(126,848)	(158,293)	(189,738)	(221,183)
(% of OMS & AH units)	5.0%	(16,478)	(43,897)	(72,107)	(100,879)	(130,766)	(162,211)	(193,656)	(225,101)
6.0%	7.5%	(19,867)	(47,404)	(75,692)	(104,464)	(134,685)	(166,130)	(197,575)	(229,020)
	10.0%	(23,256)	(50,911)	(79,277)	(108,050)	(138,603)	(170,048)	(201,493)	(232,938)
	12.5%	(26,646)	(54,417)	(82,863)	(111,635)	(142,521)	(173,966)	(205,411)	(237,883)
	15.0%	(30,035)	(57,924)	(86,448)	(115,220)	(146,440)	(177,885)	(209,329)	(242,828)
	17.5%	(33,424)	(61,431)	(90,033)	(118,913)	(150,358)	(181,803)	(213,248)	(247,783)
	20.0%	(36,814)	(64,938)	(93,618)	(122,831)	(154,276)	(185,721)	(217,166)	(252,738)
	22.5%	(40,302)	(68,445)	(97,204)	(126,750)	(158,195)	(189,640)	(221,084)	(257,693)
	25.0%	(43,809)	(72,017)	(100,789)	(130,668)	(162,113)	(193,558)	(225,003)	(262,648)
	27.5%	(47,316)	(75,602)	(104,374)	(134,586)	(166,031)	(197,476)	(228,921)	(267,603)
	30.0%	(50,823)	(79,187)	(107,960)	(138,505)	(169,950)	(201,394)	(232,839)	(272,558)
	32.5%	(54,329)	(82,773)	(111,545)	(142,423)	(173,868)	(205,313)	(236,758)	(277,513)
	35.0%	(57,836)	(86,358)	(115,130)	(146,341)	(177,786)	(209,231)	(240,676)	(282,468)
	37.5%	(61,343)	(89,943)	(118,715)	(150,260)	(181,705)	(213,149)	(244,594)	(287,423)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(132,334)	70%	655,981	626,933	597,886	568,838	539,791	510,744	481,696
		75%	544,930	516,145	487,361	458,576	429,791	401,007	372,222
Build Cost	80%	433,468	404,932	376,396	347,860	319,324	290,788	262,252	233,716
100%	85%	321,499	293,197	264,896	236,568	208,216	179,864	151,512	123,160
(105% = 5% increase)	90%	208,923	180,842	152,761	124,680	96,600	68,519	40,438	12,357
	95%	96,223	68,413	40,603	12,793	(15,017)	(43,016)	(71,852)	(100,688)
	100%	(16,478)	(44,247)	(72,824)	(101,955)	(132,334)	(164,170)	(196,007)	(227,844)
	105%	(135,276)	(166,799)	(198,323)	(229,846)	(261,370)	(292,893)	(324,417)	(355,941)
	110%	(265,565)	(296,775)	(327,986)	(359,196)	(390,406)	(421,616)	(452,826)	(484,036)
	115%	(395,855)	(426,751)	(457,648)	(488,545)	(519,442)	(550,338)	(581,235)	(612,132)
	120%	(526,144)	(556,728)	(587,311)	(617,894)	(648,478)	(679,061)	(709,645)	(740,228)
	125%	(656,434)	(686,704)	(716,974)	(747,244)	(777,514)	(807,784)	(838,054)	(868,324)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(132,334)	80%	(603,401)	(605,317)	(607,233)	(609,149)	(611,065)	(612,981)	(614,897)
		82%	(543,559)	(548,467)	(553,376)	(558,284)	(563,192)	(568,100)	(573,008)
Market Values	84%	(483,718)	(491,618)	(499,518)	(507,418)	(515,319)	(523,219)	(531,119)	(539,019)
100%	86%	(423,876)	(434,769)	(445,661)	(456,553)	(467,446)	(478,338)	(489,230)	(499,122)
(105% = 5% increase)	88%	(364,035)	(377,919)	(391,804)	(405,688)	(419,572)	(433,457)	(447,341)	(461,225)
	90%	(304,194)	(321,070)	(337,946)	(354,823)	(371,699)	(388,576)	(405,452)	(422,328)
	92%	(244,352)	(264,221)	(284,089)	(303,958)	(323,826)	(343,695)	(363,563)	(383,431)
	94%	(184,511)	(207,371)	(230,232)	(253,092)	(275,953)	(298,814)	(321,674)	(344,534)
	96%	(124,669)	(150,522)	(176,375)	(202,227)	(228,080)	(253,933)	(279,785)	(305,638)
	98%	(69,318)	(95,710)	(122,102)	(148,494)	(174,886)	(201,278)	(227,670)	(254,062)
	100%	(16,478)	(44,247)	(72,824)	(101,955)	(132,334)	(164,170)	(196,007)	(227,844)
	102%	35,285	5,158	(24,969)	(55,711)	(87,281)	(119,289)	(151,297)	(183,305)
	104%	87,048	54,333	21,618	(11,097)	(44,036)	(78,084)	(112,132)	(146,180)
	106%	138,811	103,508	68,204	32,901	(2,402)	(37,717)	(71,765)	(105,813)
	108%	190,574	152,682	114,791	76,900	39,008	1,117	(36,775)	(70,823)
	110%	242,337	201,857	161,378	120,898	80,419	39,939	(5,411)	(39,879)
	112%	294,099	251,032	207,964	164,896	121,829	78,761	35,693	(1,111)
	114%	345,862	300,206	254,551	208,895	163,239	117,583	71,927	(13,923)
	116%	397,450	349,328	301,137	252,893	204,649	156,405	108,161	(16,735)
	118%	449,026	398,325	347,624	296,892	246,060	195,227	144,395	(19,547)
	120%	500,467	447,302	394,042	340,762	287,470	234,050	180,629	(22,359)

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Scheme Typology: **Scheme U** No Units: **40**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Greenfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(132,334)							
	5,000	(16,478)	(40,982)	(66,210)	(91,939)	(117,738)	(145,926)	(174,114)
	10,000	(16,478)	(37,716)	(59,679)	(81,923)	(104,376)	(127,682)	(152,221)
Grant (£ per unit)	15,000	(16,478)	(34,548)	(53,147)	(71,907)	(91,021)	(110,136)	(130,329)
	20,000	(16,478)	(31,391)	(46,616)	(62,047)	(77,667)	(93,443)	(109,219)
	25,000	(16,478)	(28,235)	(40,084)	(52,250)	(64,415)	(76,749)	(89,187)
	30,000	(16,478)	(25,079)	(33,681)	(42,453)	(51,353)	(60,253)	(69,155)
	35,000	(16,478)	(21,923)	(27,368)	(32,813)	(38,290)	(43,924)	(49,558)
	40,000	(16,478)	(18,767)	(21,056)	(23,345)	(25,634)	(27,923)	(30,212)
	45,000	(16,478)	(15,610)	(14,743)	(13,876)	(13,009)	(12,142)	(11,274)
	50,000	(16,478)	(12,454)	(8,431)	(4,407)	(384)	3,639	7,663
	55,000	(16,478)	(9,298)	(2,118)	5,061	12,241	19,421	26,600

**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

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

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

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		80 Units							
AH Policy requirement (% Target)		20%							
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%							
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		58.84 £ 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	17.5%	11.2	20.0%	3.2	18%	14.4			
3 bed House	40.0%	25.6	30.0%	4.8	38%	30.4			
4 bed House	15.0%	9.6	10.0%	1.6	14%	11.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	6.4	20.0%	3.2	12%	9.6			
2 bed Flat	17.5%	11.2	20.0%	3.2	18%	14.4			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	64.0	100.0%	16.0	100%	80.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>Total Gross Floor areas -</b>									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)				
1 bed House	0	0	0	0	0				
2 bed House	885	9,524	253	2,721	1,138				
3 bed House	2,381	25,627	446	4,805	2,827				
4 bed House	1,104	11,883	184	1,981	1,288				
5 bed House	0	0	0	0	0				
1 bed Flat	376	4,052	188	2,026	565				
2 bed Flat	922	9,928	264	2,837	1,186				
3 bed Flat	0	0	0	0	0				
	5,668	61,014	1,335	14,369	7,003				
AH % by floor area:		19.06% 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	147,000	2,534	235	0					
2 bed House	250,000	3,165	294	3,600,000					
3 bed House	305,000	3,280	305	9,272,000					
4 bed House	430,000	3,739	347	4,816,000					
5 bed House	0	0	0	0					
1 bed Flat	125,000	2,500	232	1,200,000					
2 bed Flat	175,000	2,500	232	2,520,000					
3 bed Flat	0	0	0	0					
				21,408,000					
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	102,900	70%	80,850	55%	102,900	70%	95,550	65%	
2 bed House	175,000	70%	137,500	55%	175,000	70%	162,500	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	301,000	70%	236,500	55%	250,000	70%	279,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	87,500	70%	68,750	55%	87,500	70%	81,250	65%	
2 bed Flat	122,500	70%	96,250	55%	122,500	70%	113,750	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									



# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

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

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	147,000	-
2 bed House	11.2	@	250,000	2,800,000
3 bed House	25.6	@	305,000	7,808,000
4 bed House	9.6	@	430,000	4,128,000
5 bed House	0.0	@	0	-
1 bed Flat	6.4	@	125,000	800,000
2 bed Flat	11.2	@	175,000	1,960,000
3 bed Flat	0.0	@	0	-
	<b>64.0</b>			<b>17,496,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.8	@	175,000	140,000
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	301,000	120,400
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	87,500	70,000
2 bed Flat	0.8	@	122,500	98,000
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>684,600</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	80,850	-
2 bed House	1.1	@	137,500	154,000
3 bed House	1.7	@	167,750	281,820
4 bed House	0.6	@	236,500	132,440
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	68,750	77,000
2 bed Flat	1.1	@	96,250	107,800
3 bed Flat	0.0	@	0	-
	<b>5.6</b>			<b>753,060</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.8	@	175,000	140,000
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	250,000	100,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	87,500	70,000
2 bed Flat	0.8	@	122,500	98,000
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>664,200</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	95,550	-
2 bed House	0.5	@	162,500	78,000
3 bed House	0.7	@	198,250	142,740
4 bed House	0.2	@	279,500	67,080
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	81,250	39,000
2 bed Flat	0.5	@	113,750	54,600
3 bed Flat	0.0	@	0	-
	<b>2.4</b>	<b>16.0</b>		<b>381,420</b>
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>19,979,280</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,428,720</b>
		<b>204 £ psm (total GIA sqm)</b>	<b>17,859 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>16</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>19,979,280</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Scheme Typology: **Scheme V** No Units: **80**  
 Site Typology: Location / Value Zone: **Hednesford** 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 (Mrkt only + garages) (343,867)									
CIL analysis: 5,844 sqm 1.72% % of GDV 58.84 £ psm 4,298 £ 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 @				0 per unit	-
	Sub-total								-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 7,003 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.29 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								-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,315 psm									
2 bed House 1,138 sqm @ 1,315 psm (1,495,944)									
3 bed House 2,827 sqm @ 1,315 psm (3,717,768)									
4 bed House 1,288 sqm @ 1,315 psm (1,693,720)									
5 bed House - sqm @ 1,315 psm									
1 bed Flat 565 sqm @ 1,493 psm (843,106)									
2 bed Flat 1,186 sqm @ 1,493 psm (1,770,522)									
3 bed Flat 7,003 - sqm @ 1,493 psm									
Garages for 3B House (Mrkt only) 26 10% units @ 18 sqm @ 640 psm (29,491)									
Garages for 4B House (Mrkt only) 10 75% units @ 18 sqm @ 640 psm (82,944)									
Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 640 psm									
External works 176 9,633,495 @ 15.0% (1,445,024)									
Ext. Works analysis: 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 80 units @ 1,003 £ per unit (80,240)									
M4(2) Category 2 Housing tenure weighted t 80 units @ 94.0% @ 521 £ per unit (39,179)									
M4(3) (10%AH 5%OMS) tenure weighted t 80 units @ 6.0% @ 10,111 £ per unit (48,533)									
Net Zero Cost (2025 FHS Part L) 80 units @ 4,500 £ per unit (360,000)									
SAC 80 units @ 291 £ per unit (23,246)									
EV Charging Points - Houses 56 units @ 1,000 £ per unit (56,000)									
EV Charging Points - Flats 24 units @ 4 flats per charger 10,000 £ per 4 units (60,000)									
Water Efficiency (Climate change policy) 80 units @ 10 £ per unit (800)									
Sub-total (667,998)									
Policy Costs analysis: (design costs only) 8,350 £ per unit (total units)									
Contingency (on construction) 11,746,518 @ 5.0% (587,326)									

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

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

<b>Professional Fees</b>	11,746,518 @	6.5%		(763,524)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	17,496,000 OMS @	3.00%	6,561 £ per unit	(524,880)
Residential Sales Agent Costs	17,496,000 OMS @	1.00%	2,187 £ per unit	(174,960)
Residential Sales Legal Costs	17,496,000 OMS @	0.25%	547 £ per unit	(43,740)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,170 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(47,276)
<b>Developers Profit -</b>				
Profit on OMS	17,496,000	20.00%		(3,499,200)
Margin on AH	2,483,280	6.00% on AH values		(148,997)
<b>Profit analysis:</b>	<b>19,979,280</b>	<b>18.26% blended GDV</b>	<b>(3,648,197)</b>	
	<b>14,329,089</b>	<b>25.46% on costs</b>	<b>(3,648,197)</b>	
<b>TOTAL COSTS</b>				<b>(17,977,286)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				2,001,994
SDLT	2,001,994 @	HMRC formula		(89,600)
Acquisition Agent fees	2,001,994 @	1.0%		(20,020)
Acquisition Legal fees	2,001,994 @	0.5%		(10,010)
Interest on Land	2,001,994 @	7.00%		(140,140)
Residual Land Value				<b>1,742,225</b>
<b>RLV analysis:</b>	<b>21,778 £ per plot</b>	<b>762,223 £ per ha (net)</b>	<b>308,468 £ per acre (net)</b>	
		<b>724,112 £ per ha (gross)</b>	<b>293,044 £ per acre (gross)</b>	
			<b>8.72% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.29 ha (net)		5.65 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	2.41 ha (gross)		5.95 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	133,529 £ per acre (net)	754,172
<b>BLV analysis:</b>	<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	432,273 £ per ha (net)	174,939 £ per acre (net)	988,053

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

Scheme Typology: **Scheme V** No Units: **80**  
 Site Typology: Location / Value Zone: **Hednesford** 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	174,939								
	0.00	356,751	324,524	292,296	260,068	227,840	195,612	163,385	
	10.00	345,513	313,847	282,181	250,515	218,849	187,184	155,518	
	CIL £ psm 58.84	20.00	334,275	303,171	272,067	240,963	209,859	178,755	147,651
		30.00	323,036	292,494	261,952	231,410	200,868	170,326	139,784
		40.00	311,798	281,817	251,837	221,857	191,877	161,897	131,917
		50.00	300,559	271,141	241,723	212,305	182,886	153,468	124,050
		60.00	289,321	260,464	231,608	202,752	173,896	145,039	116,183
		70.00	278,082	249,788	221,493	193,199	164,905	136,610	108,316
		80.00	266,844	239,111	211,379	183,646	155,914	128,182	100,449
		90.00	255,605	228,435	201,264	174,094	146,923	119,753	92,582
		100.00	244,367	217,758	191,150	164,541	137,932	111,324	84,715
		110.00	233,128	207,082	181,035	154,988	128,942	102,895	76,848
		120.00	221,890	196,405	170,920	145,436	119,951	94,466	68,981
		130.00	210,651	185,728	160,806	135,883	110,960	86,037	61,115
		140.00	199,413	175,052	150,691	126,330	101,969	77,608	53,248
		150.00	188,174	164,375	140,576	116,778	92,979	69,180	45,381
		160.00	176,936	153,699	130,462	107,225	83,988	60,751	37,514
		170.00	165,697	143,022	120,347	97,672	74,997	52,322	29,647
		180.00	154,459	132,346	110,233	88,119	66,006	43,893	21,780
		190.00	143,220	121,669	100,118	78,567	57,015	35,464	13,913
200.00		131,982	110,993	90,003	69,014	48,025	27,035	6,046	
210.00	120,743	100,316	79,889	59,461	39,034	18,606	(1,821)		
220.00	109,505	89,640	69,774	49,909	30,043	10,178	(9,688)		
230.00	98,267	78,963	59,659	40,356	21,052	1,749	(17,555)		
240.00	87,028	68,286	49,545	30,803	12,062	(6,680)	(25,422)		
250.00	75,790	57,610	39,430	21,250	3,071	(15,109)	(33,289)		

**TABLE 2**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	174,939							
	1,000	278,317	249,395	220,474	191,552	162,631	133,710	104,788
	2,000	266,009	237,088	208,166	179,245	150,324	121,402	92,481
	3,000	253,702	224,780	195,859	166,937	138,016	109,095	80,173
	4,000	241,394	212,473	183,551	154,630	125,709	96,787	67,866
	5,000	229,087	200,165	171,244	142,323	113,401	84,480	55,558
	6,000	216,779	187,858	158,936	130,015	101,094	72,172	43,251
	7,000	204,472	175,550	146,629	117,708	88,786	59,865	30,943
	8,000	192,164	163,243	134,321	105,400	76,479	47,557	18,636
	9,000	179,857	150,935	122,014	93,093	64,171	35,250	6,328
	10,000	167,549	138,628	109,707	80,785	51,864	22,942	(5,979)
	11,000	155,242	126,320	97,399	68,478	39,556	10,635	(18,287)
	12,000	142,934	114,013	85,092	56,170	27,249	(1,673)	(30,594)
	13,000	130,627	101,705	72,784	43,863	14,941	(13,980)	(42,902)
	14,000	118,319	89,398	60,477	31,555	2,634	(26,288)	(55,209)
	15,000	106,012	77,090	48,169	19,248	(9,674)	(38,595)	(67,517)

**TABLE 3**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	174,939							
	15.0%	458,095	420,800	383,506	346,211	308,916	271,621	234,326
	16.0%	424,601	388,981	353,361	317,740	282,120	246,500	210,880
	17.0%	391,107	357,161	323,216	289,270	255,325	221,379	187,434
	18.0%	357,613	325,342	293,071	260,800	228,529	196,258	163,988
	19.0%	324,119	293,522	262,926	232,330	201,734	171,138	140,542
20.0%	290,624	261,703	232,781	203,860	174,939	146,017	117,096	

**TABLE 4**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	174,939								
	100,000	324,153	295,232	266,310	237,389	208,468	179,546	150,625	
	150,000	274,153	245,232	216,310	187,389	158,468	129,546	100,625	
	200,000	224,153	195,232	166,310	137,389	108,468	79,546	50,625	
	BLV (£ per acre) 133,529	250,000	174,153	145,232	116,310	87,389	58,468	29,546	625
		300,000	124,153	95,232	66,310	37,389	8,468	(20,454)	(49,375)
		350,000	74,153	45,232	16,310	(12,611)	(41,532)	(70,454)	(99,375)
		400,000	24,153	(4,768)	(33,690)	(62,611)	(91,532)	(120,454)	(149,375)
		450,000	(25,847)	(54,768)	(83,690)	(112,611)	(141,532)	(170,454)	(199,375)
		500,000	(75,847)	(104,768)	(133,690)	(162,611)	(191,532)	(220,454)	(249,375)
		550,000	(125,847)	(154,768)	(183,690)	(212,611)	(241,532)	(270,454)	(299,375)
		600,000	(175,847)	(204,768)	(233,690)	(262,611)	(291,532)	(320,454)	(349,375)
		650,000	(225,847)	(254,768)	(283,690)	(312,611)	(341,532)	(370,454)	(399,375)
		700,000	(275,847)	(304,768)	(333,690)	(362,611)	(391,532)	(420,454)	(449,375)
		750,000	(325,847)	(354,768)	(383,690)	(412,611)	(441,532)	(470,454)	(499,375)
		800,000	(375,847)	(404,768)	(433,690)	(462,611)	(491,532)	(520,454)	(549,375)
		850,000	(425,847)	(454,768)	(483,690)	(512,611)	(541,532)	(570,454)	(599,375)

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

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

**TABLE 5**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
	174,939	0	352,484	323,562	294,641	265,719	236,798	178,955
Net Zero	2,000	324,991	296,069	267,148	238,226	209,305	180,383	151,462
(£ per unit)	4,000	297,498	268,576	239,655	210,733	181,812	152,890	123,969
4,500	6,000	270,004	241,083	212,162	183,240	154,319	125,397	96,476
	8,000	242,511	213,590	184,668	155,747	126,826	97,904	68,983
	10,000	215,018	186,097	157,175	128,254	99,332	70,411	41,490
	12,000	187,525	158,604	129,682	100,761	71,839	42,918	13,996
	14,000	160,032	131,111	102,189	73,268	44,346	15,425	(13,497)
	16,000	132,539	103,617	74,696	45,775	16,853	(12,068)	(40,990)
	18,000	105,046	76,124	47,203	18,281	(10,640)	(39,561)	(68,483)
	20,000	77,553	48,631	19,710	(9,212)	(38,133)	(67,055)	(96,066)
	22,000	50,060	21,138	(7,783)	(36,705)	(65,626)	(94,588)	(124,854)
	24,000	22,566	(6,355)	(35,276)	(64,198)	(93,119)	(123,343)	(155,832)
	26,000	(4,927)	(33,848)	(62,770)	(91,691)	(121,832)	(154,181)	(187,616)
	28,000	(32,420)	(61,341)	(90,263)	(120,321)	(152,530)	(185,965)	(219,400)
	30,000	(59,913)	(88,834)	(118,811)	(150,879)	(184,314)	(217,749)	(251,184)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	174,939	0.0%	297,216	268,624	240,032	211,440	182,848	154,256	125,665
M4(3) Category 3 Housing	2.5%	293,920	265,328	236,736	208,144	179,553	150,961	122,369	
(% of OMS & AH units)	5.0%	290,624	262,032	233,441	204,849	176,257	147,665	119,073	
6.0%	7.5%	287,329	258,737	230,145	201,553	172,961	144,369	115,777	
	10.0%	284,033	255,441	226,849	198,257	169,665	141,073	112,482	
	12.5%	280,737	252,145	223,553	194,961	166,370	137,778	109,186	
	15.0%	277,441	248,849	220,258	191,666	163,074	134,482	105,890	
	17.5%	274,146	245,554	216,962	188,370	159,778	131,186	102,594	
	20.0%	270,850	242,258	213,666	185,074	156,482	127,891	99,299	
	22.5%	267,554	238,962	210,370	181,779	153,187	124,595	96,003	
	25.0%	264,258	235,667	207,075	178,483	149,891	121,299	92,707	
	27.5%	260,963	232,371	203,779	175,187	146,595	118,003	89,411	
	30.0%	257,667	229,075	200,483	171,891	143,299	114,708	86,116	
	32.5%	254,371	225,779	197,187	168,596	140,004	111,412	82,820	
	35.0%	251,075	222,484	193,892	165,300	136,708	108,116	79,524	
	37.5%	247,780	219,188	190,596	162,004	133,412	104,820	76,229	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	174,939	70%	859,786	829,599	799,412	769,225	739,038	708,852	678,668
		75%	765,047	735,070	705,094	675,118	645,141	615,165	585,188
Build Cost	80%	670,238	640,474	610,711	580,948	551,184	521,421	491,658	
100%	85%	575,369	545,815	516,261	486,707	457,152	427,598	398,044	
(105% = 5% increase)	90%	480,454	451,111	421,768	392,424	363,081	333,738	304,394	
	95%	385,539	356,407	327,275	298,142	269,010	239,877	210,745	
	100%	290,624	261,703	232,781	203,860	174,939	146,017	117,096	
	105%	195,709	166,999	138,288	109,578	80,867	52,157	23,446	
	110%	100,794	72,295	43,795	15,295	(13,204)	(41,704)	(70,203)	
	115%	5,879	(22,410)	(50,698)	(78,987)	(107,275)	(138,031)	(170,734)	
	120%	(89,036)	(118,131)	(149,161)	(181,620)	(214,080)	(246,540)	(279,000)	
	125%	(193,970)	(226,185)	(258,401)	(290,617)	(322,833)	(355,049)	(387,265)	

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	174,939	80%	(233,620)	(237,641)	(241,661)	(245,682)	(249,702)	(253,723)	(257,743)
		82%	(174,791)	(181,753)	(188,715)	(195,677)	(202,639)	(209,601)	(216,563)
Market Values	84%	(117,455)	(126,516)	(135,579)	(144,642)	(153,705)	(162,767)	(171,830)	
100%	86%	(65,587)	(76,698)	(87,809)	(99,111)	(110,639)	(122,392)	(134,202)	
(105% = 5% increase)	88%	(14,699)	(28,355)	(42,010)	(55,665)	(69,320)	(82,976)	(96,744)	
	90%	36,188	19,988	3,789	(12,411)	(28,611)	(44,811)	(61,010)	
	92%	87,075	68,331	49,587	30,843	12,099	(6,645)	(25,389)	
	94%	137,962	116,674	95,386	74,097	52,809	31,521	10,232	
	96%	188,850	165,017	141,184	117,352	93,519	69,686	45,853	
	98%	239,737	213,360	186,983	160,606	134,229	107,852	81,475	
	100%	290,624	261,703	232,781	203,860	174,939	146,017	117,096	
	102%	341,512	310,046	278,580	247,114	215,648	184,183	152,717	
	104%	392,399	358,389	324,379	290,368	256,358	222,348	188,338	
	106%	443,286	406,732	370,177	333,623	297,068	260,514	223,959	
	108%	494,173	455,075	415,976	376,877	337,778	298,679	259,580	
	110%	545,061	503,417	461,774	420,131	378,488	336,844	295,201	
	112%	595,948	551,760	507,573	463,385	419,198	375,010	330,822	
	114%	646,835	600,103	553,371	506,639	459,907	413,175	366,443	
	116%	697,723	648,446	599,170	549,894	500,617	451,341	402,064	
	118%	748,606	696,789	644,968	593,148	541,327	489,506	437,686	
	120%	799,457	745,111	690,765	636,402	582,037	527,672	473,307	

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1

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

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	174,939							
	5,000	290,624	264,782	238,940	213,098	187,255	161,413	135,571
	10,000	290,624	267,861	245,098	222,335	199,572	176,809	154,046
Grant (£ per unit)	15,000	290,624	270,940	251,257	231,573	211,889	192,205	172,521
	20,000	290,624	274,020	257,415	240,810	224,206	207,601	190,997
	25,000	290,624	277,099	263,573	250,048	236,523	222,997	209,472
	30,000	290,624	280,178	269,732	259,286	248,840	238,393	227,947
	35,000	290,624	283,257	275,890	268,523	261,156	253,789	246,422
	40,000	290,624	286,337	282,049	277,761	273,473	269,185	264,898
	45,000	290,624	289,416	288,207	286,999	285,790	284,582	283,373
	50,000	290,624	292,495	294,366	296,236	298,107	299,978	301,848
	55,000	290,624	295,574	300,524	305,474	310,424	315,374	320,324

**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

240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals T - V v0.1 - Summary Table

Appraisal Ref:	T	U	V
Scheme Typology:	Scheme T	Scheme U	Scheme V
No Units:	30	40	80
Location / Value Zone:	Hednesford	Hednesford	Hednesford
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield
Notes:	0	0	0
Total GDV (£)	7,492,230	9,989,640	19,979,280
<b>Policy Assumptions</b>	-	-	-
AH Target % (& mix):	20%	20%	20%
Affordable Rent:	25%	25%	25%
Social Rent:	35%	35%	35%
First Homes:	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.26%	18.26%	18.26%
Developers Profit (% on costs)	22.17%	22.23%	25.46%
Developers Profit Total (£)	1,368,074	1,824,098	3,648,197
<b>Land Value KPI's</b>	-	-	-
RLV (£/acre (net))	(22,293)	(14,687)	308,468
RLV (£/ha (net))	(55,086)	(36,291)	762,223
RLV (% of GDV)	-0.63%	-0.42%	8.72%
RLV Total (£)	(47,217)	(41,475)	1,742,225
BLV (£/acre (net))	117,647	117,647	133,529
BLV (£/ha (net))	290,706	290,706	329,950
BLV Total (£)	249,176	332,235	754,172
Surplus/Deficit (£/acre) [RLV-BLV]	(139,940)	(132,334)	174,939
Surplus/Deficit (£/ha)	(345,792)	(326,996)	432,273
Surplus/Deficit Total (£)	(296,393)	(373,710)	988,053
<b>Plan Viability comments</b>	Not Viable	Not Viable	Viable

<b>Plan Viability comments</b>	Viable	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viable	if RLV < BLV, and RLV is negative

## 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivity for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240827	v0.1	Updated the appraisal
002409	v0.1	Issued the final version to client



# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

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

ASSUMPTIONS - RESIDENTIAL USES										
Total number of units in scheme		80 Units								
AH Policy requirement (% Target)		20%								
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%								
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented				
		Social Rent:		35.0%						
		First Homes:		25.0%						
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)				
				100%		100.0%				
CIL Rate (£ psm)		58.84 £ 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	17.5%	11.2	20.0%	3.2	18%	14.4				
3 bed House	40.0%	25.6	30.0%	4.8	38%	30.4				
4 bed House	15.0%	9.6	10.0%	1.6	14%	11.2				
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0				
1 bed Flat	10.0%	6.4	20.0%	3.2	12%	9.6				
2 bed Flat	17.5%	11.2	20.0%	3.2	18%	14.4				
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0				
Total number of units		100.0%	64.0	100.0%	16.0	100%	80.0			
<b>OMS Unit Floor areas -</b>										
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624			58.0	624				
2 bed House	79.0	850			79.0	850				
3 bed House	93.0	1,001			93.0	1,001				
4 bed House	115.0	1,238			115.0	1,238				
5 bed House	0.0	0			0.0	0				
1 bed Flat	50.0	538	85.0%		58.8	633				
2 bed Flat	70.0	753	85.0%		82.4	886				
3 bed Flat	80.0	861	85.0%		94.1	1,013				
<b>AH Unit Floor areas -</b>										
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624			58.0	624				
2 bed House	79.0	850			79.0	850				
3 bed House	93.0	1,001			93.0	1,001				
4 bed House	115.0	1,238			115.0	1,238				
5 bed House	0.0	0			0.0	0				
1 bed Flat	50.0	538	85.0%		58.8	633				
2 bed Flat	70.0	753	85.0%		82.4	886				
3 bed Flat	80.0	861	85.0%		94.1	1,013				
<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	885	9,524	253	2,721	1,138					12,245
3 bed House	2,381	25,627	446	4,805	2,827					30,432
4 bed House	1,104	11,883	184	1,981	1,288					13,864
5 bed House	0	0	0	0	0					0
1 bed Flat	376	4,052	188	2,026	565					6,078
2 bed Flat	922	9,928	264	2,837	1,186					12,765
3 bed Flat	0	0	0	0	0					0
	5,668	61,014	1,335	14,369	7,003					75,384
AH % by floor area:		19.06% 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	147,500	2,543	236	0						
2 bed House	250,000	3,165	294	3,600,000						
3 bed House	305,000	3,280	305	9,272,000						
4 bed House	430,000	3,739	347	4,816,000						
5 bed House	0	0	0	0						
1 bed Flat	125,000	2,500	232	1,200,000						
2 bed Flat	175,000	2,500	232	2,520,000						
3 bed Flat	0	0	0	0						
				21,408,000						
<b>Affordable Housing values (£) -</b>										
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV		
1 bed House	103,250	70%	81,125	55%	103,250	70%	95,875	65%		
2 bed House	175,000	70%	137,500	55%	175,000	70%	162,500	65%		
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%		
4 bed House	301,000	70%	236,500	55%	250,000	70%	279,500	65%		
5 bed House	0	70%	0	55%	0	70%	0	65%		
1 bed Flat	87,500	70%	68,750	55%	87,500	70%	81,250	65%		
2 bed Flat	122,500	70%	96,250	55%	122,500	70%	113,750	65%		
3 bed Flat	0	70%	0	55%	0	70%	0	65%		
					* capped @£250K					

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

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

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	147,500	-
2 bed House	11.2	@	250,000	2,800,000
3 bed House	25.6	@	305,000	7,808,000
4 bed House	9.6	@	430,000	4,128,000
5 bed House	0.0	@	0	-
1 bed Flat	6.4	@	125,000	800,000
2 bed Flat	11.2	@	175,000	1,960,000
3 bed Flat	0.0	@	0	-
	<b>64.0</b>			<b>17,496,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	103,250	-
2 bed House	0.8	@	175,000	140,000
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	301,000	120,400
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	87,500	70,000
2 bed Flat	0.8	@	122,500	98,000
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>684,600</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	81,125	-
2 bed House	1.1	@	137,500	154,000
3 bed House	1.7	@	167,750	281,820
4 bed House	0.6	@	236,500	132,440
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	68,750	77,000
2 bed Flat	1.1	@	96,250	107,800
3 bed Flat	0.0	@	0	-
	<b>5.6</b>			<b>753,060</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	103,250	-
2 bed House	0.8	@	175,000	140,000
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	250,000	100,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	87,500	70,000
2 bed Flat	0.8	@	122,500	98,000
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>664,200</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	95,875	-
2 bed House	0.5	@	162,500	78,000
3 bed House	0.7	@	198,250	142,740
4 bed House	0.2	@	279,500	67,080
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	81,250	39,000
2 bed Flat	0.5	@	113,750	54,600
3 bed Flat	0.0	@	0	-
	<b>2.4</b>	<b>16.0</b>		<b>381,420</b>
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>19,979,280</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,428,720</b>
		<b>204 £ psm (total GIA sqm)</b>	<b>17,859 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>16</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>19,979,280</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Scheme Typology: **Scheme W** No Units: **80**  
 Site Typology: Location / Value Zone: **Hednesford** 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 (Mrkt only + garages) 5,844 sqm 58.84 £ psm (343,867)									
<b>CIL analysis:</b> 1.72% % of GDV 4,298 £ 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 @		0		per unit		
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			7,003 sqm (total)		0		£ psm		
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.29 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 @		1,315		psm		-
2 bed House			1,138 sqm @		1,315		psm		(1,495,944)
3 bed House			2,827 sqm @		1,315		psm		(3,717,768)
4 bed House			1,288 sqm @		1,315		psm		(1,693,720)
5 bed House			- sqm @		1,315		psm		-
1 bed Flat			565 sqm @		1,493		psm		(843,106)
2 bed Flat			1,186 sqm @		1,493		psm		(1,770,522)
3 bed Flat		7,003	- sqm @		1,493		psm		-
Garages for 3B House (Mrkt only)	26	10%	units @		18	640	psm		(29,491)
Garages for 4B House (Mrkt only)	10	75%	units @		18	640	psm		(82,944)
Garages for 5B House (Mrkt only)	-	120%	units @		18	640	psm		-
		176							
External works 9,633,495 @ 15.0% (1,445,024)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 80 units @ 1,003 £ per unit (80,240)									
M4(2) Category 2 Housing	tenure weighted t		80 units @	94.0%	@	521	£ per unit		(39,179)
M4(3) (10%AH 5%OMS)	tenure weighted t		80 units @	6.0%	@	10,111	£ per unit		(48,533)
Net Zero Cost (2025 FHS Part L)			80 units @			4,500	£ per unit		(360,000)
SAC			80 units @			291	£ per unit		(23,246)
EV Charging Points - Houses			56 units @			1,000	£ per unit		(56,000)
EV Charging Points - Flats			24 units @		4 flats per charger	10,000	£ per 4 units		(60,000)
Water Efficiency (Climate change policy)			80 units @			10	£ per unit		(800)
	Sub-total								(667,998)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction)			11,746,518 @			5.0%			(587,326)

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

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

<b>Professional Fees</b>	11,746,518 @	6.5%		(763,524)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	17,496,000 OMS @	3.00%	6,561 £ per unit	(524,880)
Residential Sales Agent Costs	17,496,000 OMS @	1.00%	2,187 £ per unit	(174,960)
Residential Sales Legal Costs	17,496,000 OMS @	0.25%	547 £ per unit	(43,740)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,170 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(94,900)
<b>Developers Profit -</b>				
Profit on OMS	17,496,000	20.00%		(3,499,200)
Margin on AH	2,483,280	6.00% on AH values		(148,997)
<b>Profit analysis:</b>	<b>19,979,280</b>	<b>18.26% blended GDV</b>	<b>(3,648,197)</b>	
	<b>14,376,713</b>	<b>25.38% on costs</b>	<b>(3,648,197)</b>	
<b>TOTAL COSTS</b>				<b>(18,024,910)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				1,954,370
SDLT	1,954,370 @	HMRC formula		(87,218)
Acquisition Agent fees	1,954,370 @	1.0%		(19,544)
Acquisition Legal fees	1,954,370 @	0.5%		(9,772)
Interest on Land	1,954,370 @	7.00%		(136,806)
Residual Land Value				<b>1,701,030</b>
<b>RLV analysis:</b>	<b>21,263 £ per plot</b>	<b>744,201 £ per ha (net)</b>	<b>301,174 £ per acre (net)</b>	
		<b>706,991 £ per ha (gross)</b>	<b>286,115 £ per acre (gross)</b>	
			<b>8.51% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.29 ha (net)		5.65 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	2.41 ha (gross)		5.95 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	133,529 £ per acre (net)	754,172
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>			
Surplus/(Deficit)	414,250 £ per ha (net)	167,645 £ per acre (net)	946,858

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Scheme Typology: **Scheme W** No Units: **80**  
 Site Typology: Location / Value Zone: **Hednesford** 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	167,645	0.00	349,662	317,559	285,457	253,355	221,233	189,089	156,946
	10.00	338,306	306,771	275,237	243,699	212,125	180,551	148,977	
	20.00	326,950	295,983	265,016	234,023	203,018	172,013	141,008	
	30.00	315,594	285,195	254,782	224,346	193,911	163,475	133,039	
	40.00	304,238	274,403	244,536	214,670	184,803	154,937	125,070	
	50.00	292,883	263,588	234,290	204,993	175,696	146,399	117,101	
	60.00	281,501	252,773	224,044	195,316	166,588	137,860	109,132	
	70.00	270,116	241,958	213,799	185,640	157,481	129,322	101,163	
	80.00	258,732	231,143	203,553	175,963	148,374	120,784	93,194	
	90.00	247,348	220,328	193,307	166,287	139,266	112,246	85,225	
	100.00	235,964	209,513	183,061	156,610	130,159	103,708	77,257	
	110.00	224,580	198,698	172,816	146,934	121,052	95,170	69,288	
	120.00	213,195	187,883	162,570	137,257	111,944	86,631	61,319	
	130.00	201,811	177,068	152,324	127,580	102,837	78,093	53,350	
	140.00	190,427	166,253	142,078	117,904	93,729	69,555	45,381	
	150.00	179,043	155,438	131,832	108,227	84,622	61,017	37,412	
	160.00	167,658	144,623	121,587	98,551	75,515	52,479	29,443	
	170.00	156,274	133,808	111,341	88,874	66,407	43,941	21,474	
	180.00	144,890	122,993	101,095	79,197	57,300	35,402	13,505	
	190.00	133,506	112,178	90,849	69,521	48,193	26,864	5,536	
200.00	122,122	101,363	80,603	59,844	39,085	18,326	(2,433)		
210.00	110,737	90,548	70,358	50,168	29,978	9,788	(10,402)		
220.00	99,353	79,733	60,112	40,491	20,871	1,250	(18,371)		
230.00	87,969	68,918	49,866	30,815	11,763	(7,288)	(26,340)		
240.00	76,585	58,103	39,620	21,138	2,656	(15,826)	(34,309)		
250.00	65,201	47,288	29,374	11,461	(6,452)	(24,365)	(42,278)		

**TABLE 2**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000	270,354	241,560	212,766	183,972	155,178	126,384	97,590
	2,000	257,887	229,093	200,299	171,505	142,711	113,917	85,123
	3,000	245,420	216,626	187,832	159,038	130,244	101,450	72,655
	4,000	232,953	204,159	175,365	146,571	117,777	88,982	60,188
	5,000	220,486	191,692	162,898	134,103	105,309	76,515	47,721
	6,000	208,019	179,225	150,430	121,636	92,842	64,048	35,254
	7,000	195,552	166,757	137,963	109,169	80,375	51,581	22,787
	8,000	183,084	154,290	125,496	96,702	67,908	39,114	10,320
	9,000	170,617	141,823	113,029	84,235	55,441	26,647	(2,147)
	10,000	158,150	129,356	100,562	71,768	42,974	14,180	(14,614)
	11,000	145,683	116,889	88,095	59,301	30,507	1,713	(27,081)
	12,000	133,216	104,422	75,628	46,834	18,040	(10,754)	(39,548)
	13,000	120,749	91,955	63,161	34,367	5,573	(23,221)	(52,015)
	14,000	108,282	79,488	50,694	21,900	(6,894)	(35,688)	(64,483)
	15,000	95,815	67,021	38,227	9,433	(19,361)	(48,156)	(76,950)

**TABLE 3**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	450,292	413,125	375,957	338,789	301,622	264,454	227,287
	16.0%	416,798	381,305	345,812	310,319	274,826	239,334	203,841
	17.0%	383,304	349,486	315,667	281,849	248,031	214,213	180,395
	18.0%	349,810	317,666	285,523	253,379	221,236	189,092	156,949
	19.0%	316,315	285,847	255,378	224,909	194,440	163,971	133,503
	20.0%	282,821	254,027	225,233	196,439	167,645	138,851	110,057

**TABLE 4**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 133,529	100,000	316,350	287,556	258,762	229,968	201,174	172,380	143,586
	150,000	266,350	237,556	208,762	179,968	151,174	122,380	93,586
	200,000	216,350	187,556	158,762	129,968	101,174	72,380	43,586
	250,000	166,350	137,556	108,762	79,968	51,174	22,380	(6,414)
	300,000	116,350	87,556	58,762	29,968	1,174	(27,620)	(56,414)
	350,000	66,350	37,556	8,762	(20,032)	(48,826)	(77,620)	(106,414)
	400,000	16,350	(12,444)	(41,238)	(70,032)	(98,826)	(127,620)	(156,414)
	450,000	(33,650)	(62,444)	(91,238)	(120,032)	(148,826)	(177,620)	(206,414)
	500,000	(83,650)	(112,444)	(141,238)	(170,032)	(198,826)	(227,620)	(256,414)
	550,000	(133,650)	(162,444)	(191,238)	(220,032)	(248,826)	(277,620)	(306,414)
	600,000	(183,650)	(212,444)	(241,238)	(270,032)	(298,826)	(327,620)	(356,414)
	650,000	(233,650)	(262,444)	(291,238)	(320,032)	(348,826)	(377,620)	(406,414)
	700,000	(283,650)	(312,444)	(341,238)	(370,032)	(398,826)	(427,620)	(456,414)
	750,000	(333,650)	(362,444)	(391,238)	(420,032)	(448,826)	(477,620)	(506,414)
	800,000	(383,650)	(412,444)	(441,238)	(470,032)	(498,826)	(527,620)	(556,414)
850,000	(433,650)	(462,444)	(491,238)	(520,032)	(548,826)	(577,620)	(606,414)	

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

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

**TABLE 5**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	167,645							
	0	345,488	316,726	287,965	259,203	230,442	201,664	172,870
Net Zero	2,000	317,646	288,885	260,123	231,335	202,541	173,747	144,953
(£ per unit)	4,000	289,800	261,006	232,212	203,418	174,624	145,830	117,036
	6,000	261,883	233,089	204,295	175,501	146,707	117,913	89,119
	8,000	233,966	205,172	176,378	147,584	118,790	89,996	61,202
	10,000	206,049	177,255	148,461	119,667	90,873	62,079	33,285
	12,000	178,132	149,338	120,544	91,750	62,956	34,162	5,367
	14,000	150,215	121,421	92,627	63,833	35,039	6,244	(22,550)
	16,000	122,298	93,504	64,710	35,915	7,121	(21,673)	(50,467)
	18,000	94,381	65,586	36,792	7,998	(20,796)	(49,590)	(78,384)
	20,000	66,463	37,669	8,875	(19,919)	(48,713)	(77,507)	(106,749)
	22,000	38,546	9,752	(19,042)	(47,836)	(76,630)	(105,842)	(136,475)
	24,000	10,629	(18,165)	(46,959)	(75,753)	(104,934)	(135,461)	(168,749)
	26,000	(17,288)	(46,082)	(74,876)	(104,027)	(134,447)	(167,735)	(201,023)
	28,000	(45,205)	(73,999)	(103,120)	(133,442)	(166,721)	(200,009)	(233,297)
	30,000	(73,122)	(102,212)	(132,514)	(165,708)	(198,996)	(232,283)	(265,571)

**TABLE 6**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	167,645							
	0.0%	289,514	261,055	232,595	204,136	175,677	147,217	118,758
M4(3) Category 3 Housing	2.5%	286,168	257,708	229,249	200,789	172,330	143,871	115,411
(% of OMS & AH units)	5.0%	282,821	254,362	225,902	197,443	168,983	140,524	112,065
	6.0%	279,475	251,015	222,556	194,096	165,637	137,177	108,718
	10.0%	276,128	247,669	219,209	190,750	162,290	133,831	105,372
	12.5%	272,781	244,322	215,863	187,403	158,944	130,484	102,025
	15.0%	269,435	240,975	212,516	184,057	155,597	127,138	98,678
	17.5%	266,088	237,629	209,169	180,710	152,251	123,791	95,332
	20.0%	262,742	234,282	205,823	177,364	148,904	120,445	91,985
	22.5%	259,395	230,936	202,476	174,017	145,558	117,098	88,639
	25.0%	256,049	227,589	199,130	170,670	142,211	113,752	85,292
	27.5%	252,702	224,243	195,783	167,324	138,864	110,405	81,946
	30.0%	249,355	220,896	192,437	163,977	135,518	107,058	78,599
	32.5%	246,009	217,550	189,090	160,631	132,171	103,712	75,252
	35.0%	242,662	214,203	185,744	157,284	128,825	100,365	71,906
	37.5%	239,316	210,856	182,397	153,938	125,478	97,019	68,559

**TABLE 7**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	167,645							
	70%	856,381	826,363	796,345	766,328	736,310	706,292	676,275
	75%	761,162	731,371	701,581	671,790	641,999	612,209	582,418
Build Cost	80%	665,863	636,290	606,717	577,144	547,571	517,998	488,425
100%	85%	570,417	541,056	511,695	482,334	452,973	423,608	394,244
(105% = 5% increase)	90%	474,779	445,627	416,475	387,319	358,154	328,989	299,823
	95%	378,939	349,986	321,012	292,037	263,062	234,087	205,112
	100%	282,821	254,027	225,233	196,439	167,645	138,851	110,057
	105%	186,442	157,862	129,283	100,703	72,123	43,543	14,963
	110%	90,063	61,698	33,332	4,966	(23,399)	(51,765)	(80,131)
	115%	(6,315)	(34,467)	(62,618)	(90,770)	(120,044)	(151,336)	(183,881)
	120%	(103,017)	(132,431)	(164,626)	(196,924)	(229,221)	(261,518)	(293,816)
	125%	(211,452)	(243,502)	(275,552)	(307,601)	(339,651)	(371,701)	(403,751)

**TABLE 8**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	167,645							
	80%	(248,345)	(251,933)	(255,521)	(259,109)	(262,697)	(266,286)	(269,874)
	82%	(188,945)	(195,503)	(202,062)	(208,620)	(215,178)	(221,736)	(228,294)
Market Values	84%	(129,884)	(139,074)	(148,602)	(158,130)	(167,658)	(177,186)	(186,714)
100%	86%	(76,844)	(87,654)	(98,642)	(109,841)	(121,277)	(132,712)	(145,134)
(105% = 5% increase)	88%	(25,463)	(38,843)	(52,223)	(65,603)	(78,982)	(92,362)	(106,171)
	90%	25,918	9,969	(5,980)	(21,929)	(37,878)	(53,827)	(69,776)
	92%	77,298	58,780	40,263	21,745	3,227	(15,291)	(33,809)
	94%	128,679	107,592	86,505	65,418	44,331	23,244	2,157
	96%	180,060	156,404	132,748	109,092	85,436	61,780	38,124
	98%	231,440	205,215	178,990	152,765	126,540	100,315	74,090
	100%	282,821	254,027	225,233	196,439	167,645	138,851	110,057
	102%	334,108	302,783	271,459	240,113	208,749	177,386	146,023
	104%	385,372	351,484	317,596	283,708	249,820	215,922	181,990
	106%	436,540	400,127	363,714	327,283	290,832	254,381	217,929
	108%	487,700	448,729	409,758	370,787	331,816	292,829	253,814
	110%	538,807	497,314	455,801	414,272	372,743	331,214	289,685
	112%	589,874	545,827	501,780	457,733	413,671	369,584	325,497
	114%	640,940	594,340	547,740	501,140	454,540	407,940	361,309
	116%	691,964	642,845	593,700	544,547	495,393	446,240	397,086
	118%	742,949	691,281	639,613	587,945	536,247	484,540	432,833
	120%	793,935	739,718	685,500	631,283	577,066	522,840	468,580

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

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

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	167,645							
	5,000	282,821	257,148	231,476	205,803	180,130	154,457	128,784
	10,000	282,821	260,270	237,718	215,167	192,615	170,064	147,512
Grant (£ per unit)	15,000	282,821	263,391	243,961	224,530	205,100	185,670	166,240
	20,000	282,821	266,512	250,203	233,894	217,585	201,276	184,967
	25,000	282,821	269,633	256,446	243,258	230,066	216,872	203,677
	30,000	282,821	272,755	262,682	252,601	242,520	232,439	222,358
	35,000	282,821	275,876	268,909	261,941	254,973	248,006	241,038
	40,000	282,821	278,990	275,136	271,281	267,427	263,573	259,719
	45,000	282,821	282,103	281,362	280,622	279,881	279,140	278,358
	50,000	282,821	285,217	287,589	289,962	292,334	294,673	296,995
	55,000	282,821	288,330	293,816	299,302	304,775	310,204	315,632

**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

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Appraisal Ref: **X** (see Typologies Matrix)  
 Scheme Typology: **Scheme X**  
 Site Typology: **Location / Value Zone: Hednesford** No Units: **50** Greenfield/Brownfield: **Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme			50 Units					
AH Policy requirement (% Target)			20%					
Open Market Sale (OMS) housing	Open Market Sale (OMS)		80%					
AH tenure split %	Affordable Rent:			25.0%				
	Social Rent:			35.0%	60.0% % Rented			
	First Homes:			25.0%				
	Other Intermediate (LCHO/Sub-Market etc.):			15.0%	8.0% % of total (>10% First Homes PPG 023)			
			100%	100.0%				
CIL Rate (£ psm)			58.84 £ 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	17.5%	7.0	20.0%	2.0	18%	9.0		
3 bed House	40.0%	16.0	30.0%	3.0	38%	19.0		
4 bed House	15.0%	6.0	10.0%	1.0	14%	7.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	10.0%	4.0	20.0%	2.0	12%	6.0		
2 bed Flat	17.5%	7.0	20.0%	2.0	18%	9.0		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
<b>Total number of units</b>	<b>100.0%</b>	<b>40.0</b>	<b>100.0%</b>	<b>10.0</b>	<b>100%</b>	<b>50.0</b>		
<b>OMS Unit Floor areas -</b>	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	58.0	624			58.0	624		
2 bed House	79.0	850			79.0	850		
3 bed House	93.0	1,001			93.0	1,001		
4 bed House	115.0	1,238			115.0	1,238		
5 bed House	0.0	0			0.0	0		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
3 bed Flat	80.0	861	85.0%		94.1	1,013		
<b>AH Unit Floor areas -</b>	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	58.0	624			58.0	624		
2 bed House	79.0	850			79.0	850		
3 bed House	93.0	1,001			93.0	1,001		
4 bed House	115.0	1,238			115.0	1,238		
5 bed House	0.0	0			0.0	0		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	70.0	753	85.0%		82.4	886		
3 bed Flat	80.0	861	85.0%		94.1	1,013		
<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	553	5,952	158	1,701	711	7,653		
3 bed House	1,488	16,017	279	3,003	1,767	19,020		
4 bed House	690	7,427	115	1,238	805	8,665		
5 bed House	0	0	0	0	0	0		
1 bed Flat	235	2,533	118	1,266	353	3,799		
2 bed Flat	576	6,205	165	1,773	741	7,978		
3 bed Flat	0	0	0	0	0	0		
	<b>3,543</b>	<b>38,134</b>	<b>834</b>	<b>8,981</b>	<b>4,377</b>	<b>47,115</b>		
<b>AH % by floor area:</b>			<b>19.06% AH % by floor area (difference due to mix)</b>					
<b>Open Market Sales values (£) -</b>	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)				
1 bed House	147,500	2,543	236	0				
2 bed House	250,000	3,165	294	2,250,000				
3 bed House	305,000	3,280	305	5,795,000				
4 bed House	430,000	3,739	347	3,010,000				
5 bed House	0	0	0	0				
1 bed Flat	125,000	2,500	232	750,000				
2 bed Flat	175,000	2,500	232	1,575,000				
3 bed Flat	0	0	0	0				
				<b>13,380,000</b>				
<b>Affordable Housing values (£) -</b>	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	103,250	70%	81,125	55%	103,250	70%	95,875	65%
2 bed House	175,000	70%	137,500	55%	175,000	70%	162,500	65%
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%
4 bed House	301,000	70%	236,500	55%	250,000	70%	279,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	87,500	70%	68,750	55%	87,500	70%	81,250	65%
2 bed Flat	122,500	70%	96,250	55%	122,500	70%	113,750	65%
3 bed Flat	0	70%	0	55%	0	70%	0	65%
	<small>* capped @£250K</small>							



# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Scheme Typology: **Scheme X** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	147,500	-
2 bed House	7.0	@	250,000	1,750,000
3 bed House	16.0	@	305,000	4,880,000
4 bed House	6.0	@	430,000	2,580,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	125,000	500,000
2 bed Flat	7.0	@	175,000	1,225,000
3 bed Flat	0.0	@	0	-
	40.0			10,935,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	103,250	-
2 bed House	0.5	@	175,000	87,500
3 bed House	0.8	@	213,500	160,125
4 bed House	0.3	@	301,000	75,250
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	87,500	43,750
2 bed Flat	0.5	@	122,500	61,250
3 bed Flat	0.0	@	0	-
	2.5			427,875
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	81,125	-
2 bed House	0.7	@	137,500	96,250
3 bed House	1.1	@	167,750	176,138
4 bed House	0.4	@	236,500	82,775
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	68,750	48,125
2 bed Flat	0.7	@	96,250	67,375
3 bed Flat	0.0	@	0	-
	3.5			470,663
<b>First Homes GDV -</b>				
1 bed House	0.0	@	103,250	-
2 bed House	0.5	@	175,000	87,500
3 bed House	0.8	@	213,500	160,125
4 bed House	0.3	@	250,000	62,500
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	87,500	43,750
2 bed Flat	0.5	@	122,500	61,250
3 bed Flat	0.0	@	0	-
	2.5			415,125
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	95,875	-
2 bed House	0.3	@	162,500	48,750
3 bed House	0.5	@	198,250	89,213
4 bed House	0.2	@	279,500	41,925
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	81,250	24,375
2 bed Flat	0.3	@	113,750	34,125
3 bed Flat	0.0	@	0	-
	1.5	10.0		238,388
<b>Sub-total GDV Residential</b>				
	<b>50</b>			<b>12,487,050</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>892,950</b>
		<b>204 £ psm (total GIA sqm)</b>	<b>17,859 £ per unit (total units)</b>	
<b>Grant</b>				
	10	AH units @	0	per unit
<b>Total GDV</b>				
				<b>12,487,050</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Scheme Typology: **Scheme X** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL (Mrkt only + garages) 3,653 sqm 58.84 £ psm (214,917)									
<b>CIL analysis:</b> 1.72% % of GDV 4,298 £ 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		50 units @		0		per unit		
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			4,377 sqm (total)		0		£ psm		
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 1.43 ha @ 50,000 £ per ha (if brownfield) (71,429)									
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		50 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 @		1,531		psm		
2 bed House			711 sqm @		1,531		psm		(1,088,541)
3 bed House			1,767 sqm @		1,531		psm		(2,705,277)
4 bed House			805 sqm @		1,531		psm		(1,232,455)
5 bed House			- sqm @		1,531		psm		
1 bed Flat			353 sqm @		1,681		psm		(593,294)
2 bed Flat			741 sqm @		1,681		psm		(1,245,918)
3 bed Flat			- sqm @		1,681		psm		
Garages for 3B House (Mrkt only)	16	10%	units @		18	640	psm		(18,432)
Garages for 4B House (Mrkt only)	6	75%	units @		18	640	psm		(51,840)
Garages for 5B House (Mrkt only)	-	120%	units @		18	640	psm		
			110						
External works			6,935,757 @		15.0%				(1,040,364)
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)									
<b>Policy Costs on design -</b>									
Net Biodiversity costs 50 units @ 268 £ per unit (13,400)									
M4(2) Category 2 Housing	tenure weighted t		50 units @	94.0%	521		£ per unit		(24,487)
M4(3) (10%AH 5%OMS)	tenure weighted t		50 units @	6.0%	10,111		£ per unit		(30,333)
Net Zero Cost (2025 FHS Part L)			50 units @		4,500		£ per unit		(225,000)
SAC			50 units @		291		£ per unit		(14,529)
EV Charging Points - Houses			35 units @		1,000		£ per unit		(35,000)
EV Charging Points - Flats			15 units @		10,000	4 flats per charger	£ per 4 units		(37,500)
Water Efficiency (Climate change policy)			50 units @		10		£ per unit		(500)
	Sub-total								(380,749)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction)			8,428,298 @		5.0%				(421,415)

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Scheme Typology: **Scheme X** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	8,428,298 @		<b>6.5%</b>		(547,839)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	10,935,000 OMS @		<b>3.00%</b>	6,561 £ per unit	(328,050)
Residential Sales Agent Costs	10,935,000 OMS @		<b>1.00%</b>	2,187 £ per unit	(109,350)
Residential Sales Legal Costs	10,935,000 OMS @		<b>0.25%</b>	547 £ per unit	(27,338)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,095 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(128,444)
<b>Developers Profit -</b>					
Profit on OMS	10,935,000		<b>20.00%</b>		(2,187,000)
Margin on AH	1,552,050		<b>6.00%</b> on AH values		(93,123)
<b>Profit analysis:</b>	<b>12,487,050</b>		<b>18.26% blended GDV</b>	<b>(2,280,123)</b>	
	<b>10,288,750</b>		<b>22.16% on costs</b>	<b>(2,280,123)</b>	
<b>TOTAL COSTS</b>					<b>(12,568,873)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(81,823)
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>(81,823)</b>
<b>RLV analysis:</b>	<b>(1,636) £ per plot</b>	<b>(57,276) £ per ha (net)</b>	<b>(23,179) £ per acre (net)</b>		
		<b>(54,412) £ per ha (gross)</b>	<b>(22,020) £ per acre (gross)</b>		
			<b>-0.66% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.43 ha (net)		3.53 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.50 ha (gross)		3.72 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)		<b>253,000</b> £ per acre (net)	<b>893,090</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>		<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(682,439) £ per ha (net)</b>		<b>(276,179) £ per acre (net)</b>	<b>(974,913)</b>

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Scheme Typology: **Scheme X** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	(276,179)							
	0.00	(92,176)	(123,138)	(154,101)	(185,063)	(217,035)	(249,787)	(285,284)
	10.00	(103,658)	(134,047)	(164,435)	(195,034)	(226,752)	(259,445)	(294,576)
	20.00	(115,141)	(144,955)	(174,769)	(205,132)	(236,469)	(269,401)	(303,868)
	30.00	(126,623)	(155,863)	(185,103)	(215,255)	(246,186)	(279,356)	(313,160)
	40.00	(138,105)	(166,771)	(195,669)	(225,580)	(256,172)	(289,312)	(322,452)
	50.00	(149,588)	(177,680)	(206,361)	(235,904)	(266,792)	(299,268)	(331,744)
	60.00	(161,070)	(188,588)	(217,119)	(246,228)	(277,411)	(309,224)	(341,036)
	70.00	(172,552)	(199,868)	(228,051)	(256,882)	(288,031)	(319,180)	(350,328)
	80.00	(184,035)	(211,155)	(238,982)	(268,165)	(298,650)	(329,135)	(359,620)
	90.00	(195,517)	(222,627)	(249,914)	(279,449)	(309,270)	(339,091)	(368,912)
	100.00	(207,632)	(234,166)	(261,574)	(290,732)	(319,889)	(349,047)	(378,205)
	110.00	(219,633)	(245,705)	(273,521)	(302,015)	(330,509)	(359,003)	(387,497)
	120.00	(231,779)	(257,638)	(285,468)	(313,298)	(341,128)	(368,959)	(396,789)
	130.00	(243,925)	(270,249)	(297,415)	(324,581)	(351,748)	(378,914)	(406,081)
	140.00	(256,357)	(282,859)	(309,362)	(335,865)	(362,367)	(388,870)	(415,373)
	150.00	(269,631)	(295,470)	(321,309)	(347,148)	(372,987)	(398,826)	(424,665)
	160.00	(282,905)	(308,081)	(333,256)	(358,431)	(383,606)	(408,782)	(433,957)
	170.00	(296,180)	(320,691)	(345,203)	(369,714)	(394,226)	(418,738)	(443,249)
	180.00	(309,454)	(333,302)	(357,150)	(380,998)	(404,845)	(428,693)	(452,541)
190.00	(322,729)	(345,913)	(369,097)	(392,281)	(415,465)	(438,649)	(461,833)	
200.00	(336,003)	(358,523)	(381,044)	(403,564)	(426,085)	(448,605)	(471,125)	
210.00	(349,277)	(371,134)	(392,991)	(414,847)	(436,704)	(458,561)	(480,417)	
220.00	(362,552)	(383,745)	(404,938)	(426,131)	(447,324)	(468,517)	(489,709)	
230.00	(375,826)	(396,355)	(416,885)	(437,414)	(457,943)	(478,472)	(499,002)	
240.00	(389,101)	(408,966)	(428,832)	(448,697)	(468,563)	(488,428)	(508,294)	
250.00	(402,375)	(421,577)	(440,779)	(459,980)	(479,182)	(498,384)	(517,586)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106	(276,179)							
	1,000	(172,313)	(200,283)	(229,153)	(258,827)	(290,716)	(322,606)	(354,495)
	2,000	(184,887)	(213,294)	(242,454)	(273,364)	(305,254)	(337,143)	(369,032)
	3,000	(197,763)	(226,577)	(256,012)	(287,901)	(319,791)	(351,680)	(383,570)
	4,000	(210,774)	(239,878)	(270,549)	(302,438)	(334,328)	(366,217)	(398,107)
	5,000	(224,001)	(253,196)	(285,086)	(316,975)	(348,865)	(380,754)	(412,644)
	6,000	(237,302)	(267,733)	(299,623)	(331,512)	(363,402)	(395,291)	(427,181)
	7,000	(250,604)	(282,271)	(314,160)	(346,049)	(377,939)	(409,828)	(441,718)
	8,000	(264,918)	(296,808)	(328,697)	(360,587)	(392,476)	(424,365)	(456,255)
	9,000	(279,455)	(311,345)	(343,234)	(375,124)	(407,013)	(438,903)	(470,792)
	10,000	(293,992)	(325,882)	(357,771)	(389,661)	(421,550)	(453,440)	(485,329)
	11,000	(308,529)	(340,419)	(372,308)	(404,198)	(436,087)	(467,977)	(499,866)
	12,000	(323,066)	(354,956)	(386,845)	(418,735)	(450,624)	(482,514)	(514,403)
	13,000	(337,603)	(369,493)	(401,382)	(433,272)	(465,161)	(497,051)	(528,940)
	14,000	(352,141)	(384,030)	(415,919)	(447,809)	(479,698)	(511,588)	(543,477)
15,000	(366,678)	(398,567)	(430,457)	(462,346)	(494,235)	(526,125)	(558,014)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	(276,179)							
	15.0%	7,733	(28,225)	(64,183)	(100,141)	(136,099)	(172,057)	(208,682)
	16.0%	(25,761)	(60,044)	(94,328)	(128,611)	(162,894)	(197,469)	(233,362)
	17.0%	(59,255)	(91,864)	(124,472)	(157,081)	(189,722)	(223,670)	(258,643)
	18.0%	(92,750)	(123,683)	(154,617)	(185,551)	(217,521)	(250,243)	(285,748)
	19.0%	(126,244)	(155,503)	(184,762)	(214,915)	(245,865)	(279,028)	(312,853)
	20.0%	(159,738)	(187,323)	(215,851)	(245,030)	(276,179)	(308,069)	(339,958)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	(276,179)							
	100,000	(6,738)	(34,323)	(62,851)	(92,030)	(123,179)	(155,069)	(186,958)
	150,000	(56,738)	(84,323)	(112,851)	(142,030)	(173,179)	(205,069)	(236,958)
	200,000	(106,738)	(134,323)	(162,851)	(192,030)	(223,179)	(255,069)	(286,958)
	250,000	(156,738)	(184,323)	(212,851)	(242,030)	(273,179)	(305,069)	(336,958)
	300,000	(206,738)	(234,323)	(262,851)	(292,030)	(323,179)	(355,069)	(386,958)
	350,000	(256,738)	(284,323)	(312,851)	(342,030)	(373,179)	(405,069)	(436,958)
	400,000	(306,738)	(334,323)	(362,851)	(392,030)	(423,179)	(455,069)	(486,958)
	450,000	(356,738)	(384,323)	(412,851)	(442,030)	(473,179)	(505,069)	(536,958)
	500,000	(406,738)	(434,323)	(462,851)	(492,030)	(523,179)	(555,069)	(586,958)
	550,000	(456,738)	(484,323)	(512,851)	(542,030)	(573,179)	(605,069)	(636,958)
	600,000	(506,738)	(534,323)	(562,851)	(592,030)	(623,179)	(655,069)	(686,958)
	650,000	(556,738)	(584,323)	(612,851)	(642,030)	(673,179)	(705,069)	(736,958)
	700,000	(606,738)	(634,323)	(662,851)	(692,030)	(723,179)	(755,069)	(786,958)
	750,000	(656,738)	(684,323)	(712,851)	(742,030)	(773,179)	(805,069)	(836,958)
	800,000	(706,738)	(734,323)	(762,851)	(792,030)	(823,179)	(855,069)	(886,958)
	850,000	(756,738)	(784,323)	(812,851)	(842,030)	(873,179)	(905,069)	(936,958)

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Scheme Typology: **Scheme X** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(276,179)	0	(96,316)	(123,901)	(151,485)	(179,069)	(207,274)	(236,300)	(266,638)
Net Zero (£ per unit)	2,000	(124,504)	(152,088)	(179,672)	(207,898)	(236,938)	(267,335)	(299,225)	(331,812)
4,500	4,000	(152,691)	(180,276)	(208,522)	(237,576)	(268,033)	(299,922)	(331,812)	(364,398)
	6,000	(180,879)	(209,146)	(238,214)	(268,730)	(300,619)	(332,509)	(364,398)	(396,985)
	8,000	(209,770)	(238,852)	(269,427)	(301,317)	(333,206)	(365,096)	(396,985)	(429,572)
	10,000	(239,490)	(270,125)	(302,014)	(333,903)	(365,793)	(397,682)	(429,572)	(462,159)
	12,000	(270,822)	(302,711)	(334,601)	(366,490)	(398,380)	(430,269)	(462,159)	(494,745)
	14,000	(303,409)	(335,298)	(367,187)	(399,077)	(430,966)	(462,856)	(494,745)	(527,332)
	16,000	(335,995)	(367,885)	(399,774)	(431,664)	(463,553)	(495,443)	(527,332)	(560,919)
	18,000	(368,582)	(400,471)	(432,361)	(464,250)	(496,140)	(528,029)	(560,919)	(593,506)
	20,000	(401,169)	(433,058)	(464,948)	(496,837)	(528,727)	(560,616)	(593,506)	(626,092)
	22,000	(433,755)	(465,645)	(497,534)	(529,424)	(561,313)	(593,203)	(626,092)	(658,679)
	24,000	(466,342)	(498,232)	(530,121)	(562,011)	(593,900)	(625,790)	(658,679)	(691,266)
	26,000	(498,929)	(530,818)	(562,708)	(594,597)	(626,487)	(658,376)	(691,266)	(723,852)
	28,000	(531,516)	(563,405)	(595,295)	(627,184)	(659,074)	(690,963)	(723,852)	(756,439)
	30,000	(564,102)	(595,992)	(627,881)	(659,771)	(691,660)	(723,550)	(756,439)	

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(276,179)	0.0%	(152,980)	(180,227)	(208,122)	(236,809)	(266,804)	(298,303)	(329,802)
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	(156,359)	(183,606)	(211,618)	(240,384)	(270,711)	(302,209)	(333,708)	(365,207)
	5.0%	(159,738)	(186,985)	(215,137)	(243,958)	(274,617)	(306,116)	(337,615)	(369,114)
	6.0%	(163,117)	(190,419)	(218,711)	(247,532)	(278,523)	(310,022)	(341,521)	(373,019)
	10.0%	(166,496)	(193,915)	(222,285)	(251,107)	(282,430)	(313,928)	(345,427)	(376,916)
	12.5%	(169,875)	(197,411)	(225,859)	(254,837)	(286,336)	(317,835)	(349,334)	(380,815)
	15.0%	(173,254)	(200,908)	(229,434)	(258,743)	(290,242)	(321,741)	(353,240)	(384,714)
	17.5%	(176,633)	(204,404)	(233,008)	(262,650)	(294,149)	(325,647)	(357,146)	(388,613)
	20.0%	(180,012)	(207,900)	(236,582)	(266,556)	(298,055)	(329,554)	(361,053)	(392,512)
	22.5%	(183,391)	(211,396)	(240,157)	(270,462)	(301,961)	(333,461)	(364,959)	(396,411)
	25.0%	(186,770)	(214,891)	(243,731)	(274,369)	(305,868)	(337,368)	(368,866)	(400,310)
	27.5%	(190,149)	(218,387)	(247,305)	(278,275)	(309,774)	(341,273)	(372,772)	(404,209)
	30.0%	(193,528)	(221,882)	(250,880)	(282,181)	(313,680)	(345,179)	(376,678)	(408,108)
	32.5%	(196,907)	(225,378)	(254,474)	(286,088)	(317,587)	(349,085)	(380,584)	(412,007)
	35.0%	(200,286)	(228,873)	(258,069)	(289,994)	(321,493)	(352,992)	(384,491)	(415,906)
	37.5%	(203,665)	(232,369)	(261,665)	(293,900)	(325,399)	(356,898)	(388,397)	(419,805)

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(276,179)	70%	511,325	482,227	453,128	424,030	394,932	365,834	336,735
		75%	400,383	371,547	342,712	313,876	285,040	256,205	227,369
Build Cost (105% = 5% increase)		80%	289,069	260,483	231,897	203,311	174,725	146,139	117,553
		85%	177,296	148,933	120,538	92,143	63,748	35,353	6,958
		90%	64,973	36,848	8,723	(19,402)	(47,526)	(75,651)	(103,776)
		95%	(47,383)	(75,237)	(103,092)	(130,946)	(158,801)	(186,656)	(214,511)
		100%	(159,738)	(187,323)	(215,851)	(245,030)	(276,179)	(308,069)	(339,958)
		105%	(278,512)	(310,089)	(341,666)	(373,243)	(404,821)	(436,398)	(467,975)
		110%	(408,403)	(439,668)	(470,932)	(502,197)	(533,462)	(564,726)	(595,991)
		115%	(538,294)	(569,246)	(600,198)	(631,151)	(662,103)	(693,055)	(724,007)
		120%	(668,184)	(698,824)	(729,464)	(760,104)	(790,744)	(821,384)	(852,024)
		125%	(798,075)	(828,403)	(858,730)	(889,058)	(919,385)	(949,713)	(980,040)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(276,179)	80%	(745,965)	(747,987)	(750,009)	(752,032)	(754,054)	(756,076)	(758,099)
		82%	(686,230)	(691,239)	(696,248)	(701,257)	(706,267)	(711,276)	(716,285)
Market Values (105% = 5% increase)		84%	(626,496)	(634,492)	(642,488)	(650,483)	(658,479)	(666,475)	(674,471)
		86%	(566,762)	(577,744)	(588,727)	(599,709)	(610,692)	(621,674)	(632,656)
		88%	(507,027)	(520,997)	(534,966)	(548,935)	(562,904)	(576,873)	(590,842)
		90%	(447,293)	(464,249)	(481,205)	(498,161)	(515,117)	(532,073)	(549,028)
		92%	(387,559)	(407,501)	(427,444)	(447,387)	(467,329)	(487,272)	(507,214)
		94%	(327,825)	(350,754)	(373,683)	(396,612)	(419,542)	(442,471)	(465,400)
		96%	(268,090)	(294,006)	(319,922)	(345,838)	(371,754)	(397,670)	(423,586)
		98%	(212,194)	(238,597)	(266,161)	(295,064)	(323,967)	(352,870)	(381,772)
		100%	(159,738)	(187,323)	(215,851)	(245,030)	(276,179)	(308,069)	(339,958)
		102%	(108,068)	(138,236)	(168,404)	(198,572)	(230,484)	(263,268)	(296,144)
		104%	(56,398)	(89,149)	(121,901)	(154,652)	(187,403)	(221,403)	(256,300)
		106%	(4,728)	(40,062)	(75,397)	(110,732)	(146,067)	(181,402)	(217,787)
		108%	46,943	9,024	(28,894)	(66,813)	(104,731)	(142,649)	(180,568)
		110%	98,613	58,111	17,609	(22,893)	(63,395)	(103,897)	(144,399)
		112%	150,283	107,198	64,112	21,027	(22,059)	(65,144)	(108,230)
		114%	201,953	156,284	110,615	64,946	19,277	(26,392)	(72,061)
		116%	253,545	205,371	157,118	108,866	60,614	12,361	(35,891)
		118%	305,046	254,329	203,612	152,786	101,950	51,114	278
		120%	356,506	303,254	249,962	196,670	143,286	89,866	36,447

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Scheme Typology: **Scheme X** No Units: **50**  
 Site Typology: Location / Value Zone: **Hednesford** Greenfield/Brownfield: **Brownfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(276,179)							
	5,000	(159,738)	(184,175)	(209,300)	(235,041)	(261,623)	(289,874)	(318,124)
	10,000	(159,738)	(181,027)	(202,786)	(225,052)	(247,572)	(271,679)	(296,290)
Grant (£ per unit)	15,000	(159,738)	(177,879)	(196,272)	(215,063)	(234,253)	(253,484)	(274,456)
	20,000	(159,738)	(174,732)	(189,758)	(205,272)	(220,934)	(236,794)	(252,654)
	25,000	(159,738)	(171,584)	(183,429)	(195,501)	(207,757)	(220,146)	(232,676)
	30,000	(159,738)	(168,436)	(177,134)	(185,832)	(194,730)	(203,729)	(212,729)
	35,000	(159,738)	(165,288)	(170,838)	(176,389)	(181,939)	(187,489)	(193,187)
	40,000	(159,738)	(162,141)	(164,543)	(166,945)	(169,348)	(171,750)	(174,152)
	45,000	(159,738)	(158,993)	(158,247)	(157,502)	(156,757)	(156,011)	(155,266)
	50,000	(159,738)	(155,845)	(151,952)	(148,059)	(144,166)	(140,273)	(136,379)
	55,000	(159,738)	(152,697)	(145,656)	(138,616)	(131,575)	(124,534)	(117,493)

**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

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

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

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				80 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% % Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	11.2		20.0%	3.2	18%	14.4		
3 bed House	40.0%	25.6		30.0%	4.8	38%	30.4		
4 bed House	15.0%	9.6		10.0%	1.6	14%	11.2		
5 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
1 bed Flat	10.0%	6.4		20.0%	3.2	12%	9.6		
2 bed Flat	17.5%	11.2		20.0%	3.2	18%	14.4		
3 bed Flat	0.0%	0.0		0.0%	0.0	0%	0.0		
Total number of units	100.0%	64.0		100.0%	16.0	100%	80.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	58.0	624				58.0	624		
2 bed House	79.0	850				79.0	850		
3 bed House	93.0	1,001				93.0	1,001		
4 bed House	115.0	1,238				115.0	1,238		
5 bed House	0.0	0				0.0	0		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	70.0	753		85.0%		82.4	886		
3 bed Flat	80.0	861		85.0%		94.1	1,013		
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	58.0	624				58.0	624		
2 bed House	79.0	850				79.0	850		
3 bed House	93.0	1,001				93.0	1,001		
4 bed House	115.0	1,238				115.0	1,238		
5 bed House	0.0	0				0.0	0		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	70.0	753		85.0%		82.4	886		
3 bed Flat	80.0	861		85.0%		94.1	1,013		
<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	885	9,524		253	2,721	1,138		12,245	
3 bed House	2,381	25,627		446	4,805	2,827		30,432	
4 bed House	1,104	11,883		184	1,981	1,288		13,864	
5 bed House	0	0		0	0	0		0	
1 bed Flat	376	4,052		188	2,026	565		6,078	
2 bed Flat	922	9,928		264	2,837	1,186		12,765	
3 bed Flat	0	0		0	0	0		0	
	5,668	61,014		1,335	14,369	7,003		75,384	
AH % by floor area:		19.06% 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	147,000	2,534	235				0		
2 bed House	250,000	3,165	294				3,600,000		
3 bed House	305,000	3,280	305				9,272,000		
4 bed House	430,000	3,739	347				4,816,000		
5 bed House	0	0	0				0		
1 bed Flat	125,000	2,500	232				1,200,000		
2 bed Flat	175,000	2,500	232				2,520,000		
3 bed Flat	0	0	0				0		
							21,408,000		
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	102,900	70%	80,850	55%	102,900	70%	95,550	65%	
2 bed House	175,000	70%	137,500	55%	175,000	70%	162,500	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	301,000	70%	236,500	55%	250,000	70%	279,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	87,500	70%	68,750	55%	87,500	70%	81,250	65%	
2 bed Flat	122,500	70%	96,250	55%	122,500	70%	113,750	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

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

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	147,000	-
2 bed House	11.2	@	250,000	2,800,000
3 bed House	25.6	@	305,000	7,808,000
4 bed House	9.6	@	430,000	4,128,000
5 bed House	0.0	@	0	-
1 bed Flat	6.4	@	125,000	800,000
2 bed Flat	11.2	@	175,000	1,960,000
3 bed Flat	0.0	@	0	-
	<b>64.0</b>			<b>17,496,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.8	@	175,000	140,000
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	301,000	120,400
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	87,500	70,000
2 bed Flat	0.8	@	122,500	98,000
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>684,600</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	80,850	-
2 bed House	1.1	@	137,500	154,000
3 bed House	1.7	@	167,750	281,820
4 bed House	0.6	@	236,500	132,440
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	68,750	77,000
2 bed Flat	1.1	@	96,250	107,800
3 bed Flat	0.0	@	0	-
	<b>5.6</b>			<b>753,060</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	102,900	-
2 bed House	0.8	@	175,000	140,000
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	250,000	100,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	87,500	70,000
2 bed Flat	0.8	@	122,500	98,000
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>664,200</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	95,550	-
2 bed House	0.5	@	162,500	78,000
3 bed House	0.7	@	198,250	142,740
4 bed House	0.2	@	279,500	67,080
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	81,250	39,000
2 bed Flat	0.5	@	113,750	54,600
3 bed Flat	0.0	@	0	-
	<b>2.4</b>	<b>16.0</b>		<b>381,420</b>
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>19,979,280</b>
<b>AH on-site cost analysis:</b>				
			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,428,720</b>
		<b>204 £ psm (total GIA sqm)</b>	<b>17,859 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>16</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>19,979,280</b>



# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Scheme Typology: **Scheme Y** No Units: **80**  
 Site Typology: Location / Value Zone: **Hednesford** 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 (Mrkt only + garages) 5,844 sqm 58.84 £ psm (343,867)									
<b>CIL analysis:</b> 1.72% % of GDV 4,298 £ 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 @		0		per unit		
<b>Sub-total</b>									
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 7,003 sqm (total) 0 £ psm									
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.29 ha @ 50,000 £ per ha (if brownfield) (114,286)									
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		
<b>Sub-total</b>									
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,315 psm									
2 bed House 1,138 sqm @ 1,315 psm (1,495,944)									
3 bed House 2,827 sqm @ 1,315 psm (3,717,768)									
4 bed House 1,288 sqm @ 1,315 psm (1,693,720)									
5 bed House - sqm @ 1,315 psm									
1 bed Flat 565 sqm @ 1,493 psm (843,106)									
2 bed Flat 1,186 sqm @ 1,493 psm (1,770,522)									
3 bed Flat 7,003 - sqm @ 1,493 psm									
Garages for 3B House (Mrkt only) 26 10% units @ 18 sqm @ 640 psm (29,491)									
Garages for 4B House (Mrkt only) 10 75% units @ 18 sqm @ 640 psm (82,944)									
Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 640 psm									
External works 176 9,633,495 @ 15.0% (1,445,024)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 80 units @ 268 £ per unit (21,440)									
M4(2) Category 2 Housing tenure weighted u 80 units @ 94.0% @ 521 £ per unit (39,179)									
M4(3) (10%AH 5%OMS) tenure weighted u 80 units @ 6.0% @ 10,111 £ per unit (48,533)									
Net Zero Cost (2025 FHS Part L) 80 units @ 4,500 £ per unit (360,000)									
SAC 80 units @ 291 £ per unit (23,246)									
EV Charging Points - Houses 56 units @ 1,000 £ per unit (56,000)									
EV Charging Points - Flats 24 units @ 4 flats per charger 10,000 £ per 4 units (60,000)									
Water Efficiency (Climate change policy) 80 units @ 10 £ per unit (800)									
<b>Sub-total</b> (609,198)									
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction) 11,802,004 @ 5.0% (590,100)									

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

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

<b>Professional Fees</b>	11,802,004 @	6.5%		(767,130)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	17,496,000 OMS @	3.00%	6,561 £ per unit	(524,880)
Residential Sales Agent Costs	17,496,000 OMS @	1.00%	2,187 £ per unit	(174,960)
Residential Sales Legal Costs	17,496,000 OMS @	0.25%	547 £ per unit	(43,740)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,170 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(103,158)
<b>Developers Profit -</b>				
Profit on OMS	17,496,000	20.00%		(3,499,200)
Margin on AH	2,483,280	6.00% on AH values		(148,997)
<b>Profit analysis:</b>	<b>19,979,280</b>	<b>18.26% blended GDV</b>	<b>(3,648,197)</b>	
	<b>14,446,838</b>	<b>25.25% on costs</b>	<b>(3,648,197)</b>	
<b>TOTAL COSTS</b>				<b>(18,095,035)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				1,884,245
SDLT	1,884,245 @	HMRC formula		(83,712)
Acquisition Agent fees	1,884,245 @	1.0%		(18,842)
Acquisition Legal fees	1,884,245 @	0.5%		(9,421)
Interest on Land	1,884,245 @	7.00%		(131,897)
Residual Land Value				<b>1,640,372</b>
<b>RLV analysis:</b>	<b>20,505 £ per plot</b>	<b>717,663 £ per ha (net)</b>	<b>290,434 £ per acre (net)</b>	
		<b>681,779 £ per ha (gross)</b>	<b>275,912 £ per acre (gross)</b>	
			<b>8.21% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.29 ha (net)		5.65 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	2.41 ha (gross)		5.95 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	231,000 £ per acre (net)	<b>1,304,688</b>
<b>BLV analysis:</b>		<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>	

<b>BALANCE</b>			
Surplus/(Deficit)	146,862 £ per ha (net)	59,434 £ per acre (net)	335,684

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

Scheme Typology: **Scheme Y** No Units: **80**  
 Site Typology: Location / Value Zone: **Hednesford** 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	59,434	0.00	241,535	209,433	177,308	145,165	113,022	80,879	48,735
	10.00	230,180	198,637	167,063	135,489	103,914	72,340	40,766	
	20.00	218,824	187,822	156,817	125,812	94,807	63,802	32,797	
	30.00	207,442	177,007	146,571	116,135	85,700	55,264	24,828	
	40.00	196,058	166,192	136,325	106,459	76,592	46,726	16,859	
	50.00	184,674	155,377	126,080	96,782	67,485	38,188	8,890	
	60.00	173,290	144,562	115,834	87,106	58,378	29,650	922	
	70.00	161,906	133,747	105,588	77,429	49,270	21,111	(7,047)	
	80.00	150,521	122,932	95,342	67,753	40,163	12,573	(15,016)	
	90.00	139,137	112,117	85,096	58,076	31,056	4,035	(22,985)	
	100.00	127,753	101,302	74,851	48,399	21,948	(4,503)	(30,954)	
	110.00	116,369	90,487	64,605	38,723	12,841	(13,041)	(38,923)	
	120.00	104,985	79,672	54,359	29,046	3,733	(21,579)	(46,892)	
	130.00	93,600	68,857	44,113	19,370	(5,374)	(30,118)	(54,861)	
	140.00	82,216	58,042	33,867	9,693	(14,481)	(38,656)	(62,830)	
	150.00	70,832	47,227	23,622	16	(23,589)	(47,194)	(70,799)	
	160.00	59,448	36,412	13,376	(9,660)	(32,696)	(55,732)	(78,768)	
	170.00	48,063	25,597	3,130	(19,337)	(41,803)	(64,270)	(86,737)	
	180.00	36,679	14,782	(7,116)	(29,013)	(50,911)	(72,808)	(94,706)	
	190.00	25,295	3,967	(17,362)	(38,690)	(60,018)	(81,346)	(102,675)	
200.00	13,911	(6,848)	(27,607)	(48,366)	(69,126)	(89,885)	(110,644)		
210.00	2,527	(17,663)	(37,853)	(58,043)	(78,233)	(98,423)	(118,613)		
220.00	(8,858)	(28,478)	(48,099)	(67,720)	(87,340)	(106,961)	(126,582)		
230.00	(20,242)	(39,293)	(58,345)	(77,396)	(96,448)	(115,499)	(134,551)		
240.00	(31,626)	(50,108)	(68,590)	(87,073)	(105,555)	(124,037)	(142,520)		
250.00	(43,010)	(60,923)	(78,836)	(96,749)	(114,662)	(132,575)	(150,488)		

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000	162,143	133,349	104,555	75,761	46,967	18,173	(10,621)
	2,000	149,676	120,882	92,088	63,294	34,500	5,706	(23,088)
	3,000	137,209	108,415	79,621	50,827	22,033	(6,761)	(35,555)
	4,000	124,742	95,948	67,154	38,360	9,566	(19,228)	(48,022)
	5,000	112,275	83,481	54,687	25,893	(2,901)	(31,695)	(60,489)
	6,000	99,808	71,014	42,220	13,426	(15,368)	(44,163)	(72,957)
	7,000	87,341	58,547	29,753	959	(27,836)	(56,630)	(85,424)
	8,000	74,874	46,080	17,286	(11,509)	(40,303)	(69,097)	(97,891)
	9,000	62,407	33,613	4,818	(23,976)	(52,770)	(81,564)	(110,358)
	10,000	49,940	21,145	(7,649)	(36,443)	(65,237)	(94,031)	(122,825)
	11,000	37,472	8,678	(20,116)	(48,910)	(77,704)	(106,498)	(135,292)
	12,000	25,005	(3,789)	(32,583)	(61,377)	(90,171)	(118,965)	(147,759)
	13,000	12,538	(16,256)	(45,050)	(73,844)	(102,638)	(131,432)	(160,226)
	14,000	71	(28,723)	(57,517)	(86,311)	(115,105)	(143,899)	(172,693)
	15,000	(12,396)	(41,190)	(69,984)	(98,778)	(127,572)	(156,366)	(185,160)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	342,082	304,914	267,746	230,579	193,411	156,243	119,076
	16.0%	308,587	273,094	237,602	202,109	166,616	131,123	95,630
	17.0%	275,093	241,275	207,457	173,638	139,820	106,002	72,184
	18.0%	241,599	209,455	177,312	145,168	113,025	80,881	48,738
	19.0%	208,105	177,636	147,167	116,698	86,229	55,761	25,292
	20.0%	174,610	145,816	117,022	88,228	59,434	30,640	1,846

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 231,000	100,000	305,610	276,816	248,022	219,228	190,434	161,640	132,846
	150,000	255,610	226,816	198,022	169,228	140,434	111,640	82,846
	200,000	205,610	176,816	148,022	119,228	90,434	61,640	32,846
	250,000	155,610	126,816	98,022	69,228	40,434	11,640	(17,154)
	300,000	105,610	76,816	48,022	19,228	(9,566)	(38,360)	(67,154)
	350,000	55,610	26,816	(1,978)	(30,772)	(59,566)	(88,360)	(117,154)
	400,000	5,610	(23,184)	(51,978)	(80,772)	(109,566)	(138,360)	(167,154)
	450,000	(44,390)	(73,184)	(101,978)	(130,772)	(159,566)	(188,360)	(217,154)
	500,000	(94,390)	(123,184)	(151,978)	(180,772)	(209,566)	(238,360)	(267,154)
	550,000	(144,390)	(173,184)	(201,978)	(230,772)	(259,566)	(288,360)	(317,154)
	600,000	(194,390)	(223,184)	(251,978)	(280,772)	(309,566)	(338,360)	(367,154)
	650,000	(244,390)	(273,184)	(301,978)	(330,772)	(359,566)	(388,360)	(417,154)
	700,000	(294,390)	(323,184)	(351,978)	(380,772)	(409,566)	(438,360)	(467,154)
	750,000	(344,390)	(373,184)	(401,978)	(430,772)	(459,566)	(488,360)	(517,154)
	800,000	(394,390)	(423,184)	(451,978)	(480,772)	(509,566)	(538,360)	(567,154)
	850,000	(444,390)	(473,184)	(501,978)	(530,772)	(559,566)	(588,360)	(617,154)

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

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

**TABLE 5**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	59,434							
	0	237,362	208,600	179,836	151,042	122,248	93,454	64,659
Net Zero	2,000	209,507	180,713	151,919	123,125	94,330	65,536	36,742
(£ per unit)	4,000	181,590	152,796	124,002	95,207	66,413	37,619	8,825
4,500	6,000	153,673	124,878	96,084	67,290	38,496	9,702	(19,092)
	8,000	125,755	96,961	68,167	39,373	10,579	(18,215)	(47,009)
	10,000	97,838	69,044	40,250	11,456	(17,338)	(46,132)	(74,926)
	12,000	69,921	41,127	12,333	(16,461)	(45,255)	(74,049)	(102,843)
	14,000	42,004	13,210	(15,584)	(44,378)	(73,172)	(101,966)	(130,760)
	16,000	14,087	(14,707)	(43,501)	(72,295)	(101,089)	(129,883)	(158,678)
	18,000	(13,830)	(42,624)	(71,418)	(100,212)	(129,006)	(157,801)	(186,595)
	20,000	(41,747)	(70,541)	(99,335)	(128,130)	(156,924)	(185,718)	(215,525)
	22,000	(69,664)	(98,459)	(127,253)	(156,047)	(184,841)	(214,598)	(246,362)
	24,000	(97,582)	(126,376)	(155,170)	(183,964)	(213,670)	(243,348)	(278,636)
	26,000	(125,499)	(154,293)	(183,087)	(212,742)	(242,334)	(272,622)	(310,910)
	28,000	(153,416)	(182,210)	(211,815)	(241,320)	(271,608)	(301,896)	(343,184)
	30,000	(181,333)	(210,887)	(240,307)	(270,594)	(300,882)	(331,170)	(375,458)

**TABLE 6**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	59,434							
	0.0%	181,304	152,844	124,385	95,925	67,466	39,006	10,547
M4(3) Category 3 Housing	2.5%	177,957	149,498	121,038	92,579	64,119	35,660	7,200
(% of OMS & AH units)	5.0%	174,610	146,151	117,692	89,232	60,773	32,313	3,854
6.0%	7.5%	171,264	142,804	114,345	85,886	57,426	28,967	507
	10.0%	167,917	139,458	110,998	82,539	54,080	25,620	(2,839)
	12.5%	164,571	136,111	107,652	79,192	50,733	22,274	(6,186)
	15.0%	161,224	132,765	104,305	75,846	47,386	18,927	(9,532)
	17.5%	157,878	129,418	100,959	72,499	44,040	15,580	(12,879)
	20.0%	154,531	126,072	97,612	69,153	40,693	12,234	(16,226)
	22.5%	151,184	122,725	94,266	65,806	37,347	8,887	(19,572)
	25.0%	147,838	119,378	90,919	62,460	34,000	5,541	(22,919)
	27.5%	144,491	116,032	87,572	59,113	30,654	2,194	(26,265)
	30.0%	141,145	112,685	84,226	55,766	27,307	(1,152)	(29,612)
	32.5%	137,798	109,339	80,879	52,420	23,960	(4,499)	(32,958)
	35.0%	134,452	105,992	77,533	49,073	20,614	(7,845)	(36,305)
	37.5%	131,105	102,646	74,186	45,727	17,267	(11,192)	(39,651)

**TABLE 7**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	59,434							
	70%	748,640	718,638	688,635	658,633	628,619	598,602	568,584
	75%	653,382	623,592	593,801	564,010	534,220	504,429	474,638
Build Cost	80%	557,995	528,422	498,849	469,276	439,703	410,130	380,557
100%	85%	462,476	433,112	403,747	374,383	345,018	315,653	286,289
(105% = 5% increase)	90%	366,774	337,609	308,443	279,278	250,113	220,948	191,782
	95%	270,836	241,861	212,886	183,911	154,936	125,964	96,940
	100%	174,610	145,816	117,022	88,228	59,434	30,640	1,846
	105%	78,231	49,652	21,072	(7,508)	(36,088)	(64,668)	(93,248)
	110%	(18,147)	(46,513)	(74,879)	(103,244)	(131,610)	(159,976)	(188,341)
	115%	(114,526)	(142,678)	(170,829)	(199,263)	(228,875)	(261,223)	(293,768)
	120%	(211,710)	(242,216)	(274,513)	(306,810)	(339,108)	(371,405)	(403,703)
	125%	(321,339)	(353,389)	(385,438)	(417,488)	(449,538)	(481,588)	(513,638)

**TABLE 8**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	59,434							
	80%	(358,232)	(361,820)	(365,408)	(368,996)	(372,584)	(376,172)	(379,761)
	82%	(298,832)	(305,390)	(311,948)	(318,507)	(325,065)	(331,623)	(338,181)
Market Values	84%	(239,433)	(248,961)	(258,489)	(268,017)	(277,545)	(287,073)	(296,601)
100%	86%	(185,054)	(196,039)	(207,237)	(218,672)	(230,108)	(242,523)	(255,021)
(105% = 5% increase)	88%	(133,674)	(147,054)	(160,433)	(173,813)	(187,193)	(200,910)	(214,934)
	90%	(82,293)	(98,242)	(114,191)	(130,140)	(146,089)	(162,038)	(177,986)
	92%	(30,912)	(49,430)	(67,948)	(86,466)	(104,984)	(123,502)	(142,020)
	94%	20,468	(619)	(21,706)	(42,793)	(63,880)	(84,967)	(106,054)
	96%	71,849	48,193	24,537	881	(22,775)	(46,431)	(70,087)
	98%	123,230	97,005	70,780	44,555	18,330	(7,896)	(34,121)
	100%	174,610	145,816	117,022	88,228	59,434	30,640	1,846
	102%	225,982	194,628	163,265	131,902	100,539	69,176	37,812
	104%	277,246	243,358	209,470	175,575	141,643	107,711	73,779
	106%	328,499	292,059	255,608	219,157	182,705	146,247	109,745
	108%	379,659	340,688	301,717	262,731	223,717	184,702	145,688
	110%	430,818	389,289	347,760	306,231	264,702	223,150	181,573
	112%	481,919	437,872	393,804	349,717	305,630	261,543	217,456
	114%	532,986	486,385	439,785	393,185	346,557	299,912	253,267
	116%	584,052	534,899	485,745	436,592	387,438	338,282	289,079
	118%	635,082	583,412	531,705	479,998	428,292	376,585	324,878
	120%	686,067	631,850	577,633	523,405	469,145	414,885	360,625

# 240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1

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

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	59,434							
	5,000	174,610	148,938	123,265	97,592	71,919	46,246	20,574
	10,000	174,610	152,059	129,507	106,956	84,404	61,853	39,301
Grant (£ per unit)	15,000	174,610	155,180	135,750	116,320	96,889	77,459	58,029
	20,000	174,610	158,301	141,992	125,683	109,374	93,066	76,757
	25,000	174,610	161,423	148,235	135,047	121,860	108,672	95,484
	30,000	174,610	164,544	154,478	144,411	134,345	124,278	114,212
	35,000	174,610	167,665	160,720	153,775	146,830	139,879	132,912
	40,000	174,610	170,786	166,963	163,139	159,301	155,446	151,592
	45,000	174,610	173,908	173,205	172,495	171,754	171,014	170,273
	50,000	174,610	177,029	179,448	181,835	184,208	186,581	188,953
	55,000	174,610	180,150	185,690	191,176	196,662	202,148	207,591

**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

240827 Cannock (Hednesford)\_Whole Plan Viability Appraisals W - Y v0.1 - Summary Table

Appraisal Ref:	W	X	Y
Scheme Typology:	Scheme W	Scheme X	Scheme Y
No Units:	80	50	80
Location / Value Zone:	Hednesford	Hednesford	Hednesford
Greenfield/Brownfield:	Greenfield	Brownfield	Brownfield
Notes:	0	0	0
Total GDV (£)	19,979,280	12,487,050	19,979,280
<b>Policy Assumptions</b>	-	-	-
AH Target % (& mix):	20%	20%	20%
Affordable Rent:	25%	25%	25%
Social Rent:	35%	35%	35%
First Homes:	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.26%	18.26%	18.26%
Developers Profit (% on costs)	25.38%	22.16%	25.25%
Developers Profit Total (£)	3,648,197	2,280,123	3,648,197
<b>Land Value KPI's</b>	-	-	-
RLV (£/acre (net))	301,174	(23,179)	290,434
RLV (£/ha (net))	744,201	(57,276)	717,663
RLV (% of GDV)	8.51%	-0.66%	8.21%
RLV Total (£)	1,701,030	(81,823)	1,640,372
BLV (£/acre (net))	133,529	253,000	231,000
BLV (£/ha (net))	329,950	625,163	570,801
BLV Total (£)	754,172	893,090	1,304,688
Surplus/Deficit (£/acre) [RLV-BLV]	167,645	(276,179)	59,434
Surplus/Deficit (£/ha)	414,250	(682,439)	146,862
Surplus/Deficit Total (£)	946,858	(974,913)	335,684
<b>Plan Viability comments</b>	Viable	Not Viable	Viable

<b>Plan Viability comments</b>	Viable	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viable	if RLV < BLV, and RLV is negative

## 240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivity for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240831	v0.1	Updated the appraisal
240903	v0.1	Issued the final version to client

240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

Appraisal Ref: **AT** (see Typologies Matrix)  
 Scheme Typology: **Scheme AT**  
 Site Typology: **Norton Canes Greenfield/Brownfield: Brownfield**  
 Notes: **No Units: 20**  
 Location / Value Zone: **Norton Canes Greenfield/Brownfield: Brownfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		20 Units							
AH Policy requirement (% Target)		20%							
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%							
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		58.84 £ 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	17.5%	2.8	20.0%	0.8	18%	3.6			
3 bed House	40.0%	6.4	30.0%	1.2	38%	7.6			
4 bed House	15.0%	2.4	10.0%	0.4	14%	2.8			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	1.6	20.0%	0.8	12%	2.4			
2 bed Flat	17.5%	2.8	20.0%	0.8	18%	3.6			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	16.0	100.0%	4.0	100%	20.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	221	2,381	63	680	284		3,061		
3 bed House	595	6,407	112	1,201	707		7,608		
4 bed House	276	2,971	46	495	322		3,466		
5 bed House	0	0	0	0	0		0		
1 bed Flat	94	1,013	47	507	141		1,520		
2 bed Flat	231	2,482	66	709	296		3,191		
3 bed Flat	0	0	0	0	0		0		
	1,417	15,254	334	3,592	1,751		18,846		
AH % by floor area:		19.06% 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	160,000	2,759	256	0					
2 bed House	260,000	3,291	306	936,000					
3 bed House	315,000	3,387	315	2,394,000					
4 bed House	450,000	3,913	364	1,260,000					
5 bed House	0	0	0	0					
1 bed Flat	135,000	2,700	251	324,000					
2 bed Flat	200,000	2,857	265	720,000					
3 bed Flat	0	0	0	0					
				5,634,000					
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%	
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									



# 240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

Scheme Typology: **Scheme AT** No Units: **20**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	2.8	@	260,000	728,000
3 bed House	6.4	@	315,000	2,016,000
4 bed House	2.4	@	450,000	1,080,000
5 bed House	0.0	@	0	-
1 bed Flat	1.6	@	135,000	216,000
2 bed Flat	2.8	@	200,000	560,000
3 bed Flat	0.0	@	0	-
	16.0			4,600,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.2	@	182,000	36,400
3 bed House	0.3	@	220,500	66,150
4 bed House	0.1	@	315,000	31,500
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	94,500	18,900
2 bed Flat	0.2	@	140,000	28,000
3 bed Flat	0.0	@	0	-
	1.0			180,950
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	0.3	@	143,000	40,040
3 bed House	0.4	@	173,250	72,765
4 bed House	0.1	@	247,500	34,650
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	74,250	20,790
2 bed Flat	0.3	@	110,000	30,800
3 bed Flat	0.0	@	0	-
	1.4			199,045
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.2	@	182,000	36,400
3 bed House	0.3	@	220,500	66,150
4 bed House	0.1	@	250,000	25,000
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	94,500	18,900
2 bed Flat	0.2	@	140,000	28,000
3 bed Flat	0.0	@	0	-
	1.0			174,450
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.1	@	169,000	20,280
3 bed House	0.2	@	204,750	36,855
4 bed House	0.1	@	292,500	17,550
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	87,750	10,530
2 bed Flat	0.1	@	130,000	15,600
3 bed Flat	0.0	@	0	-
	0.6	4.0		100,815
<b>Sub-total GDV Residential</b>				
	<b>20</b>			<b>5,255,260</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>378,740</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	4	AH units @	0	per unit
<b>Total GDV</b>				
				<b>5,255,260</b>

240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

Scheme Typology: **Scheme AT** No Units: **20**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (9,240)									
Planning Application Professional Fees, Surveys and reports (30,000)									
CIL (Mrkt only + garages) (85,967)									
CIL analysis: 1,461 sqm 58.84 £ psm 1.64% % of GDV 4,298 £ 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			20 units @		0			per unit	-
Sub-total									-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 1,751 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.57 ha @ 50,000 £ per ha (if brownfield) (28,571)									
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			20 units @		0			per unit	-
Sub-total									-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,531 psm									
2 bed House 284 sqm @ 1,531 psm (435,416)									
3 bed House 707 sqm @ 1,531 psm (1,082,111)									
4 bed House 322 sqm @ 1,531 psm (492,982)									
5 bed House - sqm @ 1,531 psm									
1 bed Flat 141 sqm @ 1,681 psm (237,318)									
2 bed Flat 296 sqm @ 1,681 psm (498,367)									
3 bed Flat 1,751 - sqm @ 1,681 psm									
Garages for 3B House (Mrkt only) 6 10% units @ 18 sqm @ 640 psm (7,373)									
Garages for 4B House (Mrkt only) 2 75% units @ 18 sqm @ 640 psm (20,736)									
Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 640 psm									
External works 44 2,774,303 @ 15.0% (416,145)									
Ext. Works analysis: 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 20 units @ 268 £ per unit (5,360)									
M4(2) Category 2 Housing tenure weighted u 20 units @ 94.0% @ 521 £ per unit (9,795)									
M4(3) (10%AH 5%OMS) tenure weighted u 20 units @ 6.0% @ 10,111 £ per unit (12,133)									
Net Zero Cost (2025 FHS Part L) 20 units @ 4,500 £ per unit (90,000)									
SAC 20 units @ 291 £ per unit (5,812)									
EV Charging Points - Houses 14 units @ 1,000 £ per unit (14,000)									
EV Charging Points - Flats 6 units @ 4 flats per charger 10,000 £ per 4 units (15,000)									
Water Efficiency (Climate change policy) 20 units @ 10 £ per unit (200)									
Sub-total (152,300)									
Policy Costs analysis: (design costs only) 7,615 £ per unit (total units)									
Contingency (on construction) 3,371,319 @ 5.0% (168,566)									

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Scheme Typology: **Scheme AT** No Units: **20**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	3,371,319 @	6.5%		(219,136)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	4,600,000 OMS @	3.00%	6,900 £ per unit	(138,000)
Residential Sales Agent Costs	4,600,000 OMS @	1.00%	2,300 £ per unit	(46,000)
Residential Sales Legal Costs	4,600,000 OMS @	0.25%	575 £ per unit	(11,500)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,275 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(77,463)
<b>Developers Profit -</b>				
Profit on OMS	4,600,000	20.00%		(920,000)
Margin on AH	655,260	6.00% on AH values		(39,316)
<b>Profit analysis:</b>	<b>5,255,260</b>	<b>18.25% blended GDV</b>	<b>(959,316)</b>	
	<b>4,147,190</b>	<b>23.13% on costs</b>	<b>(959,316)</b>	
<b>TOTAL COSTS</b>				<b>(5,106,506)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				148,754
SDLT	148,754 @	HMRC formula		-
Acquisition Agent fees	148,754 @	1.0%		(1,488)
Acquisition Legal fees	148,754 @	0.5%		(744)
Interest on Land	148,754 @	7.00%		(10,413)
Residual Land Value				<b>136,110</b>
<b>RLV analysis:</b>	<b>6,805 £ per plot</b>	<b>238,192 £ per ha (net)</b>	<b>96,395 £ per acre (net)</b>	
		<b>226,283 £ per ha (gross)</b>	<b>91,575 £ per acre (gross)</b>	
			<b>2.59% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	0.57 ha (net)		1.41 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	0.60 ha (gross)		1.49 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	253,000 £ per acre (net)	357,236
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(386,971) £ per ha (net)</b>	<b>(156,605) £ per acre (net)</b>	<b>(221,126)</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

Scheme Typology: **Scheme AT** No Units: **20**  
 Site Typology: Location / Value Zone: **Norton Canes 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(156,605)								
	0.00	27,616	(4,239)	(36,093)	(67,948)	(100,058)	(133,017)	(166,204)	
	10.00	16,009	(15,265)	(46,539)	(77,813)	(109,665)	(142,024)	(174,798)	
	CIL £ psm 58.84	20.00	4,403	(26,291)	(56,985)	(87,679)	(119,273)	(151,031)	(183,392)
		30.00	(7,204)	(37,317)	(67,431)	(97,722)	(128,880)	(160,133)	(191,987)
		40.00	(18,810)	(48,344)	(77,877)	(107,930)	(138,487)	(169,341)	(200,581)
		50.00	(30,417)	(59,370)	(88,322)	(118,138)	(148,094)	(178,549)	(209,175)
		60.00	(42,023)	(70,396)	(98,989)	(128,345)	(157,744)	(187,757)	(217,769)
		70.00	(53,630)	(81,422)	(109,797)	(138,553)	(167,566)	(196,965)	(226,363)
		80.00	(65,236)	(92,450)	(120,605)	(148,761)	(177,388)	(206,173)	(234,958)
		90.00	(76,843)	(103,858)	(131,413)	(159,039)	(187,210)	(215,381)	(243,552)
		100.00	(88,449)	(115,267)	(142,221)	(169,475)	(197,032)	(224,589)	(252,146)
		110.00	(100,321)	(126,675)	(153,029)	(179,911)	(206,854)	(233,797)	(261,459)
		120.00	(112,330)	(138,084)	(164,017)	(190,347)	(216,676)	(243,005)	(270,852)
		130.00	(124,339)	(149,493)	(175,067)	(200,782)	(226,498)	(252,213)	(280,244)
		140.00	(136,348)	(161,015)	(186,117)	(211,218)	(236,320)	(262,203)	(289,637)
		150.00	(148,357)	(172,679)	(197,166)	(221,654)	(246,142)	(272,267)	(299,029)
		160.00	(160,468)	(184,342)	(208,216)	(232,090)	(256,239)	(282,330)	(308,422)
		170.00	(172,746)	(196,006)	(219,266)	(242,526)	(266,973)	(292,394)	(317,814)
		180.00	(185,023)	(207,669)	(230,315)	(252,961)	(277,707)	(302,457)	(327,213)
190.00		(197,301)	(219,333)	(241,365)	(264,363)	(288,442)	(312,521)	(336,659)	
200.00	(209,578)	(230,996)	(252,415)	(275,768)	(299,176)	(322,591)	(346,104)		
210.00	(221,856)	(242,660)	(264,436)	(287,173)	(309,911)	(332,711)	(355,550)		
220.00	(234,133)	(254,446)	(276,513)	(298,579)	(320,667)	(342,832)	(364,996)		
230.00	(246,410)	(267,193)	(288,589)	(309,984)	(331,462)	(352,952)	(374,441)		
240.00	(259,216)	(279,940)	(300,665)	(321,443)	(342,257)	(363,072)	(383,887)		
250.00	(272,634)	(292,688)	(312,772)	(332,912)	(353,052)	(373,193)	(393,333)		

**TABLE 2**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(156,605)								
	1,000	(53,388)	(81,827)	(110,886)	(140,312)	(170,050)	(200,134)	(230,217)	
	2,000	(66,098)	(94,612)	(124,038)	(153,464)	(183,495)	(213,579)	(243,663)	
	Site Specific S106	3,000	(78,809)	(107,763)	(137,189)	(166,857)	(196,941)	(227,024)	(257,490)
		4,000	(91,519)	(120,914)	(150,340)	(180,302)	(210,386)	(240,470)	(272,184)
		5,000	(104,640)	(134,066)	(163,664)	(193,747)	(223,831)	(254,000)	(286,878)
		6,000	(117,791)	(147,217)	(177,109)	(207,193)	(237,276)	(268,694)	(301,572)
		7,000	(130,942)	(160,471)	(190,554)	(220,638)	(250,722)	(283,388)	(316,267)
		8,000	(144,094)	(173,916)	(204,000)	(234,083)	(265,204)	(298,083)	(330,988)
		9,000	(157,277)	(187,361)	(217,445)	(247,528)	(279,898)	(312,777)	(345,766)
		10,000	(170,723)	(200,806)	(230,890)	(261,714)	(294,593)	(327,505)	(360,543)
		11,000	(184,168)	(214,252)	(244,335)	(276,409)	(309,287)	(342,283)	(375,320)
		12,000	(197,613)	(227,697)	(258,225)	(291,103)	(324,023)	(357,060)	(390,098)
		13,000	(211,058)	(241,142)	(272,919)	(305,797)	(338,800)	(371,837)	(404,875)
		14,000	(224,504)	(254,735)	(287,613)	(320,540)	(353,577)	(386,615)	(419,652)
		15,000	(237,949)	(269,429)	(302,307)	(335,317)	(368,355)	(401,392)	(434,430)

**TABLE 3**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(156,605)								
	15.0%	135,447	98,201	60,955	23,709	(13,537)	(50,783)	(88,029)	
	16.0%	100,222	64,738	29,253	(6,232)	(41,717)	(77,201)	(113,389)	
	Profit 20.0%	17.0%	64,997	31,274	(2,449)	(36,173)	(69,896)	(104,009)	(138,902)
		18.0%	29,773	(2,190)	(34,152)	(66,114)	(98,273)	(131,344)	(164,607)
		19.0%	(5,452)	(35,653)	(65,854)	(96,182)	(127,430)	(158,743)	(190,690)
		20.0%	(40,677)	(69,117)	(97,735)	(127,161)	(156,605)	(186,689)	(216,772)

**TABLE 4**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(156,605)								
	100,000	112,323	83,883	55,265	25,839	(3,605)	(33,689)	(63,772)	
	150,000	62,323	33,883	5,265	(24,161)	(53,605)	(83,689)	(113,772)	
	BLV (£ per acre) 253,000	200,000	12,323	(16,117)	(44,735)	(74,161)	(103,605)	(133,689)	(163,772)
		250,000	(37,677)	(66,117)	(94,735)	(124,161)	(153,605)	(183,689)	(213,772)
		300,000	(87,677)	(116,117)	(144,735)	(174,161)	(203,605)	(233,689)	(263,772)
		350,000	(137,677)	(166,117)	(194,735)	(224,161)	(253,605)	(283,689)	(313,772)
		400,000	(187,677)	(216,117)	(244,735)	(274,161)	(303,605)	(333,689)	(363,772)
		450,000	(237,677)	(266,117)	(294,735)	(324,161)	(353,605)	(383,689)	(413,772)
		500,000	(287,677)	(316,117)	(344,735)	(374,161)	(403,605)	(433,689)	(463,772)
		550,000	(337,677)	(366,117)	(394,735)	(424,161)	(453,605)	(483,689)	(513,772)
		600,000	(387,677)	(416,117)	(444,735)	(474,161)	(503,605)	(533,689)	(563,772)
		650,000	(437,677)	(466,117)	(494,735)	(524,161)	(553,605)	(583,689)	(613,772)
		700,000	(487,677)	(516,117)	(544,735)	(574,161)	(603,605)	(633,689)	(663,772)
		750,000	(537,677)	(566,117)	(594,735)	(624,161)	(653,605)	(683,689)	(713,772)
		800,000	(587,677)	(616,117)	(644,735)	(674,161)	(703,605)	(733,689)	(763,772)
		850,000	(637,677)	(666,117)	(694,735)	(724,161)	(753,605)	(783,689)	(813,772)

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Scheme Typology: **Scheme AT** No Units: **20**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(156,605)	0	23,462	(4,978)	(33,418)	(61,858)	(90,297)	(119,650)	(149,076)
Net Zero	2,000	(5,044)	(33,484)	(61,924)	(90,364)	(119,719)	(149,145)	(179,080)	(179,080)
(£ per unit)	4,000	(33,551)	(61,990)	(90,430)	(119,787)	(149,214)	(179,150)	(209,234)	(209,234)
4,500	6,000	(62,057)	(90,496)	(119,856)	(149,282)	(179,220)	(209,304)	(239,388)	(239,388)
	8,000	(90,563)	(119,925)	(149,351)	(179,290)	(209,374)	(239,458)	(271,078)	(271,078)
	10,000	(119,993)	(149,420)	(179,361)	(209,444)	(239,528)	(271,155)	(304,033)	(304,033)
	12,000	(149,488)	(179,431)	(209,515)	(239,598)	(271,232)	(304,110)	(337,050)	(337,050)
	14,000	(179,501)	(209,585)	(239,668)	(271,308)	(304,187)	(337,154)	(370,191)	(370,191)
	16,000	(209,655)	(239,739)	(271,385)	(304,263)	(337,257)	(370,295)	(403,332)	(403,332)
	18,000	(239,809)	(271,462)	(304,340)	(337,361)	(370,399)	(403,436)	(436,474)	(436,474)
	20,000	(271,538)	(304,428)	(337,465)	(370,503)	(403,540)	(436,578)	(469,615)	(469,615)
	22,000	(304,531)	(337,569)	(370,606)	(403,644)	(436,682)	(469,719)	(502,757)	(502,757)
	24,000	(337,673)	(370,710)	(403,748)	(436,785)	(469,823)	(502,860)	(535,898)	(535,898)
	26,000	(370,814)	(403,852)	(436,889)	(469,927)	(502,964)	(536,002)	(569,039)	(569,039)
	28,000	(403,956)	(436,993)	(470,031)	(503,068)	(536,106)	(569,143)	(602,198)	(602,198)
	30,000	(437,097)	(470,134)	(503,172)	(536,210)	(569,247)	(602,285)	(635,527)	(635,527)

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(156,605)	0.0%	(33,843)	(61,941)	(90,039)	(119,029)	(148,102)	(177,652)	(207,374)
M4(3) Category 3 Housing	2.5%	(37,260)	(65,358)	(93,492)	(122,565)	(151,637)	(181,267)	(210,989)	(210,989)
(% of OMS & AH units)	5.0%	(40,677)	(68,775)	(97,028)	(126,100)	(155,173)	(184,881)	(214,603)	(214,603)
6.0%	7.5%	(44,094)	(72,192)	(100,564)	(129,636)	(158,774)	(188,496)	(218,218)	(218,218)
	10.0%	(47,511)	(75,609)	(104,099)	(133,172)	(162,388)	(192,111)	(221,833)	(221,833)
	12.5%	(50,929)	(79,027)	(107,635)	(136,707)	(166,003)	(195,725)	(225,447)	(225,447)
	15.0%	(54,346)	(82,444)	(111,171)	(140,243)	(169,618)	(199,340)	(229,062)	(229,062)
	17.5%	(57,763)	(85,861)	(114,706)	(143,779)	(173,232)	(202,955)	(232,677)	(232,677)
	20.0%	(61,180)	(89,278)	(118,242)	(147,315)	(176,847)	(206,569)	(236,292)	(236,292)
	22.5%	(64,597)	(92,705)	(121,778)	(150,850)	(180,462)	(210,184)	(239,906)	(239,906)
	25.0%	(68,014)	(96,241)	(125,313)	(154,386)	(184,077)	(213,799)	(243,521)	(243,521)
	27.5%	(71,432)	(99,777)	(128,849)	(157,969)	(187,691)	(217,413)	(247,136)	(247,136)
	30.0%	(74,849)	(103,312)	(132,385)	(161,584)	(191,306)	(221,028)	(250,750)	(250,750)
	32.5%	(78,266)	(106,848)	(135,920)	(165,198)	(194,921)	(224,643)	(254,364)	(254,364)
	35.0%	(81,683)	(110,384)	(139,456)	(168,813)	(198,535)	(228,258)	(258,442)	(258,442)
	37.5%	(85,100)	(113,919)	(142,992)	(172,428)	(202,150)	(231,872)	(262,393)	(262,393)

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(156,605)	70%	636,377	606,329	576,281	546,233	516,184	486,136	456,088
		75%	524,026	494,248	464,470	434,692	404,914	375,136	345,358
Build Cost		80%	411,674	382,167	352,659	323,151	293,644	264,136	234,628
100%		85%	298,809	269,596	240,383	211,170	181,958	152,745	123,532
(105% = 5% increase)		90%	185,822	156,881	127,940	98,999	70,058	41,117	12,176
		95%	72,836	44,167	15,497	(13,191)	(41,904)	(70,617)	(99,570)
		100%	(40,677)	(69,117)	(97,735)	(127,161)	(156,605)	(186,689)	(216,772)
		105%	(156,463)	(186,258)	(216,053)	(245,847)	(277,745)	(310,308)	(342,965)
		110%	(278,854)	(311,149)	(343,552)	(375,954)	(408,356)	(440,758)	(473,160)
		115%	(410,849)	(442,933)	(475,018)	(507,102)	(539,187)	(571,271)	(603,380)
		120%	(542,950)	(574,717)	(606,484)	(638,251)	(670,251)	(702,281)	(734,311)
		125%	(675,052)	(706,691)	(738,401)	(770,111)	(801,822)	(833,532)	(865,243)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(156,605)	80%	(647,926)	(649,375)	(650,823)	(652,271)	(653,720)	(655,168)	(656,617)
		82%	(584,349)	(588,897)	(593,476)	(598,111)	(602,745)	(607,379)	(612,014)
Market Values		84%	(521,038)	(528,750)	(536,463)	(544,176)	(551,889)	(559,602)	(567,411)
100%		86%	(457,726)	(468,604)	(479,483)	(490,361)	(501,240)	(512,118)	(522,997)
(105% = 5% increase)		88%	(394,414)	(408,458)	(422,502)	(436,546)	(450,590)	(464,634)	(478,678)
		90%	(331,103)	(348,312)	(365,522)	(382,731)	(399,941)	(417,151)	(434,360)
		92%	(267,939)	(288,228)	(308,541)	(328,917)	(349,292)	(369,667)	(390,042)
		94%	(209,070)	(230,513)	(251,957)	(273,296)	(294,732)	(322,183)	(345,724)
		96%	(151,565)	(175,794)	(200,117)	(224,441)	(248,765)	(274,954)	(301,538)
		98%	(95,224)	(121,833)	(148,442)	(175,051)	(202,685)	(229,888)	(257,472)
		100%	(40,677)	(69,117)	(97,735)	(127,161)	(156,605)	(186,689)	(216,772)
		102%	13,775	(17,387)	(48,550)	(79,712)	(111,515)	(143,758)	(176,452)
		104%	68,209	34,343	458	(33,427)	(67,312)	(101,502)	(136,562)
		106%	122,389	85,864	49,339	12,815	(23,751)	(60,358)	(97,124)
		108%	176,568	137,335	98,101	58,868	19,634	(19,600)	(58,849)
		110%	230,748	188,806	146,863	104,920	62,978	21,035	(20,907)
		112%	284,928	240,276	195,625	150,973	106,322	61,670	17,019
		114%	339,108	291,747	244,387	197,026	149,665	102,305	54,944
		116%	393,287	343,218	293,148	243,079	193,009	142,940	92,870
		118%	447,467	394,689	341,910	289,132	236,353	183,575	130,796
		120%	501,647	446,159	390,672	335,184	279,697	224,209	168,722

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Scheme Typology: **Scheme AT** No Units: **20**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(156,605)							
	5,000	(40,677)	(65,939)	(91,201)	(117,297)	(143,435)	(169,881)	(196,603)
	10,000	(40,677)	(62,761)	(84,845)	(107,433)	(130,283)	(153,133)	(176,435)
Grant (£ per unit)	15,000	(40,677)	(59,583)	(78,490)	(97,569)	(117,131)	(136,693)	(156,266)
	20,000	(40,677)	(56,406)	(72,134)	(87,863)	(103,979)	(120,253)	(136,527)
	25,000	(40,677)	(53,228)	(65,779)	(78,330)	(90,880)	(103,813)	(116,800)
	30,000	(40,677)	(50,050)	(59,423)	(68,796)	(78,169)	(87,542)	(97,072)
	35,000	(40,677)	(46,872)	(53,068)	(59,263)	(65,458)	(71,653)	(77,849)
	40,000	(40,677)	(43,695)	(46,712)	(49,729)	(52,747)	(55,764)	(58,860)
	45,000	(40,677)	(40,517)	(40,356)	(40,196)	(40,036)	(39,942)	(39,901)
	50,000	(40,677)	(37,339)	(34,001)	(30,663)	(27,344)	(24,143)	(20,941)
	55,000	(40,677)	(34,161)	(27,645)	(21,129)	(14,705)	(8,343)	(1,982)

**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

240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

Appraisal Ref: **AU** (see Typologies Matrix)  
 Scheme Typology: **Scheme AU**  
 Site Typology: **Norton Canes Greenfield/Brownfield: Brownfield**  
 Notes: **No Units: 50**  
 Location / Value Zone: **Norton Canes Greenfield/Brownfield: Brownfield**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme		50 Units															
AH Policy requirement (% Target)		20%															
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%															
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented											
		Social Rent:		35.0%													
		First Homes:		25.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)		58.84 £ 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		17.5%		7.0		20.0%		2.0		18%	9.0						
3 bed House		40.0%		16.0		30.0%		3.0		38%	19.0						
4 bed House		15.0%		6.0		10.0%		1.0		14%	7.0						
5 bed House		0.0%		0.0		0.0%		0.0		0%	0.0						
1 bed Flat		10.0%		4.0		20.0%		2.0		12%	6.0						
2 bed Flat		17.5%		7.0		20.0%		2.0		18%	9.0						
3 bed Flat		0.0%		0.0		0.0%		0.0		0%	0.0						
Total number of units		100.0%		40.0		100.0%		10.0		100%	50.0						
<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		58.0		624		58.0		624									
2 bed House		79.0		850		79.0		850									
3 bed House		93.0		1,001		93.0		1,001									
4 bed House		115.0		1,238		115.0		1,238									
5 bed House		0.0		0		0.0		0									
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<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		58.0		624		58.0		624									
2 bed House		79.0		850		79.0		850									
3 bed House		93.0		1,001		93.0		1,001									
4 bed House		115.0		1,238		115.0		1,238									
5 bed House		0.0		0		0.0		0									
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<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		553		5,952		711		7,653									
3 bed House		1,488		16,017		1,767		19,020									
4 bed House		690		7,427		805		8,665									
5 bed House		0		0		0		0									
1 bed Flat		235		2,533		353		3,799									
2 bed Flat		576		6,205		741		7,978									
3 bed Flat		0		0		0		0									
		3,543		38,134		834		8,981		4,377 47,115							
<b>AH % by floor area:</b>										19.06% 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		160,000		2,759		256		0									
2 bed House		260,000		3,291		306		2,340,000									
3 bed House		315,000		3,387		315		5,985,000									
4 bed House		450,000		3,913		364		3,150,000									
5 bed House		0		0		0		0									
1 bed Flat		135,000		2,700		251		810,000									
2 bed Flat		200,000		2,857		265		1,800,000									
3 bed Flat		0		0		0		0									
								14,085,000									
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		112,000		70%		88,000		55%		112,000		70%		104,000		65%	
2 bed House		182,000		70%		143,000		55%		182,000		70%		169,000		65%	
3 bed House		220,500		70%		173,250		55%		220,500		70%		204,750		65%	
4 bed House		315,000		70%		247,500		55%		250,000		70%		292,500		65%	
5 bed House		0		70%		0		55%		0		70%		0		65%	
1 bed Flat		94,500		70%		74,250		55%		94,500		70%		87,750		65%	
2 bed Flat		140,000		70%		110,000		55%		140,000		70%		130,000		65%	
3 bed Flat		0		70%		0		55%		0		70%		0		65%	

\* capped @£250K

# 240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

Scheme Typology: **Scheme AU** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	7.0	@	260,000	1,820,000
3 bed House	16.0	@	315,000	5,040,000
4 bed House	6.0	@	450,000	2,700,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	135,000	540,000
2 bed Flat	7.0	@	200,000	1,400,000
3 bed Flat	0.0	@	0	-
	40.0			11,500,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	220,500	165,375
4 bed House	0.3	@	315,000	78,750
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	140,000	70,000
3 bed Flat	0.0	@	0	-
	2.5			452,375
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	0.7	@	143,000	100,100
3 bed House	1.1	@	173,250	181,913
4 bed House	0.4	@	247,500	86,625
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	74,250	51,975
2 bed Flat	0.7	@	110,000	77,000
3 bed Flat	0.0	@	0	-
	3.5			497,613
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	220,500	165,375
4 bed House	0.3	@	250,000	62,500
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	140,000	70,000
3 bed Flat	0.0	@	0	-
	2.5			436,125
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.3	@	169,000	50,700
3 bed House	0.5	@	204,750	92,138
4 bed House	0.2	@	292,500	43,875
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	87,750	26,325
2 bed Flat	0.3	@	130,000	39,000
3 bed Flat	0.0	@	0	-
	1.5	10.0		252,038
<b>Sub-total GDV Residential</b>				
	<b>50</b>			<b>13,138,150</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>946,850</b>
			<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>
<b>Grant</b>				
	10	AH units @	0	per unit
<b>Total GDV</b>				
				<b>13,138,150</b>



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Scheme Typology: **Scheme AU** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL (Mrkt only + garages) 3,653 sqm 58.84 £ psm (214,917)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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		50 units @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			4,377 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 1.43 ha @ 50,000 £ per ha (if brownfield) (71,429)									
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		50 units @		0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,531	psm			
2 bed House			711 sqm @		1,531	psm			(1,088,541)
3 bed House			1,767 sqm @		1,531	psm			(2,705,277)
4 bed House			805 sqm @		1,531	psm			(1,232,455)
5 bed House			- sqm @		1,531	psm			
1 bed Flat			353 sqm @		1,681	psm			(593,294)
2 bed Flat			741 sqm @		1,681	psm			(1,245,918)
3 bed Flat			- sqm @		1,681	psm			
Garages for 3B House (Mrkt only)	16	10%	units @		18	sqm @	640	psm	(18,432)
Garages for 4B House (Mrkt only)	6	75%	units @		18	sqm @	640	psm	(51,840)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	
			110						
External works			6,935,757 @		15.0%				(1,040,364)
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 50 units @ 268 £ per unit (13,400)									
M4(2) Category 2 Housing	tenure weighted u		50 units @	94.0%	@		521	£ per unit	(24,487)
M4(3) (10%AH 5%OMS)	tenure weighted u		50 units @	6.0%	@		10,111	£ per unit	(30,333)
Net Zero Cost (2025 FHS Part L)			50 units @				4,500	£ per unit	(225,000)
SAC			50 units @				291	£ per unit	(14,529)
EV Charging Points - Houses			35 units @				1,000	£ per unit	(35,000)
EV Charging Points - Flats			15 units @		4 flats per charger		10,000	£ per 4 units	(37,500)
Water Efficiency (Climate change policy)			50 units @				10	£ per unit	(500)
	Sub-total								(380,749)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction)			8,428,298 @		5.0%				(421,415)

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Scheme Typology: **Scheme AU** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	8,428,298 @		<b>6.5%</b>		(547,839)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	11,500,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(345,000)
Residential Sales Agent Costs	11,500,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(115,000)
Residential Sales Legal Costs	11,500,000 OMS @		<b>0.25%</b>	575 £ per unit	(28,750)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,575 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(118,378)
<b>Developers Profit -</b>					
Profit on OMS	11,500,000		<b>20.00%</b>		(2,300,000)
Margin on AH	1,638,150		<b>6.00%</b> on AH values		(98,289)
<b>Profit analysis:</b>	<b>13,138,150</b>		<b>18.25% blended GDV</b>	<b>(2,398,289)</b>	
	<b>10,302,697</b>		<b>23.28% on costs</b>	<b>(2,398,289)</b>	
<b>TOTAL COSTS</b>					<b>(12,700,986)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					437,164
SDLT	437,164 @		HMRC formula		(11,358)
Acquisition Agent fees	437,164 @		<b>1.0%</b>		(4,372)
Acquisition Legal fees	437,164 @		<b>0.5%</b>		(2,186)
Interest on Land	437,164 @		7.00%		(30,601)
Residual Land Value					<b>388,647</b>
<b>RLV analysis:</b>	<b>7,773 £ per plot</b>	<b>272,053 £ per ha (net)</b>	<b>110,098 £ per acre (net)</b>		
		<b>258,450 £ per ha (gross)</b>	<b>104,593 £ per acre (gross)</b>		
			<b>2.96% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.43 ha (net)		3.53 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.50 ha (gross)		3.72 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)		<b>253,000 £ per acre (net)</b>	<b>893,090</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>		<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(353,110) £ per ha (net)</b>		<b>(142,902) £ per acre (net)</b>	<b>(504,443)</b>

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Scheme Typology: **Scheme AU** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	(142,902)							
	0.00	41,311	8,770	(23,770)	(56,311)	(88,852)	(121,393)	(153,934)
	10.00	29,829	(2,138)	(34,104)	(66,071)	(98,038)	(130,005)	(161,971)
	20.00	18,347	(13,046)	(44,439)	(75,831)	(107,224)	(138,616)	(170,009)
	30.00	6,864	(23,954)	(54,773)	(85,591)	(116,410)	(147,228)	(178,047)
	40.00	(4,618)	(34,862)	(65,107)	(95,351)	(125,596)	(155,840)	(186,084)
	50.00	(16,100)	(45,771)	(75,441)	(105,111)	(134,781)	(164,452)	(194,308)
	60.00	(27,583)	(56,679)	(85,775)	(114,871)	(143,967)	(173,063)	(202,624)
	70.00	(39,065)	(67,587)	(96,109)	(124,631)	(153,153)	(181,675)	(210,941)
	80.00	(50,548)	(78,495)	(106,443)	(134,391)	(162,339)	(190,340)	(219,372)
	90.00	(62,030)	(89,404)	(116,777)	(144,151)	(171,525)	(199,250)	(227,874)
	100.00	(73,512)	(100,312)	(127,112)	(153,911)	(180,711)	(208,161)	(236,376)
	110.00	(84,995)	(111,220)	(137,446)	(163,671)	(189,936)	(217,137)	(244,879)
	120.00	(96,477)	(122,128)	(147,780)	(173,431)	(199,440)	(226,247)	(253,416)
	130.00	(107,959)	(133,037)	(158,114)	(183,191)	(208,945)	(235,356)	(262,708)
	140.00	(119,442)	(143,945)	(168,448)	(193,096)	(218,546)	(244,466)	(272,000)
	150.00	(130,924)	(154,853)	(178,782)	(203,195)	(228,263)	(253,629)	(281,292)
	160.00	(142,406)	(165,761)	(189,128)	(213,293)	(237,980)	(263,585)	(290,584)
	170.00	(153,889)	(176,670)	(199,821)	(223,599)	(247,697)	(273,540)	(299,877)
	180.00	(165,371)	(187,578)	(210,514)	(233,923)	(257,824)	(283,496)	(309,169)
190.00	(176,853)	(198,823)	(221,364)	(244,247)	(268,443)	(293,452)	(318,461)	
200.00	(188,336)	(210,110)	(232,296)	(254,718)	(279,063)	(303,408)	(327,753)	
210.00	(200,202)	(221,559)	(243,227)	(266,001)	(289,682)	(313,364)	(337,045)	
220.00	(212,082)	(233,098)	(254,267)	(277,284)	(300,302)	(323,319)	(346,337)	
230.00	(224,183)	(244,637)	(266,213)	(288,567)	(310,921)	(333,275)	(355,629)	
240.00	(236,329)	(256,470)	(278,160)	(299,851)	(321,541)	(343,231)	(364,921)	
250.00	(248,475)	(268,081)	(290,107)	(311,134)	(332,160)	(353,187)	(374,213)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	(142,902)							
	1,000	(38,825)	(67,988)	(97,151)	(126,314)	(155,476)	(184,639)	(214,682)
	2,000	(51,400)	(80,563)	(109,725)	(138,888)	(168,051)	(197,507)	(227,984)
	3,000	(63,975)	(93,137)	(122,300)	(151,463)	(180,625)	(210,517)	(241,285)
	4,000	(76,549)	(105,712)	(134,875)	(164,037)	(193,354)	(223,738)	(254,734)
	5,000	(89,124)	(118,286)	(147,449)	(176,612)	(206,365)	(237,040)	(269,271)
	6,000	(101,698)	(130,861)	(160,024)	(189,201)	(219,493)	(250,341)	(283,808)
	7,000	(114,273)	(143,436)	(172,598)	(202,212)	(232,794)	(264,631)	(298,345)
	8,000	(126,847)	(156,010)	(185,173)	(215,247)	(246,096)	(279,168)	(312,882)
	9,000	(139,422)	(168,585)	(198,059)	(228,549)	(259,991)	(293,705)	(327,419)
	10,000	(151,997)	(181,159)	(211,070)	(241,850)	(274,528)	(308,242)	(341,957)
	11,000	(164,571)	(193,906)	(224,303)	(255,351)	(289,065)	(322,779)	(356,494)
	12,000	(177,146)	(206,917)	(237,604)	(269,888)	(303,602)	(337,317)	(371,031)
	13,000	(189,753)	(220,057)	(250,906)	(284,425)	(318,140)	(351,854)	(385,568)
	14,000	(202,764)	(233,359)	(265,248)	(298,962)	(332,677)	(366,391)	(400,105)
15,000	(215,812)	(246,660)	(279,785)	(313,500)	(347,214)	(380,928)	(414,642)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	149,873	111,904	73,936	35,967	(2,002)	(39,971)	(77,940)
	16.0%	114,649	78,441	42,233	6,025	(30,182)	(66,390)	(102,598)
	17.0%	79,424	44,977	10,531	(23,916)	(58,362)	(92,809)	(127,255)
	18.0%	44,199	11,514	(21,172)	(53,857)	(86,542)	(119,227)	(151,912)
	19.0%	8,974	(21,950)	(52,874)	(83,798)	(114,722)	(145,646)	(176,570)
	20.0%	(26,251)	(55,414)	(84,576)	(113,739)	(142,902)	(172,064)	(201,659)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	100,000	126,749	97,586	68,424	39,261	10,098	(19,064)	(48,659)
	150,000	76,749	47,586	18,424	(10,739)	(39,902)	(69,064)	(98,659)
	200,000	26,749	(2,414)	(31,576)	(60,739)	(89,902)	(119,064)	(148,659)
	250,000	(23,251)	(52,414)	(81,576)	(110,739)	(139,902)	(169,064)	(198,659)
	300,000	(73,251)	(102,414)	(131,576)	(160,739)	(189,902)	(219,064)	(248,659)
	350,000	(123,251)	(152,414)	(181,576)	(210,739)	(239,902)	(269,064)	(298,659)
	400,000	(173,251)	(202,414)	(231,576)	(260,739)	(289,902)	(319,064)	(348,659)
	450,000	(223,251)	(252,414)	(281,576)	(310,739)	(339,902)	(369,064)	(398,659)
	500,000	(273,251)	(302,414)	(331,576)	(360,739)	(389,902)	(419,064)	(448,659)
	550,000	(323,251)	(352,414)	(381,576)	(410,739)	(439,902)	(469,064)	(498,659)
	600,000	(373,251)	(402,414)	(431,576)	(460,739)	(489,902)	(519,064)	(548,659)
	650,000	(423,251)	(452,414)	(481,576)	(510,739)	(539,902)	(569,064)	(598,659)
	700,000	(473,251)	(502,414)	(531,576)	(560,739)	(589,902)	(619,064)	(648,659)
	750,000	(523,251)	(552,414)	(581,576)	(610,739)	(639,902)	(669,064)	(698,659)
	800,000	(573,251)	(602,414)	(631,576)	(660,739)	(689,902)	(719,064)	(748,659)
	850,000	(623,251)	(652,414)	(681,576)	(710,739)	(739,902)	(769,064)	(798,659)

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Scheme Typology: **Scheme AU** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(142,902)	0	37,171	8,008	(21,154)	(50,317)	(79,480)	(108,643)	(137,805)
Net Zero	2,000	8,984	(20,179)	(49,342)	(78,505)	(107,667)	(136,830)	(165,993)	(194,368)
(£ per unit)	4,000	(19,204)	(48,367)	(77,529)	(106,692)	(135,855)	(165,018)	(194,368)	(223,744)
4,500	6,000	(47,392)	(76,554)	(105,717)	(134,880)	(164,042)	(193,359)	(223,744)	(253,613)
	8,000	(75,579)	(104,742)	(133,905)	(163,067)	(192,350)	(222,712)	(253,613)	(286,199)
	10,000	(103,767)	(132,929)	(162,092)	(191,341)	(221,681)	(252,529)	(286,199)	(318,786)
	12,000	(131,954)	(161,117)	(190,332)	(220,649)	(251,497)	(285,072)	(318,786)	(351,373)
	14,000	(160,142)	(189,323)	(219,617)	(250,466)	(283,945)	(317,659)	(351,373)	(383,960)
	16,000	(188,329)	(218,586)	(249,434)	(282,817)	(316,531)	(350,245)	(383,960)	(416,546)
	18,000	(217,554)	(248,403)	(281,690)	(315,404)	(349,118)	(382,832)	(416,546)	(449,133)
	20,000	(247,371)	(280,562)	(314,276)	(347,991)	(381,705)	(415,419)	(449,133)	(481,720)
	22,000	(279,435)	(313,149)	(346,863)	(380,577)	(414,291)	(448,006)	(481,720)	(514,306)
	24,000	(312,022)	(345,736)	(379,450)	(413,164)	(446,878)	(480,592)	(514,306)	(546,893)
	26,000	(344,608)	(378,323)	(412,037)	(445,751)	(479,465)	(513,179)	(546,893)	(579,480)
	28,000	(377,195)	(410,909)	(444,623)	(478,338)	(512,052)	(545,766)	(579,480)	(612,067)
	30,000	(409,782)	(443,496)	(477,210)	(510,924)	(544,638)	(578,353)	(612,067)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(142,902)	0.0%	(19,493)	(48,318)	(77,143)	(105,967)	(134,792)	(163,617)	(192,569)
M4(3) Category 3 Housing	2.5%	(22,872)	(51,697)	(80,522)	(109,346)	(138,171)	(166,996)	(195,821)	(224,646)
(% of OMS & AH units)	5.0%	(26,251)	(55,076)	(83,901)	(112,725)	(141,550)	(170,375)	(199,200)	(228,025)
6.0%	7.5%	(29,630)	(58,455)	(87,280)	(116,104)	(144,929)	(173,754)	(202,579)	(231,404)
	10.0%	(33,009)	(61,834)	(90,659)	(119,483)	(148,308)	(177,133)	(205,958)	(234,783)
	12.5%	(36,388)	(65,213)	(94,037)	(122,862)	(151,687)	(180,512)	(209,337)	(238,162)
	15.0%	(39,767)	(68,592)	(97,416)	(126,241)	(155,066)	(183,891)	(212,711)	(241,537)
	17.5%	(43,146)	(71,971)	(100,795)	(129,620)	(158,445)	(187,270)	(216,086)	(244,912)
	20.0%	(46,525)	(75,350)	(104,174)	(133,009)	(161,824)	(190,714)	(219,461)	(248,287)
	22.5%	(49,904)	(78,729)	(107,553)	(136,378)	(165,203)	(194,210)	(222,836)	(251,662)
	25.0%	(53,283)	(82,108)	(110,932)	(139,757)	(168,582)	(197,707)	(226,211)	(255,037)
	27.5%	(56,662)	(85,487)	(114,311)	(143,136)	(171,961)	(201,203)	(229,586)	(258,412)
	30.0%	(60,041)	(88,866)	(117,690)	(146,515)	(175,340)	(204,699)	(232,961)	(261,787)
	32.5%	(63,420)	(92,244)	(121,069)	(149,894)	(178,719)	(208,195)	(236,336)	(265,162)
	35.0%	(66,799)	(95,623)	(124,448)	(153,273)	(182,098)	(211,691)	(239,711)	(268,537)
	37.5%	(70,178)	(99,002)	(127,827)	(156,652)	(185,477)	(215,111)	(243,086)	(271,912)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(142,902)	70%	643,252	612,572	581,892	551,212	520,531	489,851	459,171
		75%	532,539	502,135	471,732	441,328	410,924	380,521	350,117
Build Cost	80%	421,555	391,414	361,273	331,133	300,992	270,851	240,711	210,571
100%	85%	310,213	280,322	250,431	220,539	190,646	160,722	130,797	100,873
(105% = 5% increase)	90%	198,426	168,757	139,084	109,351	79,647	49,944	20,241	(9,462)
	95%	86,105	56,672	27,239	(2,194)	(31,627)	(61,060)	(90,493)	(120,026)
	100%	(26,251)	(55,414)	(84,576)	(113,739)	(142,902)	(172,064)	(201,226)	(230,488)
	105%	(138,606)	(167,499)	(196,656)	(226,828)	(257,799)	(291,200)	(324,602)	(358,004)
	110%	(254,082)	(287,172)	(320,261)	(353,350)	(386,440)	(419,529)	(452,619)	(485,709)
	115%	(383,973)	(416,750)	(449,527)	(482,304)	(515,081)	(547,858)	(580,635)	(613,412)
	120%	(513,864)	(546,328)	(578,793)	(611,258)	(643,722)	(676,187)	(708,651)	(741,115)
	125%	(643,754)	(675,907)	(708,059)	(740,211)	(772,363)	(804,515)	(836,668)	(868,820)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(142,902)	80%	(622,508)	(624,812)	(627,116)	(629,420)	(631,723)	(634,027)	(636,331)
		82%	(559,688)	(565,132)	(570,577)	(576,022)	(581,467)	(586,912)	(592,356)
Market Values	84%	(496,867)	(505,453)	(514,039)	(522,624)	(531,210)	(539,796)	(548,382)	(556,968)
100%	86%	(434,046)	(445,773)	(457,500)	(469,227)	(480,954)	(492,681)	(504,407)	(516,134)
(105% = 5% increase)	88%	(371,225)	(386,093)	(400,961)	(415,829)	(430,697)	(445,565)	(460,433)	(475,301)
	90%	(308,405)	(326,414)	(344,423)	(362,432)	(380,440)	(398,449)	(416,458)	(434,467)
	92%	(246,214)	(266,734)	(287,884)	(309,034)	(330,184)	(351,334)	(372,484)	(393,634)
	94%	(189,288)	(211,029)	(233,186)	(255,636)	(279,927)	(304,218)	(328,509)	(352,800)
	96%	(134,931)	(158,659)	(182,388)	(206,719)	(231,654)	(257,103)	(282,552)	(308,001)
	98%	(80,591)	(107,037)	(133,482)	(159,928)	(186,374)	(212,820)	(239,266)	(265,712)
	100%	(26,251)	(55,414)	(84,576)	(113,739)	(142,902)	(172,064)	(201,226)	(230,388)
	102%	28,089	(3,791)	(35,670)	(67,550)	(99,430)	(131,310)	(163,190)	(195,070)
	104%	82,429	47,832	13,236	(21,361)	(55,958)	(90,555)	(125,151)	(159,748)
	106%	136,769	99,455	62,141	24,828	(12,486)	(49,800)	(87,113)	(124,427)
	108%	191,109	151,078	111,047	71,017	30,986	(9,045)	(49,075)	(88,104)
	110%	245,397	202,701	159,953	117,206	74,458	31,710	(11,037)	(50,066)
	112%	299,559	254,193	208,827	163,395	117,930	72,465	27,001	(13,035)
	114%	353,688	305,647	257,573	209,499	161,402	113,220	65,038	(1,000)
	116%	407,690	357,002	306,315	255,537	204,755	153,973	103,076	(17,931)
	118%	461,691	408,304	354,916	301,529	248,084	194,594	141,104	(24,862)
	120%	515,609	459,605	403,518	347,430	291,343	235,215	179,017	(31,793)

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Scheme Typology: **Scheme AU** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(142,902)							
	5,000	(26,251)	(52,266)	(78,281)	(104,296)	(130,311)	(156,326)	(182,341)
	10,000	(26,251)	(49,118)	(71,985)	(94,853)	(117,720)	(140,587)	(163,454)
Grant (£ per unit)	15,000	(26,251)	(45,970)	(65,690)	(85,409)	(105,129)	(124,848)	(144,568)
	20,000	(26,251)	(42,823)	(59,394)	(75,966)	(92,538)	(109,110)	(125,681)
	25,000	(26,251)	(39,675)	(53,099)	(66,523)	(79,947)	(93,371)	(106,795)
	30,000	(26,251)	(36,527)	(46,803)	(57,080)	(67,356)	(77,632)	(87,908)
	35,000	(26,251)	(33,379)	(40,508)	(47,636)	(54,765)	(61,893)	(69,022)
	40,000	(26,251)	(30,232)	(34,212)	(38,193)	(42,174)	(46,155)	(50,135)
	45,000	(26,251)	(27,084)	(27,917)	(28,750)	(29,583)	(30,416)	(31,249)
	50,000	(26,251)	(23,936)	(21,621)	(19,307)	(16,992)	(14,677)	(12,362)
	55,000	(26,251)	(20,788)	(15,326)	(9,863)	(4,401)	1,062	6,524

**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

# 240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

Appraisal Ref: AV (see Typologies Matrix)  
 Scheme Typology: Scheme AV No Units: 100  
 Site Typology: Location / Value Zone: Norton Canes Greenfield/Brownfield: Brownfield  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		100 Units							
AH Policy requirement (% Target)		20%							
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%		60.0% Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		58.84 £ 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	17.5%	14.0	20.0%	4.0	18%	18.0			
3 bed House	40.0%	32.0	30.0%	6.0	38%	38.0			
4 bed House	15.0%	12.0	10.0%	2.0	14%	14.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	8.0	20.0%	4.0	12%	12.0			
2 bed Flat	17.5%	14.0	20.0%	4.0	18%	18.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	80.0	100.0%	20.0	100%	100.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>Total Gross Floor areas -</b>									
	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)				
1 bed House	0	0	0	0	0	0			
2 bed House	1,106	11,905	316	3,401	1,422	15,306			
3 bed House	2,976	32,033	558	6,006	3,534	38,040			
4 bed House	1,380	14,854	230	2,476	1,610	17,330			
5 bed House	0	0	0	0	0	0			
1 bed Flat	471	5,065	235	2,533	706	7,598			
2 bed Flat	1,153	12,410	329	3,546	1,482	15,956			
3 bed Flat	0	0	0	0	0	0			
		7,086	76,268	1,669	17,962	8,754	94,230		
AH % by floor area:		19.06% 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	160,000	2,759	256	0					
2 bed House	260,000	3,291	306	4,680,000					
3 bed House	315,000	3,387	315	11,970,000					
4 bed House	450,000	3,913	364	6,300,000					
5 bed House	0	0	0	0					
1 bed Flat	135,000	2,700	251	1,620,000					
2 bed Flat	200,000	2,857	265	3,600,000					
3 bed Flat	0	0	0	0					
				28,170,000					
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%	
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

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Scheme Typology: **Scheme AV** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	14.0	@	260,000	3,640,000
3 bed House	32.0	@	315,000	10,080,000
4 bed House	12.0	@	450,000	5,400,000
5 bed House	0.0	@	0	-
1 bed Flat	8.0	@	135,000	1,080,000
2 bed Flat	14.0	@	200,000	2,800,000
3 bed Flat	0.0	@	0	-
	<b>80.0</b>			<b>23,000,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	220,500	330,750
4 bed House	0.5	@	315,000	157,500
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	140,000	140,000
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>904,750</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	1.4	@	143,000	200,200
3 bed House	2.1	@	173,250	363,825
4 bed House	0.7	@	247,500	173,250
5 bed House	0.0	@	0	-
1 bed Flat	1.4	@	74,250	103,950
2 bed Flat	1.4	@	110,000	154,000
3 bed Flat	0.0	@	0	-
	<b>7.0</b>			<b>995,225</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	220,500	330,750
4 bed House	0.5	@	250,000	125,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	140,000	140,000
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>872,250</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.6	@	169,000	101,400
3 bed House	0.9	@	204,750	184,275
4 bed House	0.3	@	292,500	87,750
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	87,750	52,650
2 bed Flat	0.6	@	130,000	78,000
3 bed Flat	0.0	@	0	-
	<b>3.0</b>	<b>20.0</b>		<b>504,075</b>
<b>Sub-total GDV Residential</b>				
	<b>100</b>			<b>26,276,300</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,893,700</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>20</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>26,276,300</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

Scheme Typology: **Scheme AV** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (29,759)									
Planning Application Professional Fees, Surveys and reports (90,000)									
CIL (Mrkt only + garages) 7,305 sqm 58.84 £ psm (429,834)									
CIL analysis: 1.64% % of GDV 4,298 £ 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				100 units @				0 per unit	-
Sub-total									-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 8,754 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.86 ha @ 50,000 £ per ha (if brownfield) (142,857)									
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				100 units @				0 per unit	-
Sub-total									-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,315 psm									
2 bed House 1,422 sqm @ 1,315 psm (1,869,930)									
3 bed House 3,534 sqm @ 1,315 psm (4,647,210)									
4 bed House 1,610 sqm @ 1,315 psm (2,117,150)									
5 bed House - sqm @ 1,315 psm									
1 bed Flat 706 sqm @ 1,493 psm (1,053,882)									
2 bed Flat 1,482 sqm @ 1,493 psm (2,213,153)									
3 bed Flat 8,754 - sqm @ 1,493 psm									
Garages for 3B House (Mrkt only) 32 10% units @ 18 sqm @ 640 psm (36,864)									
Garages for 4B House (Mrkt only) 12 75% units @ 18 sqm @ 640 psm (103,680)									
Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 640 psm									
External works 220 12,041,869 @ 15.0% (1,806,280)									
Ext. Works analysis: 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 100 units @ 268 £ per unit (26,800)									
M4(2) Category 2 Housing tenure weighted u 100 units @ 94.0% @ 521 £ per unit (48,974)									
M4(3) (10%AH 5%OMS) tenure weighted u 100 units @ 6.0% @ 10,111 £ per unit (60,666)									
Net Zero Cost (2025 FHS Part L) 100 units @ 4,500 £ per unit (450,000)									
SAC 100 units @ 291 £ per unit (29,058)									
EV Charging Points - Houses 70 units @ 1,000 £ per unit (70,000)									
EV Charging Points - Flats 30 units @ 4 flats per charger 10,000 £ per 4 units (75,000)									
Water Efficiency (Climate change policy) 100 units @ 10 £ per unit (1,000)									
Sub-total (761,498)									
Policy Costs analysis: (design costs only) 7,615 £ per unit (total units)									
Contingency (on construction) 14,752,505 @ 5.0% (737,625)									



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Scheme Typology: **Scheme AV** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	14,752,505 @		<b>6.5%</b>		(958,913)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	23,000,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(690,000)
Residential Sales Agent Costs	23,000,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(230,000)
Residential Sales Legal Costs	23,000,000 OMS @		<b>0.25%</b>	575 £ per unit	(57,500)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,675 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(73,427)
<b>Developers Profit -</b>					
Profit on OMS	23,000,000		<b>20.00%</b>		(4,600,000)
Margin on AH	3,276,300		<b>6.00%</b> on AH values		(196,578)
<b>Profit analysis:</b>	<b>26,276,300</b>		<b>18.25% blended GDV</b>	<b>(4,796,578)</b>	
	<b>18,039,562</b>		<b>26.59% on costs</b>	<b>(4,796,578)</b>	
<b>TOTAL COSTS</b>					<b>(22,836,140)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					3,440,160
SDLT	3,440,160 @		HMRC formula		(161,508)
Acquisition Agent fees	3,440,160 @		<b>1.0%</b>		(34,402)
Acquisition Legal fees	3,440,160 @		<b>0.5%</b>		(17,201)
Interest on Land	3,440,160 @		7.00%		(240,811)
Residual Land Value					<b>2,986,238</b>
<b>RLV analysis:</b>	<b>29,862 £ per plot</b>	<b>1,045,183 £ per ha (net)</b>	<b>422,980 £ per acre (net)</b>	<b>401,831 £ per acre (gross)</b>	
		<b>992,924 £ per ha (gross)</b>	<b>11.36% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		2.86 ha (net)		7.06 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		3.01 ha (gross)		7.43 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	<b>231,000</b> £ per acre (net)		<b>1,630,860</b>
<b>BLV analysis:</b>		<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>474,382</b> £ per ha (net)	<b>191,980</b> £ per acre (net)		<b>1,355,378</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

Scheme Typology: **Scheme AV** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	191,980	0.00	380,366	346,551	312,736	278,921	245,106	211,284	177,446
	10.00	369,091	335,840	302,589	269,337	236,086	202,817	169,543	
	20.00	357,817	325,129	292,441	259,754	227,058	194,350	161,641	
	30.00	346,542	314,418	282,294	250,170	218,027	185,882	153,738	
	40.00	335,267	303,707	272,147	240,575	208,995	177,415	145,835	
	50.00	323,992	292,996	261,995	230,979	199,964	168,948	137,933	
	60.00	312,718	282,285	251,834	221,383	190,932	160,481	130,030	
	70.00	301,443	271,561	241,674	211,787	181,901	152,014	122,127	
	80.00	290,168	260,836	231,513	202,191	172,869	143,547	114,225	
	90.00	278,893	250,111	221,353	192,595	163,838	135,080	106,322	
	100.00	267,618	239,386	211,192	182,999	154,806	126,613	98,420	
	110.00	256,343	228,661	201,032	173,403	145,774	118,146	90,517	
	120.00	245,068	217,936	190,871	163,807	136,743	109,679	82,614	
	130.00	233,793	207,211	180,711	154,211	127,711	101,212	74,712	
	140.00	222,518	196,486	170,550	144,615	118,680	92,744	66,809	
	150.00	211,243	185,761	160,390	135,019	109,648	84,277	58,907	
	160.00	199,968	175,036	150,229	125,423	100,617	75,810	51,004	
	170.00	188,693	164,311	140,069	115,827	91,585	67,343	43,101	
	180.00	177,418	153,586	129,908	106,231	82,554	58,876	35,199	
	190.00	166,143	142,861	119,748	96,635	73,522	50,409	27,296	
200.00	154,868	132,136	109,587	87,039	64,490	41,942	19,393		
210.00	143,593	121,411	99,427	77,443	55,459	33,475	11,491		
220.00	132,318	110,686	89,266	67,847	46,427	25,008	3,588		
230.00	121,043	99,961	79,106	58,251	37,396	16,541	(4,314)		
240.00	109,768	89,236	68,945	48,655	28,364	8,074	(12,217)		
250.00	98,493	78,511	58,785	39,059	19,333	(393)	(20,120)		

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106 -	1,000	301,678	271,166	240,650	210,133	179,617	149,100	118,583	
	2,000	289,320	258,803	228,286	197,770	167,253	136,737	106,220	
	3,000	276,956	246,440	215,923	185,407	154,890	124,373	93,857	
	4,000	264,593	234,076	203,560	173,043	142,527	112,010	81,494	
	5,000	252,230	221,713	191,196	160,680	130,163	99,647	69,130	
	6,000	239,866	209,350	178,833	148,317	117,800	87,283	56,767	
	7,000	227,503	196,986	166,470	135,953	105,437	74,920	44,404	
	8,000	215,140	184,623	154,107	123,590	93,073	62,557	32,040	
	9,000	202,776	172,260	141,743	111,227	80,710	50,194	19,677	
	10,000	190,413	159,896	129,380	98,863	68,347	37,830	7,314	
	11,000	178,050	147,533	117,017	86,500	55,983	25,467	(5,050)	
	12,000	165,686	135,170	104,653	74,137	43,620	13,104	(17,413)	
	13,000	153,323	122,807	92,290	61,773	31,257	740	(29,776)	
	14,000	140,960	110,443	79,927	49,410	18,894	(11,623)	(42,140)	
	15,000	128,596	98,080	67,563	37,047	6,530	(23,986)	(54,503)	

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Profit 20.0%	15.0%	490,150	450,845	411,525	372,202	332,879	293,557	254,234	
	16.0%	454,925	417,382	379,823	342,261	304,699	267,138	229,576	
	17.0%	419,700	383,918	348,120	312,320	276,520	240,719	204,919	
	18.0%	384,475	350,455	316,418	282,379	248,340	214,301	180,262	
	19.0%	349,250	316,991	284,715	252,438	220,160	187,882	155,604	
	20.0%	314,025	283,527	253,013	222,496	191,980	161,463	130,947	

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
BLV (£ per acre) 231,000	100,000	445,025	414,527	384,013	353,496	322,980	292,463	261,947	
	150,000	395,025	364,527	334,013	303,496	272,980	242,463	211,947	
	200,000	345,025	314,527	284,013	253,496	222,980	192,463	161,947	
	250,000	295,025	264,527	234,013	203,496	172,980	142,463	111,947	
	300,000	245,025	214,527	184,013	153,496	122,980	92,463	61,947	
	350,000	195,025	164,527	134,013	103,496	72,980	42,463	11,947	
	400,000	145,025	114,527	84,013	53,496	22,980	(7,537)	(38,053)	
	450,000	95,025	64,527	34,013	3,496	(27,020)	(57,537)	(88,053)	
	500,000	45,025	14,527	(15,987)	(46,504)	(77,020)	(107,537)	(138,053)	
	550,000	(4,975)	(35,473)	(65,987)	(96,504)	(127,020)	(157,537)	(188,053)	
	600,000	(54,975)	(85,473)	(115,987)	(146,504)	(177,020)	(207,537)	(238,053)	
	650,000	(104,975)	(135,473)	(165,987)	(196,504)	(227,020)	(257,537)	(288,053)	
	700,000	(154,975)	(185,473)	(215,987)	(246,504)	(277,020)	(307,537)	(338,053)	
	750,000	(204,975)	(235,473)	(265,987)	(296,504)	(327,020)	(357,537)	(388,053)	
	800,000	(254,975)	(285,473)	(315,987)	(346,504)	(377,020)	(407,537)	(438,053)	
	850,000	(304,975)	(335,473)	(365,987)	(396,504)	(427,020)	(457,537)	(488,053)	

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Scheme Typology: **Scheme AV** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	191,980	0	376,124	345,626	315,128	284,630	254,132	223,634	193,136
Net Zero	2,000	348,525	318,027	287,528	257,030	226,529	196,013	165,496	
(£ per unit)	4,000	320,925	290,427	259,923	229,406	198,890	168,373	137,857	
4,500	6,000	293,317	262,800	232,283	201,767	171,250	140,734	110,217	
	8,000	265,677	235,160	204,644	174,127	143,611	113,094	82,578	
	10,000	238,038	207,521	177,004	146,488	115,971	85,455	54,938	
	12,000	210,398	179,881	149,365	118,848	88,332	57,815	27,299	
	14,000	182,758	152,242	121,725	91,209	60,692	30,176	(341)	
	16,000	155,119	124,602	94,086	63,569	33,053	2,536	(27,980)	
	18,000	127,479	96,963	66,446	35,930	5,413	(25,103)	(55,620)	
	20,000	99,840	69,323	38,807	8,290	(22,226)	(52,743)	(83,259)	
	22,000	72,200	41,684	11,167	(19,349)	(49,866)	(80,382)	(110,899)	
	24,000	44,561	14,044	(16,472)	(46,989)	(77,505)	(108,022)	(138,538)	
	26,000	16,921	(13,595)	(44,112)	(74,628)	(105,145)	(135,661)	(166,178)	
	28,000	(10,718)	(41,235)	(71,751)	(102,268)	(132,784)	(163,301)	(193,817)	
	30,000	(38,358)	(68,874)	(99,391)	(129,907)	(160,424)	(190,940)	(222,479)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	191,980	0.0%	320,642	290,475	260,302	230,117	199,932	169,747	139,561
M4(3) Category 3 Housing	2.5%	317,334	287,167	256,989	226,804	196,619	166,433	136,248	
(% of OMS & AH units)	5.0%	314,025	283,858	253,676	223,490	193,305	163,120	132,935	
6.0%	7.5%	310,717	280,548	250,362	220,177	189,992	159,807	129,621	
	10.0%	307,408	277,234	247,049	216,864	186,679	156,493	126,308	
	12.5%	304,100	273,921	243,736	213,551	183,365	153,180	122,995	
	15.0%	300,792	270,608	240,423	210,237	180,052	149,867	119,682	
	17.5%	297,480	267,294	237,109	206,924	176,739	146,554	116,368	
	20.0%	294,166	263,981	233,796	203,611	173,426	143,240	113,055	
	22.5%	290,853	260,668	230,483	200,297	170,112	139,927	109,742	
	25.0%	287,540	257,355	227,169	196,984	166,799	136,614	106,428	
	27.5%	284,227	254,041	223,856	193,671	163,486	133,300	103,115	
	30.0%	280,913	250,728	220,543	190,358	160,172	129,987	99,802	
	32.5%	277,600	247,415	217,230	187,044	156,859	126,674	96,489	
	35.0%	274,287	244,101	213,916	183,731	153,546	123,361	93,175	
	37.5%	270,973	240,788	210,603	180,418	150,233	120,047	89,862	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	191,980	70%	884,077	852,332	820,586	788,841	757,091	725,337	693,584
		75%	789,254	757,720	726,186	694,651	663,117	631,582	600,048
Build Cost	80%	694,376	663,056	631,736	600,415	569,095	537,774	506,454	
100%	85%	599,444	568,333	537,221	506,109	474,998	443,886	412,774	
(105% = 5% increase)	90%	504,411	473,511	442,610	411,706	380,798	349,890	318,981	
	95%	409,278	378,581	347,885	317,178	286,468	255,758	225,048	
	100%	314,025	283,527	253,013	222,496	191,980	161,463	130,947	
	105%	218,626	188,321	158,017	127,712	97,408	67,103	36,799	
	110%	123,205	93,113	63,020	32,928	2,836	(27,257)	(57,349)	
	115%	27,785	(2,096)	(31,976)	(61,856)	(91,737)	(121,617)	(151,497)	
	120%	(67,636)	(97,304)	(126,972)	(156,641)	(186,309)	(216,682)	(249,651)	
	125%	(163,056)	(192,512)	(223,020)	(256,332)	(290,385)	(324,439)	(358,492)	

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	191,980	80%	(224,304)	(228,171)	(232,133)	(236,359)	(240,584)	(244,810)	(249,036)
		82%	(169,460)	(175,801)	(182,142)	(188,484)	(194,825)	(201,245)	(207,807)
Market Values	84%	(115,737)	(124,764)	(133,792)	(142,819)	(151,847)	(160,874)	(169,901)	
100%	86%	(62,014)	(73,728)	(85,441)	(97,155)	(108,868)	(120,582)	(132,295)	
(105% = 5% increase)	88%	(8,291)	(22,691)	(37,091)	(51,490)	(65,890)	(80,290)	(94,689)	
	90%	45,432	28,346	11,260	(5,826)	(22,912)	(39,997)	(57,083)	
	92%	99,155	79,383	59,611	39,839	20,067	295	(19,477)	
	94%	152,877	130,419	107,961	85,503	63,045	40,587	18,129	
	96%	206,600	181,456	156,312	131,168	106,023	80,879	55,735	
	98%	260,323	232,493	204,662	176,832	149,002	121,171	93,341	
	100%	314,025	283,527	253,013	222,496	191,980	161,463	130,947	
	102%	367,683	334,502	301,321	268,140	234,958	201,756	168,553	
	104%	421,323	385,477	349,613	313,749	277,885	242,021	206,158	
	106%	474,922	436,397	397,872	359,347	320,811	282,265	243,718	
	108%	528,521	487,316	446,111	404,906	363,701	322,496	281,278	
	110%	582,079	538,214	494,349	450,465	406,580	362,695	318,810	
	112%	635,626	589,084	542,542	495,999	449,457	402,894	356,329	
	114%	689,173	639,953	590,734	541,514	492,295	442,075	393,848	
	116%	742,695	690,818	638,926	587,029	535,132	483,235	431,339	
	118%	796,196	741,644	687,092	632,540	577,970	523,395	468,821	
	120%	849,698	792,471	735,243	678,016	620,789	563,556	506,304	

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Scheme Typology: **Scheme AV** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	191,980							
	5,000	314,025	286,617	259,201	231,779	204,356	176,934	149,511
	10,000	314,025	289,707	265,389	241,061	216,733	192,404	168,076
Grant (£ per unit)	15,000	314,025	292,797	271,569	250,340	229,109	207,875	186,640
	20,000	314,025	295,887	277,749	259,610	241,472	223,333	205,195
	25,000	314,025	298,977	283,928	268,880	253,831	238,783	223,734
	30,000	314,025	302,067	290,108	278,150	266,191	254,232	242,274
	35,000	314,025	305,157	296,288	287,419	278,550	269,682	260,813
	40,000	314,025	308,247	302,468	296,689	290,910	285,131	279,343
	45,000	314,025	311,336	308,648	305,959	303,270	300,570	297,859
	50,000	314,025	314,426	314,827	315,228	315,625	316,000	316,375
	55,000	314,025	317,516	321,007	324,498	327,969	331,430	334,891

**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

# 240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

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

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				150 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	21.0	20.0%	6.0	18%	27.0			
3 bed House	40.0%	48.0	30.0%	9.0	38%	57.0			
4 bed House	15.0%	18.0	10.0%	3.0	14%	21.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	12.0	20.0%	6.0	12%	18.0			
2 bed Flat	17.5%	21.0	20.0%	6.0	18%	27.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	120.0	100.0%	30.0	100%	150.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	1,659	17,857	474	5,102	2,133	22,959			
3 bed House	4,464	48,050	837	9,009	5,301	57,059			
4 bed House	2,070	22,281	345	3,714	2,415	25,995			
5 bed House	0	0	0	0	0	0			
1 bed Flat	706	7,598	353	3,799	1,059	11,397			
2 bed Flat	1,729	18,615	494	5,319	2,224	23,934			
3 bed Flat	0	0	0	0	0	0			
	10,628	114,402	2,503	26,943	13,131	141,345			
AH % by floor area:		19.06% 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	160,000	2,759	256			0			
2 bed House	260,000	3,291	306			7,020,000			
3 bed House	315,000	3,387	315			17,955,000			
4 bed House	450,000	3,913	364			9,450,000			
5 bed House	0	0	0			0			
1 bed Flat	135,000	2,700	251			2,430,000			
2 bed Flat	200,000	2,857	265			5,400,000			
3 bed Flat	0	0	0			0			
						42,255,000			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%	
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

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Scheme Typology: **Scheme AW** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	21.0	@	260,000	5,460,000
3 bed House	48.0	@	315,000	15,120,000
4 bed House	18.0	@	450,000	8,100,000
5 bed House	0.0	@	0	-
1 bed Flat	12.0	@	135,000	1,620,000
2 bed Flat	21.0	@	200,000	4,200,000
3 bed Flat	0.0	@	0	-
	120.0			34,500,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.5	@	182,000	273,000
3 bed House	2.3	@	220,500	496,125
4 bed House	0.8	@	315,000	236,250
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	94,500	141,750
2 bed Flat	1.5	@	140,000	210,000
3 bed Flat	0.0	@	0	-
	7.5			1,357,125
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	2.1	@	143,000	300,300
3 bed House	3.2	@	173,250	545,738
4 bed House	1.1	@	247,500	259,875
5 bed House	0.0	@	0	-
1 bed Flat	2.1	@	74,250	155,925
2 bed Flat	2.1	@	110,000	231,000
3 bed Flat	0.0	@	0	-
	10.5			1,492,838
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.5	@	182,000	273,000
3 bed House	2.3	@	220,500	496,125
4 bed House	0.8	@	250,000	187,500
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	94,500	141,750
2 bed Flat	1.5	@	140,000	210,000
3 bed Flat	0.0	@	0	-
	7.5			1,308,375
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.9	@	169,000	152,100
3 bed House	1.4	@	204,750	276,413
4 bed House	0.5	@	292,500	131,625
5 bed House	0.0	@	0	-
1 bed Flat	0.9	@	87,750	78,975
2 bed Flat	0.9	@	130,000	117,000
3 bed Flat	0.0	@	0	-
	4.5	30.0		756,113
<b>Sub-total GDV Residential</b>				
	<b>150</b>			<b>39,414,450</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>2,840,550</b>
			<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>
<b>Grant</b>				
	30	AH units @	0	per unit
<b>Total GDV</b>				
				<b>39,414,450</b>

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Scheme Typology: **Scheme AW** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 (Mrkt only + garages) 10,958 sqm 58.84 £ psm (644,751)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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 @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			13,131 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 4.29 ha @ 50,000 £ per ha (if brownfield) (214,286)									
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				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			
2 bed House			2,133 sqm @		1,315	psm			(2,804,895)
3 bed House			5,301 sqm @		1,315	psm			(6,970,815)
4 bed House			2,415 sqm @		1,315	psm			(3,175,725)
5 bed House			- sqm @		1,315	psm			
1 bed Flat			1,059 sqm @		1,493	psm			(1,580,824)
2 bed Flat			2,224 sqm @		1,493	psm			(3,319,729)
3 bed Flat		13,131	- sqm @		1,493	psm			
Garages for 3B House (Mrkt only)	48	10%	units @		18	sqm @	640	psm	(55,296)
Garages for 4B House (Mrkt only)	18	75%	units @		18	sqm @	640	psm	(155,520)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	
		329							
External works			18,062,804 @		15.0%				(2,709,421)
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 150 units @ 268 £ per unit (40,200)									
M4(2) Category 2 Housing	tenure weighted u		150 units @	94.0%	@	521	£ per unit		(73,461)
M4(3) (10%AH 5%OMS)	tenure weighted u		150 units @	6.0%	@	10,111	£ per unit		(90,999)
Net Zero Cost (2025 FHS Part L)			150 units @			4,500	£ per unit		(675,000)
SAC			150 units @			291	£ per unit		(43,587)
EV Charging Points - Houses			105 units @			1,000	£ per unit		(105,000)
EV Charging Points - Flats			45 units @		4 flats per charger	10,000	£ per 4 units		(112,500)
Water Efficiency (Climate change policy)			150 units @			10	£ per unit		(1,500)
	Sub-total								(1,142,247)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction)			22,128,757 @		5.0%				(1,106,438)

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Scheme Typology: **Scheme AW** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	22,128,757 @		<b>6.5%</b>		(1,438,369)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	34,500,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(1,035,000)
Residential Sales Agent Costs	34,500,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(345,000)
Residential Sales Legal Costs	34,500,000 OMS @		<b>0.25%</b>	575 £ per unit	(86,250)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,708 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(105,753)
<b>Developers Profit -</b>					
Profit on OMS	34,500,000		<b>20.00%</b>		(6,900,000)
Margin on AH	4,914,450		<b>6.00%</b> on AH values		(294,867)
<b>Profit analysis:</b>	<b>39,414,450</b>		<b>18.25% blended GDV</b>	<b>(7,194,867)</b>	
	<b>27,026,977</b>		<b>26.62% on costs</b>	<b>(7,194,867)</b>	
<b>TOTAL COSTS</b>					<b>(34,221,844)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					5,192,606
SDLT	5,192,606 @		HMRC formula		(249,130)
Acquisition Agent fees	5,192,606 @		<b>1.0%</b>		(51,926)
Acquisition Legal fees	5,192,606 @		<b>0.5%</b>		(25,963)
Interest on Land	5,192,606 @		7.00%		(363,482)
Residual Land Value					<b>4,502,104</b>
<b>RLV analysis:</b>	<b>30,014 £ per plot</b>	<b>1,050,491 £ per ha (net)</b>	<b>425,128 £ per acre (net)</b>		
		<b>997,966 £ per ha (gross)</b>	<b>403,872 £ per acre (gross)</b>		
			<b>11.42% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		4.29 ha (net)		10.59 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		4.51 ha (gross)		11.15 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)		<b>231,000 £ per acre (net)</b>	<b>2,446,290</b>
<b>BLV analysis:</b>		<b>542,261 £ per ha (gross)</b>		<b>219,450 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>479,690 £ per ha (net)</b>	<b>194,128 £ per acre (net)</b>	<b>2,055,814</b>



# 240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1

Scheme Typology: **Scheme AW** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	194,128								
	0.00	382,499	348,684	314,869	281,054	247,239	213,424	179,594	
	10.00	371,225	337,973	304,722	271,471	238,219	204,965	171,691	
	CIL £ psm 58.84	20.00	359,950	327,262	294,575	261,887	229,199	196,498	163,789
		30.00	348,675	316,551	284,427	252,303	220,175	188,030	155,886
		40.00	337,400	305,840	274,280	242,720	211,143	179,563	147,983
		50.00	326,125	295,129	264,133	233,127	202,112	171,096	140,081
		60.00	314,851	284,418	253,982	223,531	193,080	162,629	132,178
		70.00	303,576	273,707	243,822	213,935	184,049	154,162	124,275
		80.00	292,301	262,984	233,661	204,339	175,017	145,695	116,373
		90.00	281,026	252,259	223,501	194,743	165,986	137,228	108,470
		100.00	269,727	241,534	213,340	185,147	156,954	128,761	100,568
		110.00	258,437	230,809	203,180	175,551	147,922	120,294	92,665
		120.00	247,148	220,084	193,019	165,955	138,891	111,827	84,762
		130.00	235,858	209,359	182,859	156,359	129,859	103,360	76,860
		140.00	224,569	198,634	172,698	146,763	120,828	94,892	68,957
		150.00	213,280	187,909	162,538	137,167	111,796	86,425	61,055
		160.00	201,990	177,184	152,377	127,571	102,765	77,958	53,152
		170.00	190,701	166,459	142,217	117,975	93,733	69,491	45,249
		180.00	179,411	155,734	132,056	108,379	84,702	61,024	37,347
		190.00	168,122	145,009	121,896	98,783	75,670	52,557	29,444
200.00		156,832	134,284	111,735	89,187	66,638	44,090	21,541	
210.00	145,543	123,559	101,575	79,591	57,607	35,623	13,639		
220.00	134,253	112,834	91,414	69,995	48,575	27,156	5,736		
230.00	122,964	102,109	81,254	60,399	39,544	18,689	(2,166)		
240.00	111,674	91,384	71,093	50,803	30,512	10,222	(10,069)		
250.00	100,385	80,659	60,933	41,207	21,481	1,755	(17,972)		

**TABLE 2**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	194,128							
	1,000	303,811	273,313	242,798	212,281	181,765	151,248	120,731
	2,000	291,464	260,951	230,434	199,918	169,401	138,885	108,368
	3,000	279,104	248,588	218,071	187,555	157,038	126,521	96,005
	4,000	266,741	236,224	205,708	175,191	144,675	114,158	83,642
	5,000	254,378	223,861	193,344	162,828	132,311	101,795	71,278
	6,000	242,014	211,498	180,981	150,465	119,948	89,431	58,915
	7,000	229,651	199,134	168,618	138,101	107,585	77,068	46,552
	8,000	217,288	186,771	156,255	125,738	95,221	64,705	34,188
	9,000	204,924	174,408	143,891	113,375	82,858	52,342	21,825
	10,000	192,561	162,044	131,528	101,011	70,495	39,978	9,462
	11,000	180,198	149,681	119,165	88,648	58,131	27,615	(2,902)
	12,000	167,834	137,318	106,801	76,285	45,768	15,252	(15,265)
	13,000	155,471	124,955	94,438	63,921	33,405	2,888	(27,628)
	14,000	143,108	112,591	82,075	51,558	21,042	(9,475)	(39,992)
	15,000	130,744	100,228	69,711	39,195	8,678	(21,838)	(52,355)

**TABLE 3**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	194,128							
	15.0%	492,283	452,979	413,673	374,350	335,027	295,705	256,382
	16.0%	457,058	419,515	381,971	344,409	306,847	269,286	231,724
	17.0%	421,833	386,051	350,268	314,468	278,668	242,867	207,067
	18.0%	386,608	352,588	318,566	284,527	250,488	216,449	182,410
	20.0%	351,383	319,124	286,863	254,586	222,308	190,030	157,752
Profit	20.0%	316,159	285,660	255,161	224,644	194,128	163,611	133,095

**TABLE 4**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	194,128							
	100,000	447,159	416,660	386,161	355,644	325,128	294,611	264,095
	150,000	397,159	366,660	336,161	305,644	275,128	244,611	214,095
	200,000	347,159	316,660	286,161	255,644	225,128	194,611	164,095
	250,000	297,159	266,660	236,161	205,644	175,128	144,611	114,095
	300,000	247,159	216,660	186,161	155,644	125,128	94,611	64,095
	350,000	197,159	166,660	136,161	105,644	75,128	44,611	14,095
	400,000	147,159	116,660	86,161	55,644	25,128	(5,389)	(35,905)
	450,000	97,159	66,660	36,161	5,644	(24,872)	(55,389)	(85,905)
	500,000	47,159	16,660	(13,839)	(44,356)	(74,872)	(105,389)	(135,905)
	550,000	(2,841)	(33,340)	(63,839)	(94,356)	(124,872)	(155,389)	(185,905)
	600,000	(52,841)	(83,340)	(113,839)	(144,356)	(174,872)	(205,389)	(235,905)
	650,000	(102,841)	(133,340)	(163,839)	(194,356)	(224,872)	(255,389)	(285,905)
	700,000	(152,841)	(183,340)	(213,839)	(244,356)	(274,872)	(305,389)	(335,905)
	750,000	(202,841)	(233,340)	(263,839)	(294,356)	(324,872)	(355,389)	(385,905)
	800,000	(252,841)	(283,340)	(313,839)	(344,356)	(374,872)	(405,389)	(435,905)
850,000	(302,841)	(333,340)	(363,839)	(394,356)	(424,872)	(455,389)	(485,905)	
BLV (£ per acre)	231,000							

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Scheme Typology: **Scheme AW** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	194,128	0	378,257	347,759	317,261	286,763	256,265	225,767	195,269
Net Zero	2,000	350,658	320,160	289,662	259,164	228,666	198,161	167,644	140,005
(£ per unit)	4,000	323,058	292,560	262,062	231,554	201,038	170,521	140,005	
4,500	6,000	295,459	264,948	234,431	203,915	173,398	142,882	112,365	
	8,000	267,825	237,308	206,792	176,275	145,759	115,242	84,726	
	10,000	240,185	209,669	179,152	148,636	118,119	87,603	57,086	
	12,000	212,546	182,029	151,513	120,996	90,480	59,963	29,447	
	14,000	184,906	154,390	123,873	93,357	62,840	32,324	1,807	
	16,000	157,267	126,750	96,234	65,717	35,201	4,684	(25,832)	
	18,000	129,627	99,111	68,594	38,078	7,561	(22,955)	(53,472)	
	20,000	101,988	71,471	40,955	10,438	(20,078)	(50,595)	(81,111)	
	22,000	74,348	43,832	13,315	(17,201)	(47,718)	(78,234)	(108,751)	
	24,000	46,709	16,192	(14,324)	(44,841)	(75,357)	(105,874)	(136,390)	
	26,000	19,069	(11,447)	(41,964)	(72,480)	(102,997)	(133,513)	(164,030)	
	28,000	(8,570)	(39,087)	(69,603)	(100,120)	(130,636)	(161,153)	(191,669)	
	30,000	(36,210)	(66,726)	(97,243)	(127,759)	(158,276)	(188,792)	(219,682)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	194,128	0.0%	322,775	292,608	262,441	232,265	202,080	171,895	141,709
M4(3) Category 3 Housing	2.5%	319,467	289,300	259,133	228,952	198,767	168,581	138,396	
(% of OMS & AH units)	5.0%	316,159	285,991	255,824	225,638	195,453	165,268	135,083	
6.0%	7.5%	312,850	282,683	252,510	222,325	192,140	161,955	131,769	
	10.0%	309,542	279,374	249,197	219,012	188,827	158,641	128,456	
	12.5%	306,233	276,066	245,884	215,699	185,513	155,328	125,143	
	15.0%	302,925	272,756	242,571	212,385	182,200	152,015	121,830	
	17.5%	299,616	269,442	239,257	209,072	178,887	148,702	118,516	
	20.0%	296,308	266,129	235,944	205,759	175,574	145,388	115,203	
	22.5%	292,999	262,816	232,631	202,445	172,260	142,075	111,890	
	25.0%	289,688	259,503	229,317	199,132	168,947	138,762	108,576	
	27.5%	286,375	256,189	226,004	195,819	165,634	135,448	105,263	
	30.0%	283,061	252,876	222,691	192,506	162,320	132,135	101,950	
	32.5%	279,748	249,563	219,378	189,192	159,007	128,822	98,637	
	35.0%	276,435	246,249	216,064	185,879	155,694	125,509	95,323	
	37.5%	273,121	242,936	212,751	182,566	152,380	122,195	92,010	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	194,128	70%	886,151	854,406	822,658	790,905	759,151	727,397	695,644
	75%	791,329	759,794	728,260	696,726	665,191	633,657	602,122	
Build Cost	80%	696,465	665,145	633,825	602,504	571,184	539,863	508,543	
100%	85%	601,542	570,433	539,323	508,213	477,101	445,989	414,878	
(105% = 5% increase)	90%	506,515	475,614	444,714	413,813	382,913	352,008	321,100	
	95%	411,396	380,700	350,003	319,306	288,601	257,891	227,181	
	100%	316,159	285,660	255,161	224,644	194,128	163,611	133,095	
	105%	220,774	190,469	160,165	129,860	99,556	69,251	38,947	
	110%	125,353	95,261	65,168	35,076	4,983	(25,109)	(55,201)	
	115%	29,933	52	(29,828)	(59,708)	(89,589)	(119,469)	(149,349)	
	120%	(65,488)	(95,156)	(124,824)	(154,493)	(184,161)	(213,976)	(246,594)	
	125%	(160,908)	(190,364)	(220,223)	(253,276)	(287,329)	(321,382)	(355,436)	

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	194,128	80%	(221,508)	(225,374)	(229,240)	(233,302)	(237,528)	(241,754)	(245,979)
	82%	(167,312)	(173,653)	(179,994)	(186,336)	(192,677)	(199,018)	(205,359)	
Market Values	84%	(113,589)	(122,616)	(131,644)	(140,671)	(149,699)	(158,726)	(167,753)	
100%	86%	(59,866)	(71,580)	(83,293)	(95,007)	(106,720)	(118,434)	(130,147)	
(105% = 5% increase)	88%	(6,143)	(20,543)	(34,943)	(49,342)	(63,742)	(78,142)	(92,541)	
	90%	47,580	30,494	13,408	(3,678)	(20,764)	(37,850)	(54,935)	
	92%	101,303	81,531	61,759	41,987	22,215	2,443	(17,329)	
	94%	155,025	132,567	110,109	87,651	65,193	42,735	20,277	
	96%	208,748	183,604	158,460	133,316	108,171	83,027	57,883	
	98%	262,471	234,641	206,810	178,980	151,150	123,319	95,489	
	100%	316,159	285,660	255,161	224,644	194,128	163,611	133,095	
	102%	369,816	336,635	303,454	270,273	237,092	203,904	170,701	
	104%	423,441	387,596	351,746	315,882	280,018	244,155	208,291	
	106%	477,040	438,515	399,990	361,465	322,940	284,398	245,851	
	108%	530,636	489,434	448,229	407,024	365,819	324,614	283,409	
	110%	584,183	540,318	496,453	452,583	408,698	364,813	320,928	
	112%	637,729	591,187	544,645	498,103	451,561	405,012	358,447	
	114%	691,276	642,057	592,837	543,618	494,398	445,179	395,959	
	116%	744,784	692,907	641,029	589,133	537,236	485,339	433,442	
	118%	798,286	743,733	689,181	634,629	580,073	525,499	470,925	
	120%	851,787	794,560	737,332	680,105	622,878	565,651	508,408	

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Scheme Typology: **Scheme AW** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 9**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	194,128							
	5,000	316,159	288,750	261,342	233,927	206,504	179,082	151,659
	10,000	316,159	291,840	267,522	243,204	218,881	194,552	170,224
Grant (£ per unit)	15,000	316,159	294,930	273,702	252,474	231,245	210,017	188,788
	20,000	316,159	298,020	279,882	261,743	243,605	225,466	207,328
	25,000	316,159	301,110	286,061	271,013	255,964	240,916	225,867
	30,000	316,159	304,200	292,241	280,283	268,324	256,365	244,407
	35,000	316,159	307,290	298,421	289,552	280,684	271,815	262,945
	40,000	316,159	310,380	304,601	298,822	293,043	287,258	281,461
	45,000	316,159	313,470	310,781	308,092	305,399	302,688	299,977
	50,000	316,159	316,560	316,960	317,361	317,743	318,118	318,493
	55,000	316,159	319,649	323,140	326,627	330,088	333,549	337,010

**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

240819 Norton Canes & Heath Hayes\_WPV Apps AT - AW v0.1 - Summary Table

Appraisal Ref:	AT	AU	AV	AW
Scheme Typology:	Scheme AT	Scheme AU	Scheme AV	Scheme AW
No Units:	20	50	100	150
Location / Value Zone:	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	0	0	0	0
Total GDV (£)	5,255,260	13,138,150	26,276,300	39,414,450
<b>Policy Assumptions</b>	-	-	-	-
<b>AH Target % (&amp; mix):</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>
Affordable Rent:	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-
<b>Sub-total CIL+S106+Infrastructure (£ per unit)</b>	<b>4,298</b>	<b>4,298</b>	<b>4,298</b>	<b>4,298</b>
<b>Profit KPI's</b>	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.25%	18.25%	18.25%	18.25%
Developers Profit (% on costs)	23.13%	23.28%	26.59%	26.62%
Developers Profit Total (£)	959,316	2,398,289	4,796,578	7,194,867
<b>Land Value KPI's</b>	-	-	-	-
<b>RLV (£/acre (net))</b>	<b>96,395</b>	<b>110,098</b>	<b>422,980</b>	<b>425,128</b>
RLV (£/ha (net))	238,192	272,053	1,045,183	1,050,491
RLV (% of GDV)	2.59%	2.96%	11.36%	11.42%
RLV Total (£)	136,110	388,647	2,986,238	4,502,104
<b>BLV (£/acre (net))</b>	<b>253,000</b>	<b>253,000</b>	<b>231,000</b>	<b>231,000</b>
BLV (£/ha (net))	625,163	625,163	570,801	570,801
BLV Total (£)	357,236	893,090	1,630,860	2,446,290
Surplus/Deficit (£/acre) [RLV-BLV]	(156,605)	(142,902)	191,980	194,128
Surplus/Deficit (£/ha)	(386,971)	(353,110)	474,382	479,690
Surplus/Deficit Total (£)	(221,126)	(504,443)	1,355,378	2,055,814
<b>Plan Viability comments</b>	<b>Marginal</b>	<b>Marginal</b>	<b>Viable</b>	<b>Viable</b>

<b>Plan Viability comments</b>	<b>Viable</b>	if RLV > BLV
	<b>Marginal</b>	if RLV < BLV, but RLV is positive
	<b>Not Viable</b>	if RLV < BLV, and RLV is negative

## 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivity for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240831	v0.1	Updated the appraisal
240903	v0.1	Issued the final version to client

240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

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

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme		30 Units															
AH Policy requirement (% Target)		20%															
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%															
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented											
		Social Rent:		35.0%													
		First Homes:		25.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)		58.84 £ 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		17.5%		4.2		20.0%		1.2		18%		5.4					
3 bed House		40.0%		9.6		30.0%		1.8		38%		11.4					
4 bed House		15.0%		3.6		10.0%		0.6		14%		4.2					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		10.0%		2.4		20.0%		1.2		12%		3.6					
2 bed Flat		17.5%		4.2		20.0%		1.2		18%		5.4					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		24.0		100.0%		6.0		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 (sqm)</b>		<b>(sqft)</b>							
1 bed House		58.0		624				58.0		624							
2 bed House		79.0		850				79.0		850							
3 bed House		93.0		1,001				93.0		1,001							
4 bed House		115.0		1,238				115.0		1,238							
5 bed House		0.0		0				0.0		0							
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<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		58.0		624				58.0		624							
2 bed House		79.0		850				79.0		850							
3 bed House		93.0		1,001				93.0		1,001							
4 bed House		115.0		1,238				115.0		1,238							
5 bed House		0.0		0				0.0		0							
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<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		332		3,571		95		1,020		427		4,592					
3 bed House		893		9,610		167		1,802		1,060		11,412					
4 bed House		414		4,456		69		743		483		5,199					
5 bed House		0		0		0		0		0		0					
1 bed Flat		141		1,520		71		760		212		2,279					
2 bed Flat		346		3,723		99		1,064		445		4,787					
3 bed Flat		0		0		0		0		0		0					
		2,126		22,880		501		5,389		2,626		28,269					
<b>AH % by floor area:</b>		<b>19.06% 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		160,000		2,759		256				0							
2 bed House		260,000		3,291		306				1,404,000							
3 bed House		315,000		3,387		315				3,591,000							
4 bed House		450,000		3,913		364				1,890,000							
5 bed House		0		0		0				0							
1 bed Flat		135,000		2,700		251				486,000							
2 bed Flat		200,000		2,857		265				1,080,000							
3 bed Flat		0		0		0				0							
										8,451,000							
<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		112,000		70%		88,000		55%		112,000		70%		104,000		65%	
2 bed House		182,000		70%		143,000		55%		182,000		70%		169,000		65%	
3 bed House		220,500		70%		173,250		55%		220,500		70%		204,750		65%	
4 bed House		315,000		70%		247,500		55%		250,000		70%		292,500		65%	
5 bed House		0		70%		0		55%		0		70%		0		65%	
1 bed Flat		94,500		70%		74,250		55%		94,500		70%		87,750		65%	
2 bed Flat		140,000		70%		110,000		55%		140,000		70%		130,000		65%	
3 bed Flat		0		70%		0		55%		0		70%		0		65%	
		* capped @£250K															

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Scheme Typology: **Scheme AX** No Units: **30**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	4.2	@	260,000	1,092,000
3 bed House	9.6	@	315,000	3,024,000
4 bed House	3.6	@	450,000	1,620,000
5 bed House	0.0	@	0	-
1 bed Flat	2.4	@	135,000	324,000
2 bed Flat	4.2	@	200,000	840,000
3 bed Flat	0.0	@	0	-
	24.0			6,900,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.3	@	182,000	54,600
3 bed House	0.5	@	220,500	99,225
4 bed House	0.2	@	315,000	47,250
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	94,500	28,350
2 bed Flat	0.3	@	140,000	42,000
3 bed Flat	0.0	@	0	-
	1.5			271,425
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	0.4	@	143,000	60,060
3 bed House	0.6	@	173,250	109,148
4 bed House	0.2	@	247,500	51,975
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	74,250	31,185
2 bed Flat	0.4	@	110,000	46,200
3 bed Flat	0.0	@	0	-
	2.1			298,568
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.3	@	182,000	54,600
3 bed House	0.5	@	220,500	99,225
4 bed House	0.2	@	250,000	37,500
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	94,500	28,350
2 bed Flat	0.3	@	140,000	42,000
3 bed Flat	0.0	@	0	-
	1.5			261,675
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.2	@	169,000	30,420
3 bed House	0.3	@	204,750	55,283
4 bed House	0.1	@	292,500	26,325
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	87,750	15,795
2 bed Flat	0.2	@	130,000	23,400
3 bed Flat	0.0	@	0	-
	0.9	6.0		151,223
<b>Sub-total GDV Residential</b>				
	<b>30</b>			<b>7,882,890</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>568,110</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	6	AH units @	0	per unit
<b>Total GDV</b>				
				<b>7,882,890</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Scheme Typology: **Scheme AX** No Units: **30**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 (Mrkt only + garages) 2,192 sqm 58.84 £ psm (128,950)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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 @	0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum				2,626 sqm (total)		0 £ psm			
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.86 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				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House				- sqm @		1,531 psm			
2 bed House				427 sqm @		1,531 psm		(653,125)	
3 bed House				1,060 sqm @		1,531 psm		(1,623,166)	
4 bed House				483 sqm @		1,531 psm		(739,473)	
5 bed House				- sqm @		1,531 psm			
1 bed Flat				212 sqm @		1,681 psm		(355,976)	
2 bed Flat				445 sqm @		1,681 psm		(747,551)	
3 bed Flat				- sqm @		1,681 psm			
Garages for 3B House (Mrkt only)	10		10%	units @		18 sqm @	640 psm		(11,059)
Garages for 4B House (Mrkt only)	4		75%	units @		18 sqm @	640 psm		(31,104)
Garages for 5B House (Mrkt only)	-		120%	units @		18 sqm @	640 psm		
		66							
<b>External works</b> 4,161,454 @ 15.0% (624,218)									
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)									
<b>Policy Costs on design -</b>									
Net Biodiversity costs 30 units @ 1,003 £ per unit (30,090)									
M4(2) Category 2 Housing	tenure weighted t	30 units @		94.0% @		521 £ per unit			(14,692)
M4(3) (10%AH 5%OMS)	tenure weighted t	30 units @		6.0% @		10,111 £ per unit			(18,200)
Net Zero Cost (2025 FHS Part L)		30 units @				4,500 £ per unit			(135,000)
SAC		30 units @				291 £ per unit			(8,717)
EV Charging Points - Houses		21 units @				1,000 £ per unit			(21,000)
EV Charging Points - Flats		9 units @		4 flats per charger		10,000 £ per 4 units			(22,500)
Water Efficiency (Climate change policy)		30 units @				10 £ per unit			(300)
	Sub-total								(250,499)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction)				5,036,172 @		5.0%			(251,809)



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Scheme Typology: **Scheme AX** No Units: **30**  
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 Notes:

<b>Professional Fees</b>	5,036,172 @		<b>6.5%</b>		(327,351)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	6,900,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(207,000)
Residential Sales Agent Costs	6,900,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(69,000)
Residential Sales Legal Costs	6,900,000 OMS @		<b>0.25%</b>	575 £ per unit	(17,250)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,442 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(95,531)
<b>Developers Profit -</b>					
Profit on OMS	6,900,000		<b>20.00%</b>		(1,380,000)
Margin on AH	982,890		<b>6.00%</b> on AH values		(58,973)
<b>Profit analysis:</b>	<b>7,882,890</b>		<b>18.25% blended GDV</b>	<b>(1,438,973)</b>	
	<b>6,176,923</b>		<b>23.30% on costs</b>	<b>(1,438,973)</b>	
<b>TOTAL COSTS</b>					<b>(7,615,896)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					266,994
SDLT	266,994 @		HMRC formula		(2,850)
Acquisition Agent fees	266,994 @		<b>1.0%</b>		(2,670)
Acquisition Legal fees	266,994 @		<b>0.5%</b>		(1,335)
Interest on Land	266,994 @		7.00%		(18,690)
Residual Land Value					<b>241,450</b>
<b>RLV analysis:</b>	<b>8,048 £ per plot</b>	<b>281,691 £ per ha (net)</b>	<b>113,999 £ per acre (net)</b>		
		<b>267,607 £ per ha (gross)</b>	<b>108,299 £ per acre (gross)</b>		
			<b>3.06% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		0.86 ha (net)		2.12 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		0.90 ha (gross)		2.23 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	8,306 £ per plot	290,706 £ per ha (net)		<b>117,647 £ per acre (net)</b>	<b>249,176</b>
<b>BLV analysis:</b>		<b>276,170 £ per ha (gross)</b>		<b>111,765 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(9,015) £ per ha (net)</b>		<b>(3,648) £ per acre (net)</b>	<b>(7,727)</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Scheme Typology: **Scheme AX** No Units: **30**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(3,648)							
	0.00	180,606	148,242	115,877	83,512	51,148	18,783	(13,685)
	10.00	168,965	137,183	105,400	73,618	41,835	10,053	(22,116)
CIL £ psm	20.00	157,324	126,124	94,923	63,723	32,522	1,322	(30,548)
58.84	30.00	145,683	115,065	84,447	53,828	23,210	(7,409)	(38,979)
	40.00	134,043	104,006	73,970	43,933	13,897	(16,332)	(47,410)
	50.00	122,402	92,947	63,493	34,039	4,584	(25,365)	(55,908)
	60.00	110,761	81,888	53,016	24,144	(4,728)	(34,399)	(64,528)
	70.00	99,120	70,830	42,539	14,249	(14,161)	(43,432)	(73,147)
	80.00	87,479	59,771	32,063	4,354	(23,797)	(52,466)	(81,767)
	90.00	75,838	48,712	21,586	(5,540)	(33,432)	(61,993)	(90,387)
	100.00	64,197	37,653	11,109	(15,603)	(43,068)	(70,928)	(99,006)
	110.00	52,556	26,594	632	(25,841)	(52,704)	(80,163)	(107,626)
	120.00	40,915	15,535	(9,845)	(36,079)	(62,552)	(89,399)	(116,246)
	130.00	29,274	4,476	(20,659)	(46,317)	(72,403)	(98,634)	(125,536)
	140.00	17,634	(6,582)	(31,499)	(56,638)	(82,254)	(107,869)	(134,956)
	150.00	5,993	(17,886)	(42,339)	(67,105)	(92,105)	(117,105)	(144,377)
	160.00	(5,648)	(29,328)	(53,187)	(77,571)	(101,956)	(127,148)	(153,797)
	170.00	(17,522)	(40,771)	(64,269)	(88,038)	(111,807)	(137,241)	(163,217)
	180.00	(29,566)	(52,213)	(75,352)	(98,505)	(122,030)	(147,334)	(172,638)
	190.00	(41,611)	(63,897)	(86,434)	(108,972)	(132,796)	(157,427)	(182,058)
	200.00	(53,674)	(75,595)	(97,517)	(119,605)	(143,563)	(167,521)	(191,479)
	210.00	(65,987)	(87,293)	(108,599)	(131,044)	(154,329)	(177,614)	(200,899)
	220.00	(78,301)	(98,991)	(119,870)	(142,483)	(165,095)	(187,707)	(210,319)
	230.00	(90,615)	(110,689)	(131,982)	(153,922)	(175,861)	(197,800)	(219,740)
	240.00	(102,929)	(122,828)	(144,094)	(165,361)	(186,627)	(207,894)	(229,160)
	250.00	(115,242)	(135,613)	(156,206)	(176,800)	(197,393)	(217,987)	(238,580)

**TABLE 2**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(3,648)							
	1,000	99,363	70,423	41,483	12,543	(16,598)	(46,541)	(77,013)
	2,000	86,615	57,675	28,735	(205)	(29,788)	(59,885)	(90,498)
Site Specific S106	3,000	73,866	44,927	15,987	(13,035)	(42,978)	(73,371)	(103,983)
-	4,000	61,118	32,178	3,239	(26,225)	(56,243)	(86,856)	(117,468)
	5,000	48,370	19,430	(9,510)	(39,416)	(69,728)	(100,341)	(132,189)
	6,000	35,622	6,682	(22,662)	(52,606)	(83,213)	(113,826)	(146,927)
	7,000	22,874	(6,066)	(35,853)	(66,086)	(96,698)	(128,209)	(161,665)
	8,000	10,126	(19,100)	(49,043)	(79,571)	(110,183)	(142,946)	(176,403)
	9,000	(2,623)	(32,290)	(62,443)	(93,056)	(124,228)	(157,684)	(191,141)
	10,000	(15,537)	(45,480)	(75,928)	(106,541)	(138,966)	(172,422)	(205,878)
	11,000	(28,727)	(58,801)	(89,413)	(120,247)	(153,703)	(187,160)	(220,616)
	12,000	(41,917)	(72,286)	(102,898)	(134,985)	(168,441)	(201,898)	(235,354)
	13,000	(55,158)	(85,771)	(116,383)	(149,723)	(183,179)	(216,635)	(250,092)
	14,000	(68,643)	(99,256)	(131,004)	(164,460)	(197,917)	(231,373)	(264,830)
	15,000	(82,128)	(112,741)	(145,742)	(179,198)	(212,655)	(246,111)	(279,567)

**TABLE 3**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(3,648)							
	15.0%	288,235	250,489	212,743	174,997	137,251	99,505	61,759
	16.0%	253,011	217,026	181,041	145,056	109,071	73,087	37,102
Profit	17.0%	217,786	183,562	149,339	115,115	80,892	46,668	12,444
20.0%	18.0%	182,561	150,098	117,636	85,174	52,712	20,249	(12,269)
	19.0%	147,336	116,635	85,934	55,233	24,532	(6,169)	(37,782)
	20.0%	112,111	83,171	54,231	25,292	(3,648)	(33,351)	(63,528)

**TABLE 4**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(3,648)							
	100,000	129,758	100,818	71,878	42,939	13,999	(15,704)	(45,881)
	150,000	79,758	50,818	21,878	(7,061)	(36,001)	(65,704)	(95,881)
BLV (£ per acre)	200,000	29,758	818	(28,122)	(57,061)	(86,001)	(115,704)	(145,881)
117,647	250,000	(20,242)	(49,182)	(78,122)	(107,061)	(136,001)	(165,704)	(195,881)
	300,000	(70,242)	(99,182)	(128,122)	(157,061)	(186,001)	(215,704)	(245,881)
	350,000	(120,242)	(149,182)	(178,122)	(207,061)	(236,001)	(265,704)	(295,881)
	400,000	(170,242)	(199,182)	(228,122)	(257,061)	(286,001)	(315,704)	(345,881)
	450,000	(220,242)	(249,182)	(278,122)	(307,061)	(336,001)	(365,704)	(395,881)
	500,000	(270,242)	(299,182)	(328,122)	(357,061)	(386,001)	(415,704)	(445,881)
	550,000	(320,242)	(349,182)	(378,122)	(407,061)	(436,001)	(465,704)	(495,881)
	600,000	(370,242)	(399,182)	(428,122)	(457,061)	(486,001)	(515,704)	(545,881)
	650,000	(420,242)	(449,182)	(478,122)	(507,061)	(536,001)	(565,704)	(595,881)
	700,000	(470,242)	(499,182)	(528,122)	(557,061)	(586,001)	(615,704)	(645,881)
	750,000	(520,242)	(549,182)	(578,122)	(607,061)	(636,001)	(665,704)	(695,881)
	800,000	(570,242)	(599,182)	(628,122)	(657,061)	(686,001)	(715,704)	(745,881)
	850,000	(620,242)	(649,182)	(678,122)	(707,061)	(736,001)	(765,704)	(795,881)

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Scheme Typology: **Scheme AX** No Units: **30**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(3,648)							
	0	176,442	147,502	118,562	89,622	60,682	31,743	2,803
Net Zero	2,000	147,850	118,910	89,971	61,031	32,091	3,151	(26,316)
(£ per unit)	4,000	119,259	90,319	61,379	32,439	3,500	(25,955)	(55,967)
4,500	6,000	90,668	61,728	32,788	3,848	(25,595)	(55,598)	(86,211)
	8,000	62,076	33,136	4,197	(25,234)	(55,230)	(85,842)	(116,455)
	10,000	33,485	4,545	(24,874)	(54,861)	(85,474)	(116,086)	(149,398)
	12,000	4,894	(24,513)	(54,492)	(85,105)	(115,718)	(148,995)	(182,451)
	14,000	(24,152)	(54,124)	(84,736)	(115,349)	(148,592)	(182,048)	(215,505)
	16,000	(53,755)	(84,368)	(114,980)	(148,189)	(181,646)	(215,102)	(248,558)
	18,000	(83,999)	(114,612)	(147,786)	(181,243)	(214,699)	(248,156)	(281,612)
	20,000	(114,243)	(147,383)	(180,840)	(214,296)	(247,753)	(281,209)	(314,666)
	22,000	(146,981)	(180,437)	(213,893)	(247,350)	(280,806)	(314,263)	(347,719)
	24,000	(180,034)	(213,491)	(246,947)	(280,403)	(313,860)	(347,316)	(380,773)
	26,000	(213,088)	(246,544)	(280,001)	(313,457)	(346,913)	(380,370)	(413,826)
	28,000	(246,141)	(279,598)	(313,054)	(346,511)	(379,967)	(413,423)	(446,880)
	30,000	(279,195)	(312,651)	(346,108)	(379,564)	(413,021)	(446,477)	(479,933)

**TABLE 6**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(3,648)							
	0.0%	118,966	90,369	61,772	33,175	4,578	(24,485)	(54,102)
M4(3) Category 3 Housing	2.5%	115,538	86,941	58,344	29,747	1,150	(28,032)	(57,727)
(% of OMS & AH units)	5.0%	112,111	83,514	54,917	26,320	(2,277)	(31,578)	(61,353)
6.0%	7.5%	108,684	80,087	51,490	22,892	(5,705)	(35,124)	(64,978)
	10.0%	105,256	76,659	48,062	19,465	(9,132)	(38,670)	(68,604)
	12.5%	101,829	73,232	44,635	16,038	(12,628)	(42,217)	(72,229)
	15.0%	98,402	69,804	41,207	12,610	(16,174)	(45,763)	(75,855)
	17.5%	94,974	66,377	37,780	9,183	(19,720)	(49,309)	(79,480)
	20.0%	91,547	62,950	34,353	5,756	(23,266)	(52,856)	(83,106)
	22.5%	88,119	59,522	30,925	2,328	(26,813)	(56,481)	(86,731)
	25.0%	84,692	56,095	27,498	(1,099)	(30,359)	(60,107)	(90,357)
	27.5%	81,265	52,668	24,070	(4,527)	(33,905)	(63,732)	(93,982)
	30.0%	77,837	49,240	20,643	(7,954)	(37,451)	(67,358)	(97,608)
	32.5%	74,410	45,813	17,216	(11,409)	(40,998)	(70,983)	(101,233)
	35.0%	70,982	42,385	13,788	(14,955)	(44,544)	(74,609)	(104,859)
	37.5%	67,555	38,958	10,361	(18,501)	(48,090)	(78,234)	(108,484)

**TABLE 7**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(3,648)							
	70%	788,234	757,798	727,362	696,926	666,490	636,054	605,618
	75%	676,859	646,707	616,555	586,403	556,251	526,100	495,948
Build Cost	80%	565,084	535,197	505,309	475,421	445,533	415,646	385,758
100%	85%	452,782	423,138	393,495	363,851	334,208	304,564	274,921
(105% = 5% increase)	90%	339,823	310,404	280,985	251,566	222,089	192,601	163,113
	95%	226,076	196,862	167,648	138,434	109,220	80,007	50,793
	100%	112,111	83,171	54,231	25,292	(3,648)	(33,351)	(63,528)
	105%	(1,854)	(31,211)	(61,050)	(91,373)	(122,072)	(155,211)	(188,351)
	110%	(121,265)	(154,088)	(186,910)	(219,733)	(252,556)	(285,378)	(318,201)
	115%	(253,016)	(285,522)	(318,028)	(350,534)	(383,040)	(415,545)	(448,051)
	120%	(384,768)	(416,957)	(449,146)	(481,335)	(513,524)	(545,713)	(577,902)
	125%	(516,519)	(548,391)	(580,263)	(612,136)	(644,008)	(675,880)	(707,752)

**TABLE 8**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(3,648)							
	80%	(491,225)	(493,009)	(494,792)	(496,575)	(498,358)	(500,142)	(501,925)
	82%	(427,879)	(432,830)	(437,780)	(442,731)	(447,681)	(452,632)	(457,583)
Market Values	84%	(364,533)	(372,651)	(380,769)	(388,886)	(397,004)	(405,122)	(413,240)
100%	86%	(301,186)	(312,472)	(323,757)	(335,042)	(346,327)	(357,612)	(368,898)
(105% = 5% increase)	88%	(237,840)	(252,293)	(266,745)	(281,198)	(295,650)	(310,103)	(324,555)
	90%	(174,494)	(192,114)	(209,733)	(227,353)	(244,973)	(262,593)	(280,213)
	92%	(111,700)	(131,935)	(152,222)	(173,509)	(194,796)	(216,083)	(237,370)
	94%	(53,738)	(75,656)	(97,575)	(119,494)	(141,413)	(163,332)	(185,251)
	96%	2,522	(21,297)	(45,571)	(70,225)	(95,042)	(120,064)	(145,086)
	98%	57,316	31,116	4,916	(21,655)	(48,763)	(76,387)	(104,011)
	100%	112,111	83,171	54,231	25,292	(3,648)	(33,351)	(63,528)
	102%	166,906	135,226	103,547	71,867	40,188	8,508	(23,608)
	104%	221,700	187,281	152,862	118,442	84,023	49,604	15,185
	106%	276,495	239,336	202,177	165,018	127,859	90,700	53,541
	108%	331,289	291,391	251,492	211,593	171,695	131,796	91,897
	110%	386,084	343,332	300,807	258,169	215,530	172,892	130,253
	112%	440,878	395,139	349,905	304,671	259,366	213,988	168,610
	114%	495,673	446,852	398,985	351,024	303,064	255,084	206,966
	116%	548,985	498,435	447,885	397,336	346,690	296,003	245,316
	118%	603,192	550,018	496,754	443,490	390,225	336,903	283,489
	120%	657,282	601,429	545,575	489,643	433,664	377,684	321,662

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Scheme Typology: **Scheme AX** No Units: **30**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 9** Affordable Housing - % on site 20%

	(3,648)	0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	5,000	112,111	86,359	60,606	34,854	9,101	(16,862)	(43,508)
	10,000	112,111	89,546	66,981	44,415	21,850	(715)	(23,721)
Grant (£ per unit)	15,000	112,111	92,733	73,355	53,977	34,599	15,221	(4,157)
	20,000	112,111	95,920	79,730	63,539	47,348	31,158	14,967
	25,000	112,111	99,108	86,104	73,101	60,098	47,094	34,091
	30,000	112,111	102,295	92,479	82,663	72,847	63,031	53,214
	35,000	112,111	105,482	98,853	92,225	85,596	78,967	72,338
	40,000	112,111	108,670	105,228	101,786	98,345	94,903	91,462
	45,000	112,111	111,857	111,603	111,348	111,094	110,840	110,586
	50,000	112,111	115,044	117,977	120,910	123,843	126,776	129,709
	55,000	112,111	118,231	124,352	130,472	136,592	142,713	148,833

**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

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Appraisal Ref: **AY** (see Typologies Matrix)  
 Scheme Typology: **Scheme AY**  
 Site Typology: **Location / Value Zone: Norton Canes Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **50**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme					50 Units												
AH Policy requirement (% Target)					20%												
Open Market Sale (OMS) housing		Open Market Sale (OMS)			80%												
AH tenure split %		Affordable Rent:		25.0%													
		Social Rent:		35.0%		60.0% % Rented											
		First Homes:		25.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)					58.84		£ 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		17.5%		7.0		20.0%		2.0		18%		9.0					
3 bed House		40.0%		16.0		30.0%		3.0		38%		19.0					
4 bed House		15.0%		6.0		10.0%		1.0		14%		7.0					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		10.0%		4.0		20.0%		2.0		12%		6.0					
2 bed Flat		17.5%		7.0		20.0%		2.0		18%		9.0					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		40.0		100.0%		10.0		100%		50.0					
<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		58.0		624		58.0		624									
2 bed House		79.0		850		79.0		850									
3 bed House		93.0		1,001		93.0		1,001									
4 bed House		115.0		1,238		115.0		1,238									
5 bed House		0.0		0		0.0		0									
1 bed Flat		50.0		538		85.0%		58.8				633					
2 bed Flat		70.0		753		85.0%		82.4				886					
3 bed Flat		80.0		861		85.0%		94.1				1,013					
<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		58.0		624		58.0		624									
2 bed House		79.0		850		79.0		850									
3 bed House		93.0		1,001		93.0		1,001									
4 bed House		115.0		1,238		115.0		1,238									
5 bed House		0.0		0		0.0		0									
1 bed Flat		50.0		538		85.0%		58.8				633					
2 bed Flat		70.0		753		85.0%		82.4				886					
3 bed Flat		80.0		861		85.0%		94.1				1,013					
<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				0					
2 bed House		553		5,952		158		1,701		711		7,653					
3 bed House		1,488		16,017		279		3,003		1,767		19,020					
4 bed House		690		7,427		115		1,238		805		8,665					
5 bed House		0		0		0		0		0		0					
1 bed Flat		235		2,533		118		1,266		353		3,799					
2 bed Flat		576		6,205		165		1,773		741		7,978					
3 bed Flat		0		0		0		0		0		0					
		3,543		38,134		834		8,981		4,377		47,115					
AH % by floor area:						19.06%		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		160,000		2,759		256						0					
2 bed House		260,000		3,291		306						2,340,000					
3 bed House		315,000		3,387		315						5,985,000					
4 bed House		450,000		3,913		364						3,150,000					
5 bed House		0		0		0						0					
1 bed Flat		135,000		2,700		251						810,000					
2 bed Flat		200,000		2,857		265						1,800,000					
3 bed Flat		0		0		0						0					
												14,085,000					
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		112,000		70%		88,000		55%		112,000		70%		104,000		65%	
2 bed House		182,000		70%		143,000		55%		182,000		70%		169,000		65%	
3 bed House		220,500		70%		173,250		55%		220,500		70%		204,750		65%	
4 bed House		315,000		70%		247,500		55%		250,000		70%		292,500		65%	
5 bed House		0		70%		0		55%		0		70%		0		65%	
1 bed Flat		94,500		70%		74,250		55%		94,500		70%		87,750		65%	
2 bed Flat		140,000		70%		110,000		55%		140,000		70%		130,000		65%	
3 bed Flat		0		70%		0		55%		0		70%		0		65%	

\* capped @£250K

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Scheme Typology: **Scheme AY** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	7.0	@	260,000	1,820,000
3 bed House	16.0	@	315,000	5,040,000
4 bed House	6.0	@	450,000	2,700,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	135,000	540,000
2 bed Flat	7.0	@	200,000	1,400,000
3 bed Flat	0.0	@	0	-
	40.0			11,500,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	220,500	165,375
4 bed House	0.3	@	315,000	78,750
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	140,000	70,000
3 bed Flat	0.0	@	0	-
	2.5			452,375
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	0.7	@	143,000	100,100
3 bed House	1.1	@	173,250	181,913
4 bed House	0.4	@	247,500	86,625
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	74,250	51,975
2 bed Flat	0.7	@	110,000	77,000
3 bed Flat	0.0	@	0	-
	3.5			497,613
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	220,500	165,375
4 bed House	0.3	@	250,000	62,500
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	140,000	70,000
3 bed Flat	0.0	@	0	-
	2.5			436,125
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.3	@	169,000	50,700
3 bed House	0.5	@	204,750	92,138
4 bed House	0.2	@	292,500	43,875
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	87,750	26,325
2 bed Flat	0.3	@	130,000	39,000
3 bed Flat	0.0	@	0	-
	1.5	10.0		252,038
<b>Sub-total GDV Residential</b>				
	<b>50</b>			<b>13,138,150</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>946,850</b>
			<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>
<b>Grant</b>				
	10	AH units @	0	per unit
<b>Total GDV</b>				
				<b>13,138,150</b>

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Scheme Typology: **Scheme AY** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS										
<b>Initial Payments -</b>										
Statutory Planning Fees (Residential) (23,100)										
Planning Application Professional Fees, Surveys and reports (70,000)										
CIL (Mrkt only + garages) 3,653 sqm 58.84 £ psm (214,917)										
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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			50 units @				0 per unit		-
	Sub-total									-
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)										
AH Commuted Sum				4,377 sqm (total)				0 £ psm		-
<b>Comm. Sum analysis:</b> 0.00% % of GDV										
<b>Construction Costs -</b>										
Site Clearance, Demolition & Remediation 1.43 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			50 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 @				1,531 psm		-
2 bed House				711 sqm @				1,531 psm		(1,088,541)
3 bed House				1,767 sqm @				1,531 psm		(2,705,277)
4 bed House				805 sqm @				1,531 psm		(1,232,455)
5 bed House				- sqm @				1,531 psm		-
1 bed Flat				353 sqm @				1,681 psm		(593,294)
2 bed Flat				741 sqm @				1,681 psm		(1,245,918)
3 bed Flat				- sqm @				1,681 psm		-
Garages for 3B House (Mrkt only)	16		10%	units @			18 sqm @	640 psm		(18,432)
Garages for 4B House (Mrkt only)	6		75%	units @			18 sqm @	640 psm		(51,840)
Garages for 5B House (Mrkt only)	-		120%	units @			18 sqm @	640 psm		-
				110						-
External works 6,935,757 @ 15.0% (1,040,364)										
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)										
Policy Costs on design -										
Net Biodiversity costs 50 units @ 1,003 £ per unit (50,150)										
M4(2) Category 2 Housing	tenure weighted u	50 units @		94.0% @				521 £ per unit		(24,487)
M4(3) (10%AH 5%OMS)	tenure weighted u	50 units @		6.0% @				10,111 £ per unit		(30,333)
Net Zero Cost (2025 FHS Part L)		50 units @						4,500 £ per unit		(225,000)
SAC		50 units @						291 £ per unit		(14,529)
EV Charging Points - Houses		35 units @						1,000 £ per unit		(35,000)
EV Charging Points - Flats		15 units @				4 flats per charger		10,000 £ per 4 units		(37,500)
Water Efficiency (Climate change policy)		50 units @						10 £ per unit		(500)
	Sub-total									(417,499)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)										
Contingency (on construction)				8,393,619 @				5.0%		(419,681)

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Scheme Typology: **Scheme AY** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	8,393,619 @		<b>6.5%</b>		(545,585)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	11,500,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(345,000)
Residential Sales Agent Costs	11,500,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(115,000)
Residential Sales Legal Costs	11,500,000 OMS @		<b>0.25%</b>	575 £ per unit	(28,750)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,575 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(112,889)
<b>Developers Profit -</b>					
Profit on OMS	11,500,000		<b>20.00%</b>		(2,300,000)
Margin on AH	1,638,150		<b>6.00%</b> on AH values		(98,289)
<b>Profit analysis:</b>	<b>13,138,150</b>		<b>18.25% blended GDV</b>	<b>(2,398,289)</b>	
	<b>10,258,541</b>		<b>23.38% on costs</b>	<b>(2,398,289)</b>	
<b>TOTAL COSTS</b>					<b>(12,656,830)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					481,320
SDLT	481,320 @		HMRC formula		(13,566)
Acquisition Agent fees	481,320 @		<b>1.0%</b>		(4,813)
Acquisition Legal fees	481,320 @		<b>0.5%</b>		(2,407)
Interest on Land	481,320 @		7.00%		(33,692)
Residual Land Value					<b>426,842</b>
<b>RLV analysis:</b>	<b>8,537 £ per plot</b>	<b>298,789 £ per ha (net)</b>	<b>120,918 £ per acre (net)</b>		
		<b>283,850 £ per ha (gross)</b>	<b>114,872 £ per acre (gross)</b>		
			<b>3.25% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.43 ha (net)		3.53 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.50 ha (gross)		3.72 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	8,306 £ per plot	290,706 £ per ha (net)		<b>117,647 £ per acre (net)</b>	<b>415,294</b>
<b>BLV analysis:</b>		<b>276,170 £ per ha (gross)</b>		<b>111,765 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>8,083 £ per ha (net)</b>		<b>3,271 £ per acre (net)</b>	<b>11,548</b>



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Scheme Typology: **Scheme AY** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%							
Balance (RLV - BLV £ per acre (n))		3,271	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00		187,484	154,944	122,403	89,862	57,321	24,780	(7,761)
	10.00		176,002	144,035	112,069	80,102	48,135	16,168	(15,798)
	20.00		164,520	133,127	101,734	70,342	38,949	7,557	(23,836)
	30.00		153,037	122,219	91,400	60,582	29,763	(1,055)	(31,874)
	40.00		141,555	111,311	81,066	50,822	20,577	(9,667)	(39,911)
	50.00		130,073	100,402	70,732	41,062	11,392	(18,279)	(47,949)
	60.00		118,590	89,494	60,398	31,302	2,206	(26,890)	(56,076)
	70.00		107,108	78,586	50,064	21,542	(6,980)	(35,502)	(64,392)
	80.00		95,625	67,678	39,730	11,782	(16,166)	(44,114)	(72,709)
	90.00		84,143	56,769	29,396	2,022	(25,352)	(52,726)	(81,076)
	100.00		72,661	45,861	19,061	(7,738)	(34,538)	(61,612)	(89,578)
	110.00		61,178	34,953	8,727	(17,498)	(43,724)	(70,523)	(98,080)
	120.00		49,696	24,045	(1,607)	(27,258)	(52,910)	(79,448)	(106,582)
	130.00		38,214	13,136	(11,941)	(37,018)	(62,397)	(88,558)	(115,085)
	140.00		26,731	2,228	(22,275)	(46,778)	(71,901)	(97,667)	(124,139)
	150.00		15,249	(8,680)	(32,609)	(56,647)	(81,465)	(106,777)	(133,431)
	160.00		3,767	(19,588)	(42,943)	(66,745)	(91,181)	(115,886)	(142,723)
	170.00		(7,716)	(30,497)	(53,277)	(76,844)	(100,898)	(125,679)	(152,015)
	180.00		(19,198)	(41,405)	(63,965)	(87,125)	(110,615)	(135,634)	(161,307)
	190.00		(30,680)	(52,313)	(74,658)	(97,449)	(120,581)	(145,590)	(170,599)
200.00		(42,163)	(63,561)	(85,497)	(107,773)	(131,201)	(155,546)	(179,891)	
210.00		(53,653)	(74,848)	(96,429)	(118,139)	(141,820)	(165,502)	(189,183)	
220.00		(65,143)	(86,299)	(107,360)	(129,422)	(152,440)	(175,458)	(198,475)	
230.00		(77,414)	(97,838)	(118,352)	(140,706)	(163,060)	(185,413)	(207,767)	
240.00		(89,530)	(109,377)	(130,299)	(151,989)	(173,679)	(195,369)	(217,059)	
250.00		(101,676)	(121,219)	(142,246)	(163,272)	(184,299)	(205,325)	(226,351)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		3,271	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	1,000		107,348	78,185	49,022	19,859	(9,303)	(38,466)	(68,122)
	2,000		94,773	65,610	36,448	7,285	(21,878)	(51,041)	(81,185)
	3,000		82,198	53,036	23,873	(5,290)	(34,452)	(63,969)	(94,487)
	4,000		69,624	40,461	11,298	(17,864)	(47,027)	(76,980)	(107,788)
	5,000		57,049	27,887	(1,276)	(30,439)	(59,816)	(90,241)	(121,409)
	6,000		44,475	15,312	(13,851)	(43,013)	(72,827)	(103,543)	(135,947)
	7,000		31,900	2,737	(26,425)	(55,663)	(85,996)	(116,844)	(150,484)
	8,000		19,326	(9,837)	(39,000)	(68,674)	(99,297)	(131,307)	(165,021)
	9,000		6,751	(22,412)	(51,574)	(81,750)	(112,598)	(145,844)	(179,558)
	10,000		(5,824)	(34,986)	(64,521)	(95,051)	(126,667)	(160,381)	(194,095)
	11,000		(18,398)	(47,561)	(77,532)	(108,353)	(141,204)	(174,918)	(208,632)
	12,000		(30,973)	(60,369)	(90,806)	(122,027)	(155,741)	(189,455)	(223,169)
	13,000		(43,547)	(73,379)	(104,107)	(136,564)	(170,278)	(203,992)	(237,706)
	14,000		(56,216)	(86,560)	(117,409)	(151,101)	(184,815)	(218,529)	(252,243)
	15,000		(69,226)	(99,862)	(131,924)	(165,638)	(199,352)	(233,066)	(266,780)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		3,271	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%		296,046	258,078	220,109	182,140	144,171	106,202	68,233
	16.0%		260,822	224,614	188,406	152,199	115,991	79,783	43,575
	17.0%		225,597	191,150	156,704	122,257	87,811	53,364	18,918
	18.0%		190,372	157,687	125,001	92,316	59,631	26,946	(5,739)
	19.0%		155,147	124,223	93,299	62,375	31,451	527	(30,397)
	20.0%		119,922	90,759	61,597	32,434	3,271	(25,891)	(55,111)

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		3,271	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 117,647	100,000		137,569	108,406	79,244	50,081	20,918	(8,244)	(37,464)
	150,000		87,569	58,406	29,244	81	(29,082)	(58,244)	(87,464)
	200,000		37,569	8,406	(20,756)	(49,919)	(79,082)	(108,244)	(137,464)
	250,000		(12,431)	(41,594)	(70,756)	(99,919)	(129,082)	(158,244)	(187,464)
	300,000		(62,431)	(91,594)	(120,756)	(149,919)	(179,082)	(208,244)	(237,464)
	350,000		(112,431)	(141,594)	(170,756)	(199,919)	(229,082)	(258,244)	(287,464)
	400,000		(162,431)	(191,594)	(220,756)	(249,919)	(279,082)	(308,244)	(337,464)
	450,000		(212,431)	(241,594)	(270,756)	(299,919)	(329,082)	(358,244)	(387,464)
	500,000		(262,431)	(291,594)	(320,756)	(349,919)	(379,082)	(408,244)	(437,464)
	550,000		(312,431)	(341,594)	(370,756)	(399,919)	(429,082)	(458,244)	(487,464)
	600,000		(362,431)	(391,594)	(420,756)	(449,919)	(479,082)	(508,244)	(537,464)
	650,000		(412,431)	(441,594)	(470,756)	(499,919)	(529,082)	(558,244)	(587,464)
	700,000		(462,431)	(491,594)	(520,756)	(549,919)	(579,082)	(608,244)	(637,464)
	750,000		(512,431)	(541,594)	(570,756)	(599,919)	(629,082)	(658,244)	(687,464)
	800,000		(562,431)	(591,594)	(620,756)	(649,919)	(679,082)	(708,244)	(737,464)
850,000		(612,431)	(641,594)	(670,756)	(699,919)	(729,082)	(758,244)	(787,464)	

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Scheme Typology: **Scheme AY** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	3,271							
	0	183,344	154,181	125,019	95,856	66,693	37,530	8,368
Net Zero (£ per unit)	2,000	155,157	125,994	96,831	67,668	38,506	9,343	(19,820)
	4,000	126,969	97,806	68,644	39,481	10,318	(18,845)	(48,007)
	6,000	98,782	69,619	40,456	11,293	(17,869)	(47,032)	(76,985)
	8,000	70,594	41,431	12,269	(16,894)	(46,057)	(75,976)	(106,762)
	10,000	42,406	13,244	(15,919)	(45,082)	(74,967)	(105,730)	(138,338)
	12,000	14,219	(14,944)	(44,106)	(73,958)	(104,699)	(137,210)	(170,924)
	14,000	(13,969)	(43,131)	(72,949)	(103,667)	(136,083)	(169,797)	(203,511)
	16,000	(42,156)	(71,940)	(102,636)	(134,955)	(168,670)	(202,384)	(236,098)
	18,000	(70,931)	(101,604)	(133,828)	(167,542)	(201,256)	(234,970)	(268,685)
	20,000	(100,573)	(132,701)	(166,415)	(200,129)	(233,843)	(267,557)	(301,271)
	22,000	(131,573)	(165,287)	(199,001)	(232,716)	(266,430)	(300,144)	(333,858)
	24,000	(164,160)	(197,874)	(231,588)	(265,302)	(299,016)	(332,731)	(366,445)
	26,000	(196,747)	(230,461)	(264,175)	(297,889)	(331,603)	(365,317)	(399,031)
	28,000	(229,333)	(263,048)	(296,762)	(330,476)	(364,190)	(397,904)	(431,618)
	30,000	(261,920)	(295,634)	(329,348)	(363,063)	(396,777)	(430,491)	(464,205)

**TABLE 6**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	3,271							
	0.0%	126,680	97,855	69,030	40,206	11,381	(17,444)	(46,269)
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	123,301	94,476	65,651	36,827	8,002	(20,823)	(49,648)
	5.0%	119,922	91,097	62,273	33,448	4,623	(24,202)	(53,027)
	6.0%	116,543	87,718	58,894	30,069	1,244	(27,581)	(56,510)
	10.0%	113,164	84,339	55,515	26,690	(2,135)	(30,960)	(60,006)
	12.5%	109,785	80,960	52,136	23,311	(5,514)	(34,339)	(63,502)
	15.0%	106,406	77,581	48,757	19,932	(8,893)	(37,718)	(66,998)
	17.5%	103,027	74,202	45,378	16,553	(12,272)	(41,097)	(70,494)
	20.0%	99,648	70,823	41,999	13,174	(15,651)	(44,476)	(73,990)
	22.5%	96,269	67,444	38,620	9,795	(19,030)	(47,855)	(77,487)
	25.0%	92,890	64,066	35,241	6,416	(22,409)	(51,234)	(81,032)
	27.5%	89,511	60,687	31,862	3,037	(25,788)	(54,654)	(84,607)
	30.0%	86,132	57,308	28,483	(342)	(29,167)	(58,151)	(88,181)
	32.5%	82,753	53,929	25,104	(3,721)	(32,546)	(61,647)	(91,755)
	35.0%	79,374	50,550	21,725	(7,100)	(35,925)	(65,143)	(95,329)
	37.5%	75,995	47,171	18,346	(10,479)	(39,304)	(68,639)	(98,904)

**TABLE 7**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	3,271							
	70%	789,033	758,353	727,673	696,993	666,312	635,632	604,952
	75%	678,401	647,998	617,594	587,190	556,787	526,383	495,980
Build Cost	80%	567,497	537,357	507,216	477,075	446,935	416,794	386,653
100%	85%	456,234	426,343	396,452	366,560	336,669	306,778	276,886
(105% = 5% increase)	90%	344,524	314,869	285,213	255,524	225,820	196,117	166,414
	95%	232,278	202,845	173,412	143,979	114,546	85,113	55,680
	100%	119,922	90,759	61,597	32,434	3,271	(25,891)	(55,111)
	105%	7,567	(21,326)	(50,218)	(80,030)	(110,592)	(143,339)	(176,740)
	110%	(107,192)	(139,310)	(172,399)	(205,489)	(238,578)	(271,667)	(304,757)
	115%	(236,111)	(268,888)	(301,665)	(334,442)	(367,219)	(399,996)	(432,773)
	120%	(366,002)	(398,467)	(430,931)	(463,396)	(495,860)	(528,325)	(560,790)
	125%	(495,893)	(528,045)	(560,197)	(592,349)	(624,502)	(656,654)	(688,806)

**TABLE 8**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	3,271							
	80%	(474,647)	(476,950)	(479,254)	(481,558)	(483,862)	(486,165)	(488,469)
	82%	(411,826)	(417,271)	(422,715)	(428,160)	(433,605)	(439,050)	(444,495)
Market Values	84%	(349,005)	(357,591)	(366,177)	(374,763)	(383,348)	(391,934)	(400,520)
100%	86%	(286,184)	(297,911)	(309,638)	(321,365)	(333,092)	(344,819)	(356,546)
(105% = 5% increase)	88%	(223,364)	(238,232)	(253,100)	(267,967)	(282,835)	(297,703)	(312,571)
	90%	(160,543)	(178,552)	(196,561)	(214,570)	(232,579)	(250,588)	(268,597)
	92%	(99,416)	(118,872)	(140,022)	(161,172)	(182,322)	(203,472)	(224,622)
	94%	(43,098)	(64,480)	(86,387)	(108,614)	(132,066)	(156,357)	(180,648)
	96%	11,242	(12,486)	(36,215)	(60,170)	(84,855)	(109,956)	(136,673)
	98%	65,582	39,137	12,691	(13,755)	(40,201)	(67,105)	(94,819)
	100%	119,922	90,759	61,597	32,434	3,271	(25,891)	(55,111)
	102%	174,262	142,382	110,503	78,623	46,743	14,864	(17,016)
	104%	228,602	194,005	159,409	124,812	90,215	55,618	21,022
	106%	282,942	245,628	208,315	171,001	133,687	96,373	59,060
	108%	337,282	297,251	257,220	217,190	177,159	137,128	97,098
	110%	391,495	348,837	306,126	263,379	220,631	177,883	135,136
	112%	445,657	400,291	354,925	309,560	264,103	218,638	173,174
	114%	499,709	451,722	403,671	355,597	307,523	259,393	211,212
	116%	553,711	503,023	452,336	401,634	350,853	300,071	249,249
	118%	607,692	554,325	500,937	447,550	394,162	340,692	287,202
	120%	661,551	605,550	549,539	493,451	437,364	381,276	325,115

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Scheme Typology: **Scheme AY** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	3,271							
	5,000	119,922	93,907	67,892	41,877	15,862	(10,153)	(36,168)
	10,000	119,922	97,055	74,188	51,320	28,453	5,586	(17,281)
Grant (£ per unit)	15,000	119,922	100,203	80,483	60,764	41,044	21,325	1,605
	20,000	119,922	103,350	86,779	70,207	53,635	37,064	20,492
	25,000	119,922	106,498	93,074	79,650	66,226	52,802	39,378
	30,000	119,922	109,646	99,370	89,093	78,817	68,541	58,265
	35,000	119,922	112,794	105,665	98,537	91,408	84,280	77,151
	40,000	119,922	115,941	111,961	107,980	103,999	100,019	96,038
	45,000	119,922	119,089	118,256	117,423	116,590	115,757	114,924
	50,000	119,922	122,237	124,552	126,866	129,181	131,496	133,811
	55,000	119,922	125,385	130,847	136,310	141,772	147,235	152,697

**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

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Appraisal Ref: **AZ** (see Typologies Matrix)  
 Scheme Typology: **Scheme AZ**  
 Site Typology: **Location / Value Zone: Norton Canes Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **100**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme		100 Units															
AH Policy requirement (% Target)		20%															
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%															
AH tenure split %		Affordable Rent: 25.0%			60.0% % Rented												
		Social Rent: 35.0%															
		First Homes: 25.0%															
		Other Intermediate (LCHO/Sub-Market etc.): 15.0%			8.0% % of total (>10% First Homes PPG 023)												
		100%			100.0%												
CIL Rate (£ psm)		58.84 £ 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		17.5%		14.0		20.0%		4.0		18%		18.0					
3 bed House		40.0%		32.0		30.0%		6.0		38%		38.0					
4 bed House		15.0%		12.0		10.0%		2.0		14%		14.0					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		10.0%		8.0		20.0%		4.0		12%		12.0					
2 bed Flat		17.5%		14.0		20.0%		4.0		18%		18.0					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		80.0		100.0%		20.0		100%		100.0					
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)											
1 bed House		58.0		624		58.0		624									
2 bed House		79.0		850		79.0		850									
3 bed House		93.0		1,001		93.0		1,001									
4 bed House		115.0		1,238		115.0		1,238									
5 bed House		0.0		0		0.0		0									
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)											
1 bed House		58.0		624		58.0		624									
2 bed House		79.0		850		79.0		850									
3 bed House		93.0		1,001		93.0		1,001									
4 bed House		115.0		1,238		115.0		1,238									
5 bed House		0.0		0		0.0		0									
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<b>Total Gross Floor areas -</b>		OMS Units GIA (sqm)		AH units GIA (sqm)		Total GIA (all units) (sqm)											
1 bed House		0		0		0		0		0							
2 bed House		1,106		11,905		1,422		15,306									
3 bed House		2,976		32,033		3,534		38,040									
4 bed House		1,380		14,854		1,610		17,330									
5 bed House		0		0		0		0									
1 bed Flat		471		5,065		706		7,598									
2 bed Flat		1,153		12,410		1,482		15,956									
3 bed Flat		0		0		0		0									
		7,086		76,268		1,669		17,962		8,754							
AH % by floor area:						19.06% 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		160,000		2,759		256				0							
2 bed House		260,000		3,291		306				4,680,000							
3 bed House		315,000		3,387		315				11,970,000							
4 bed House		450,000		3,913		364				6,300,000							
5 bed House		0		0		0				0							
1 bed Flat		135,000		2,700		251				1,620,000							
2 bed Flat		200,000		2,857		265				3,600,000							
3 bed Flat		0		0		0				0							
										28,170,000							
<b>Affordable Housing values (£) -</b>		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		112,000		70%		88,000		55%		112,000		70%		104,000		65%	
2 bed House		182,000		70%		143,000		55%		182,000		70%		169,000		65%	
3 bed House		220,500		70%		173,250		55%		220,500		70%		204,750		65%	
4 bed House		315,000		70%		247,500		55%		315,000		70%		292,500		65%	
5 bed House		0		70%		0		55%		0		70%		0		65%	
1 bed Flat		94,500		70%		74,250		55%		94,500		70%		87,750		65%	
2 bed Flat		140,000		70%		110,000		55%		140,000		70%		130,000		65%	
3 bed Flat		0		70%		0		55%		0		70%		0		65%	

\* capped @£250K

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Scheme Typology: **Scheme AZ** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	14.0	@	260,000	3,640,000
3 bed House	32.0	@	315,000	10,080,000
4 bed House	12.0	@	450,000	5,400,000
5 bed House	0.0	@	0	-
1 bed Flat	8.0	@	135,000	1,080,000
2 bed Flat	14.0	@	200,000	2,800,000
3 bed Flat	0.0	@	0	-
	<b>80.0</b>			<b>23,000,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	220,500	330,750
4 bed House	0.5	@	315,000	157,500
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	140,000	140,000
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>904,750</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	1.4	@	143,000	200,200
3 bed House	2.1	@	173,250	363,825
4 bed House	0.7	@	247,500	173,250
5 bed House	0.0	@	0	-
1 bed Flat	1.4	@	74,250	103,950
2 bed Flat	1.4	@	110,000	154,000
3 bed Flat	0.0	@	0	-
	<b>7.0</b>			<b>995,225</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	220,500	330,750
4 bed House	0.5	@	250,000	125,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	140,000	140,000
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>872,250</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.6	@	169,000	101,400
3 bed House	0.9	@	204,750	184,275
4 bed House	0.3	@	292,500	87,750
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	87,750	52,650
2 bed Flat	0.6	@	130,000	78,000
3 bed Flat	0.0	@	0	-
	<b>3.0</b>	<b>20.0</b>		<b>504,075</b>
<b>Sub-total GDV Residential</b>				
	<b>100</b>			<b>26,276,300</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,893,700</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>20</b>	AH units @	<b>0</b> per unit	-
<b>Total GDV</b>				
				<b>26,276,300</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Scheme Typology: **Scheme AZ** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (29,759)									
Planning Application Professional Fees, Surveys and reports (90,000)									
CIL (Mrkt only + garages) 7,305 sqm 58.84 £ psm (429,834)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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		100 units @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			8,754 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.86 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		100 units @		0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			
2 bed House			1,422 sqm @		1,315	psm			(1,869,930)
3 bed House			3,534 sqm @		1,315	psm			(4,647,210)
4 bed House			1,610 sqm @		1,315	psm			(2,117,150)
5 bed House			- sqm @		1,315	psm			-
1 bed Flat			706 sqm @		1,493	psm			(1,053,882)
2 bed Flat			1,482 sqm @		1,493	psm			(2,213,153)
3 bed Flat		8,754	- sqm @		1,493	psm			-
Garages for 3B House (Mrkt only)	32	10%	units @		18	sqm @	640	psm	(36,864)
Garages for 4B House (Mrkt only)	12	75%	units @		18	sqm @	640	psm	(103,680)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	-
			220						
<b>External works</b> 12,041,869 @ 15.0% (1,806,280)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 100 units @ 1,003 £ per unit (100,300)									
M4(2) Category 2 Housing	tenure weighted u		100 units @	94.0%		@	521	£ per unit	(48,974)
M4(3) (10%AH 5%OMS)	tenure weighted u		100 units @	6.0%		@	10,111	£ per unit	(60,666)
Net Zero Cost (2025 FHS Part L) 100 units @ 4,500 £ per unit (450,000)									
SAC 100 units @ 291 £ per unit (29,058)									
EV Charging Points - Houses 70 units @ 1,000 £ per unit (70,000)									
EV Charging Points - Flats 30 units @ 4 flats per charger 10,000 £ per 4 units (75,000)									
Water Efficiency (Climate change policy) 100 units @ 10 £ per unit (1,000)									
	Sub-total								(834,998)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction) 14,683,148 @ 5.0% (734,157)									

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Scheme Typology: **Scheme AZ** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	14,683,148 @		<b>6.5%</b>		(954,405)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	23,000,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(690,000)
Residential Sales Agent Costs	23,000,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(230,000)
Residential Sales Legal Costs	23,000,000 OMS @		<b>0.25%</b>	575 £ per unit	(57,500)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,675 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(72,221)
<b>Developers Profit -</b>					
Profit on OMS	23,000,000		<b>20.00%</b>		(4,600,000)
Margin on AH	3,276,300		<b>6.00%</b> on AH values		(196,578)
<b>Profit analysis:</b>	<b>26,276,300</b>		<b>18.25% blended GDV</b>	<b>(4,796,578)</b>	
	<b>17,961,024</b>		<b>26.71% on costs</b>	<b>(4,796,578)</b>	
<b>TOTAL COSTS</b>					<b>(22,757,602)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					3,518,698
SDLT	3,518,698 @		HMRC formula		(165,435)
Acquisition Agent fees	3,518,698 @		<b>1.0%</b>		(35,187)
Acquisition Legal fees	3,518,698 @		<b>0.5%</b>		(17,593)
Interest on Land	3,518,698 @		7.00%		(246,309)
Residual Land Value					<b>3,054,174</b>
<b>RLV analysis:</b>	<b>30,542 £ per plot</b>	<b>1,068,961 £ per ha (net)</b>	<b>432,603 £ per acre (net)</b>		
		<b>1,015,513 £ per ha (gross)</b>	<b>410,972 £ per acre (gross)</b>		
			<b>11.62% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		2.86 ha (net)		7.06 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		3.01 ha (gross)		7.43 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)		<b>133,529 £ per acre (net)</b>	<b>942,715</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>		<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>739,011 £ per ha (net)</b>		<b>299,074 £ per acre (net)</b>	<b>2,111,459</b>

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Scheme Typology: **Scheme AZ** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** 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**

Balance (RLV - BLV £ per acre (n))	299,074	Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00	487,266	453,501	419,736	385,970	352,205	318,440	284,661
	10.00	475,989	442,788	409,587	376,385	343,184	309,976	276,756
	20.00	464,713	432,075	399,438	366,800	334,163	301,507	268,851
	30.00	453,436	421,362	389,289	357,215	325,128	293,037	260,946
	40.00	442,160	410,650	379,140	347,621	316,094	284,568	253,041
	50.00	430,883	399,937	368,984	338,022	307,060	276,098	245,136
	60.00	419,606	389,218	358,820	328,423	298,026	267,628	237,231
	70.00	408,322	378,490	348,657	318,824	288,991	259,159	229,326
	80.00	397,029	367,761	338,493	309,225	279,957	250,689	221,417
	90.00	385,736	357,033	328,330	299,626	270,923	242,219	213,499
	100.00	374,444	346,305	318,166	290,027	261,888	233,739	205,582
	110.00	363,151	335,577	308,002	280,428	252,848	225,256	197,664
	120.00	351,858	324,848	297,839	270,826	243,800	216,773	189,747
	130.00	340,565	314,120	287,673	261,212	234,751	208,290	181,830
	140.00	329,272	303,388	277,493	251,598	225,703	199,807	173,912
	150.00	317,979	292,643	267,313	241,984	216,654	191,324	165,995
	160.00	306,686	281,898	257,134	232,370	207,606	182,841	158,077
	170.00	295,393	271,153	246,954	222,756	198,557	174,358	150,160
	180.00	284,100	260,408	236,775	213,142	189,509	165,876	142,242
	190.00	272,807	249,663	226,595	203,528	180,460	157,393	134,325
200.00	261,514	238,918	216,416	193,914	171,412	148,910	126,408	
210.00	250,221	228,173	206,236	184,300	162,363	140,427	118,490	
220.00	238,928	217,428	196,057	174,686	153,315	131,944	110,573	
230.00	227,635	206,683	185,877	165,072	144,266	123,461	102,655	
240.00	216,342	195,938	175,698	155,458	135,218	114,978	94,738	
250.00	204,049	185,192	165,518	145,844	126,169	106,495	86,820	

**TABLE 2**

Balance (RLV - BLV £ per acre (n))	299,074	Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000	408,558	378,095	347,632	317,169	286,706	256,244	225,781
	2,000	396,191	365,728	335,265	304,802	274,339	243,877	213,397
	3,000	383,824	353,361	322,898	292,435	261,972	231,496	201,010
	4,000	371,457	340,994	310,531	280,068	249,594	219,109	188,624
	5,000	359,090	328,627	298,164	267,693	237,208	206,723	176,238
	6,000	346,723	316,260	285,791	255,306	224,821	194,336	163,851
	7,000	334,356	303,890	273,405	242,920	212,435	181,950	151,465
	8,000	321,989	291,503	261,018	230,533	200,048	169,563	139,078
	9,000	309,602	279,117	248,632	218,147	187,662	157,177	126,692
	10,000	297,215	266,730	236,245	205,760	175,275	144,790	114,305
	11,000	284,828	254,344	223,859	193,374	162,889	132,404	101,919
	12,000	272,441	241,958	211,472	180,987	150,502	120,017	89,532
	13,000	260,054	229,571	199,086	168,601	138,116	107,631	77,146
	14,000	247,667	217,185	186,699	156,214	125,729	95,244	64,759
	15,000	235,280	204,798	174,313	143,828	113,343	82,858	52,373

**TABLE 3**

Balance (RLV - BLV £ per acre (n))	299,074	Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	597,039	557,780	518,511	479,242	439,973	400,704	361,435
	16.0%	561,814	524,317	486,809	449,301	411,793	374,285	336,777
	17.0%	526,589	490,853	455,106	419,360	383,613	347,867	312,120
	18.0%	491,364	457,389	423,404	389,419	355,433	321,448	287,463
	19.0%	456,139	423,926	391,702	359,478	327,253	295,029	262,805
	20.0%	420,914	390,462	359,999	329,536	299,074	268,611	238,148

**TABLE 4**

Balance (RLV - BLV £ per acre (n))	299,074	Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 133,529	100,000	454,443	423,991	393,528	363,065	332,603	302,140	271,677
	150,000	404,443	373,991	343,528	313,065	282,603	252,140	221,677
	200,000	354,443	323,991	293,528	263,065	232,603	202,140	171,677
	250,000	304,443	273,991	243,528	213,065	182,603	152,140	121,677
	300,000	254,443	223,991	193,528	163,065	132,603	102,140	71,677
	350,000	204,443	173,991	143,528	113,065	82,603	52,140	21,677
	400,000	154,443	123,991	93,528	63,065	32,603	2,140	(28,323)
	450,000	104,443	73,991	43,528	13,065	(17,397)	(47,860)	(78,323)
	500,000	54,443	23,991	(6,472)	(36,935)	(67,397)	(97,860)	(128,323)
	550,000	4,443	(26,009)	(56,472)	(86,935)	(117,397)	(147,860)	(178,323)
	600,000	(45,557)	(76,009)	(106,472)	(136,935)	(167,397)	(197,860)	(228,323)
	650,000	(95,557)	(126,009)	(156,472)	(186,935)	(217,397)	(247,860)	(278,323)
	700,000	(145,557)	(176,009)	(206,472)	(236,935)	(267,397)	(297,860)	(328,323)
	750,000	(195,557)	(226,009)	(256,472)	(286,935)	(317,397)	(347,860)	(378,323)
	800,000	(245,557)	(276,009)	(306,472)	(336,935)	(367,397)	(397,860)	(428,323)
	850,000	(295,557)	(326,009)	(356,472)	(386,935)	(417,397)	(447,860)	(478,323)



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Scheme Typology: **Scheme AZ** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	299,074	0	483,037	452,589	422,142	391,694	361,246	330,799	300,351
Net Zero	2,000	455,427	424,979	394,532	364,084	333,637	303,179	272,716	
(£ per unit)	4,000	427,817	397,369	366,913	336,450	305,987	275,524	245,061	
4,500	6,000	400,184	369,721	339,258	308,795	278,333	247,870	217,393	
	8,000	372,529	342,066	311,604	281,141	250,660	220,175	189,690	
	10,000	344,875	314,412	283,927	253,442	222,957	192,472	161,987	
	12,000	317,194	286,709	256,224	225,739	195,254	164,769	134,284	
	14,000	289,491	259,006	228,521	198,036	167,551	137,066	106,581	
	16,000	261,788	231,303	200,818	170,333	139,848	109,363	78,878	
	18,000	234,085	203,600	173,115	142,630	112,145	81,660	51,175	
	20,000	206,382	175,897	145,412	114,927	84,442	53,957	23,472	
	22,000	178,679	148,194	117,709	87,224	56,739	26,254	(4,231)	
	24,000	150,976	120,491	90,006	59,521	29,036	(1,449)	(31,934)	
	26,000	123,273	92,788	62,303	31,818	1,333	(29,152)	(59,637)	
	28,000	95,570	65,085	34,600	4,115	(26,370)	(56,855)	(87,340)	
	30,000	67,867	37,382	6,897	(23,588)	(54,073)	(84,558)	(115,548)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	299,074	0.0%	427,534	397,417	367,293	337,161	307,030	276,898	246,767
M4(3) Category 3 Housing	2.5%	424,224	394,108	363,977	333,846	303,715	273,583	243,452	
(% of OMS & AH units)	5.0%	420,914	390,794	360,662	330,531	300,400	270,268	240,137	
6.0%	7.5%	417,605	387,479	357,347	327,216	297,084	266,953	236,822	
	10.0%	414,295	384,164	354,032	323,901	293,769	263,638	233,507	
	12.5%	410,980	380,848	350,717	320,586	290,454	260,323	230,192	
	15.0%	407,665	377,533	347,402	317,271	287,139	257,008	226,876	
	17.5%	404,350	374,218	344,087	313,955	283,824	253,693	223,558	
	20.0%	401,034	370,903	340,772	310,640	280,509	250,378	220,237	
	22.5%	397,719	367,588	337,457	307,325	277,194	247,062	216,916	
	25.0%	394,404	364,273	334,141	304,010	273,879	243,747	213,595	
	27.5%	391,089	360,958	330,826	300,695	270,564	240,427	210,274	
	30.0%	387,774	357,643	327,511	297,380	267,248	237,106	206,953	
	32.5%	384,459	354,327	324,196	294,065	263,933	233,786	203,633	
	35.0%	381,144	351,012	320,881	290,750	260,618	230,465	200,312	
	37.5%	377,829	347,697	317,566	287,435	257,297	227,144	196,991	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	299,074	70%	991,176	959,458	927,740	896,022	864,304	832,585	800,867
		75%	896,351	864,854	833,349	801,841	770,334	738,827	707,319
Build Cost	80%	801,429	770,143	738,857	707,571	676,285	644,999	613,713	
100%	85%	706,451	675,380	644,310	613,239	582,168	551,097	520,026	
(105% = 5% increase)	90%	611,397	580,535	549,673	518,811	487,949	457,087	426,225	
	95%	516,222	485,572	454,914	424,254	393,595	362,936	332,276	
	100%	420,914	390,462	359,999	329,536	299,074	268,611	238,148	
	105%	325,441	295,168	264,896	234,623	204,351	174,078	143,806	
	110%	229,801	199,741	169,681	139,621	109,561	79,501	49,441	
	115%	134,162	104,314	74,467	44,619	14,772	(15,075)	(44,923)	
	120%	38,522	8,887	(20,748)	(50,382)	(80,017)	(109,938)	(141,905)	
	125%	(57,117)	(86,540)	(116,520)	(148,954)	(182,968)	(216,982)	(250,997)	

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	299,074	80%	(117,473)	(121,268)	(125,064)	(128,859)	(132,654)	(136,449)	(140,244)
		82%	(63,069)	(69,346)	(75,624)	(81,902)	(88,179)	(94,457)	(100,734)
Market Values	84%	(9,274)	(18,242)	(27,209)	(36,176)	(45,144)	(54,111)	(63,078)	
100%	86%	44,520	32,863	21,206	9,549	(2,108)	(13,765)	(25,422)	
(105% = 5% increase)	88%	98,314	83,967	69,621	55,274	40,927	26,580	12,234	
	90%	152,109	135,072	118,036	100,999	83,963	66,926	49,890	
	92%	205,903	186,177	166,451	146,724	126,998	107,272	87,546	
	94%	259,697	237,281	214,865	192,450	170,034	147,618	125,202	
	96%	313,492	288,386	263,280	238,175	213,069	187,963	162,858	
	98%	367,209	339,432	311,655	283,878	256,101	228,309	200,514	
	100%	420,914	390,462	359,999	329,536	299,074	268,611	238,148	
	102%	474,560	441,430	408,300	375,170	342,041	308,898	275,749	
	104%	528,205	492,393	456,581	420,769	384,957	348,945	313,333	
	106%	581,797	543,320	504,844	466,367	427,873	389,379	350,885	
	108%	635,380	594,224	553,068	511,913	470,757	429,602	388,436	
	110%	688,963	645,128	601,293	557,458	513,624	469,789	425,954	
	112%	742,495	695,999	649,503	603,004	556,490	509,976	463,462	
	114%	796,023	746,851	697,679	648,506	599,334	550,162	500,970	
	116%	849,551	797,703	745,854	694,006	642,157	590,308	538,460	
	118%	903,079	848,555	794,030	739,505	684,980	630,455	575,930	
	120%	956,560	899,377	842,194	785,004	727,803	670,601	613,400	

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Scheme Typology: **Scheme AZ** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	299,074							
	5,000	420,914	393,557	366,190	338,822	311,455	284,087	256,719
	10,000	420,914	396,648	372,380	348,108	323,836	299,563	275,291
Grant (£ per unit)	15,000	420,914	399,739	378,563	357,387	336,212	315,036	293,860
	20,000	420,914	402,829	384,744	366,659	348,574	330,489	312,404
	25,000	420,914	405,920	390,926	375,931	360,937	345,942	330,948
	30,000	420,914	409,011	397,107	385,203	373,299	361,395	349,491
	35,000	420,914	412,101	403,288	394,475	385,662	376,848	368,035
	40,000	420,914	415,192	409,469	403,747	398,024	392,301	386,557
	45,000	420,914	418,282	415,650	413,018	410,386	407,737	405,075
	50,000	420,914	421,373	421,832	422,290	422,745	423,169	423,593
	55,000	420,914	424,464	428,013	431,562	435,090	438,601	442,111

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

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Appraisal Ref: **BA** (see Typologies Matrix)  
 Scheme Typology: **Scheme BA**  
 Site Typology: **Norton Canes** Location / Value Zone: **Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **200**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme	200 Units							
AH Policy requirement (% Target)	20%							
Open Market Sale (OMS) housing	Open Market Sale (OMS) 80%							
AH tenure split %	Affordable Rent:	25.0%		60.0% % Rented				
	Social Rent:	35.0%						
	First Homes:	25.0%						
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%		8.0% % of total (>10% First Homes PPG 023)				
		100%	100.0%					
CIL Rate (£ psm)	58.84 £ 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	17.5%	28.0	20.0%	8.0	18%	36.0		
3 bed House	40.0%	64.0	30.0%	12.0	38%	76.0		
4 bed House	15.0%	24.0	10.0%	4.0	14%	28.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	10.0%	16.0	20.0%	8.0	12%	24.0		
2 bed Flat	17.5%	28.0	20.0%	8.0	18%	36.0		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	160.0	100.0%	40.0	100%	200.0		
<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	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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	2,212	23,810	632	6,803	2,844	30,613		
3 bed House	5,952	64,067	1,116	12,013	7,068	76,079		
4 bed House	2,760	29,708	460	4,951	3,220	34,660		
5 bed House	0	0	0	0	0	0		
1 bed Flat	941	10,131	471	5,065	1,412	15,196		
2 bed Flat	2,306	24,820	659	7,092	2,965	31,912		
3 bed Flat	0	0	0	0	0	0		
	14,171	152,536	3,337	35,924	17,508	188,460		
<b>AH % by floor area:</b>	<b>19.06% 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	160,000	2,759	256	0				
2 bed House	260,000	3,291	306	9,360,000				
3 bed House	315,000	3,387	315	23,940,000				
4 bed House	450,000	3,913	364	12,600,000				
5 bed House	0	0	0	0				
1 bed Flat	135,000	2,700	251	3,240,000				
2 bed Flat	200,000	2,857	265	7,200,000				
3 bed Flat	0	0	0	0				
				56,340,000				
<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	112,000	70%	88,000	55%	112,000	70%	104,000	65%
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%
3 bed Flat	0	70%	0	55%	0	70%	0	65%
					* capped @£250K			

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Scheme Typology: **Scheme BA** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	28.0	@	260,000	7,280,000
3 bed House	64.0	@	315,000	20,160,000
4 bed House	24.0	@	450,000	10,800,000
5 bed House	0.0	@	0	-
1 bed Flat	16.0	@	135,000	2,160,000
2 bed Flat	28.0	@	200,000	5,600,000
3 bed Flat	0.0	@	0	-
	<b>160.0</b>			<b>46,000,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	2.0	@	182,000	364,000
3 bed House	3.0	@	220,500	661,500
4 bed House	1.0	@	315,000	315,000
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	94,500	189,000
2 bed Flat	2.0	@	140,000	280,000
3 bed Flat	0.0	@	0	-
	<b>10.0</b>			<b>1,809,500</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	2.8	@	143,000	400,400
3 bed House	4.2	@	173,250	727,650
4 bed House	1.4	@	247,500	346,500
5 bed House	0.0	@	0	-
1 bed Flat	2.8	@	74,250	207,900
2 bed Flat	2.8	@	110,000	308,000
3 bed Flat	0.0	@	0	-
	<b>14.0</b>			<b>1,990,450</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	2.0	@	182,000	364,000
3 bed House	3.0	@	220,500	661,500
4 bed House	1.0	@	250,000	250,000
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	94,500	189,000
2 bed Flat	2.0	@	140,000	280,000
3 bed Flat	0.0	@	0	-
	<b>10.0</b>			<b>1,744,500</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	1.2	@	169,000	202,800
3 bed House	1.8	@	204,750	368,550
4 bed House	0.6	@	292,500	175,500
5 bed House	0.0	@	0	-
1 bed Flat	1.2	@	87,750	105,300
2 bed Flat	1.2	@	130,000	156,000
3 bed Flat	0.0	@	0	-
	<b>6.0</b>	<b>40.0</b>		<b>1,008,150</b>
<b>Sub-total GDV Residential</b>				
	<b>200</b>			<b>52,552,600</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>3,787,400</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>40</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>52,552,600</b>

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Scheme Typology: **Scheme BA** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (43,559)									
Planning Application Professional Fees, Surveys and reports (130,000)									
CIL (Mrkt only + garages) 14,610 sqm 58.84 £ psm (859,668)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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		200 units @		0				-
	Sub-total								-
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			17,508 sqm (total)		0				-
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 5.71 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		200 units @		0				-
	Sub-total								-
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315				-
2 bed House			2,844 sqm @		1,315				(3,739,860)
3 bed House			7,068 sqm @		1,315				(9,294,420)
4 bed House			3,220 sqm @		1,315				(4,234,300)
5 bed House			- sqm @		1,315				-
1 bed Flat			1,412 sqm @		1,493				(2,107,765)
2 bed Flat			2,965 sqm @		1,493				(4,426,306)
3 bed Flat		17,508	- sqm @		1,493				-
Garages for 3B House (Mrkt only)	64	10%	units @	18 sqm @	640	psm			(73,728)
Garages for 4B House (Mrkt only)	24	75%	units @	18 sqm @	640	psm			(207,360)
Garages for 5B House (Mrkt only)	-	120%	units @	18 sqm @	640	psm			-
		439							
<b>External works</b> 24,083,739 @ 15.0% (3,612,561)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 200 units @ 1,003 £ per unit (200,600)									
M4(2) Category 2 Housing	tenure weighted u	200	units @	94.0%	@	521	£ per unit		(97,948)
M4(3) (10%AH 5%OMS)	tenure weighted u	200	units @	6.0%	@	10,111	£ per unit		(121,332)
Net Zero Cost (2025 FHS Part L) 200 units @ 4,500 £ per unit (900,000)									
SAC 200 units @ 291 £ per unit (58,116)									
EV Charging Points - Houses 140 units @ 1,000 £ per unit (140,000)									
EV Charging Points - Flats 60 units @ 4 flats per charger 10,000 £ per 4 units (150,000)									
Water Efficiency (Climate change policy) 200 units @ 10 £ per unit (2,000)									
	Sub-total								(1,669,996)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction) 29,366,295 @ 5.0% (1,468,315)									

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Scheme Typology: **Scheme BA** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	29,366,295 @	6.5%		(1,908,809)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	46,000,000 OMS @	3.00%	6,900 £ per unit	(1,380,000)
Residential Sales Agent Costs	46,000,000 OMS @	1.00%	2,300 £ per unit	(460,000)
Residential Sales Legal Costs	46,000,000 OMS @	0.25%	575 £ per unit	(115,000)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,725 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(93,552)
<b>Developers Profit -</b>				
Profit on OMS	46,000,000	20.00%		(9,200,000)
Margin on AH	6,552,600	6.00% on AH values		(393,156)
<b>Profit analysis:</b>	<b>52,552,600</b>	<b>18.25% blended GDV</b>	<b>(9,593,156)</b>	
	<b>35,815,198</b>	<b>26.79% on costs</b>	<b>(9,593,156)</b>	
<b>TOTAL COSTS</b>				<b>(45,408,354)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				7,144,246
SDLT	7,144,246 @	HMRC formula		(346,712)
Acquisition Agent fees	7,144,246 @	1.0%		(71,442)
Acquisition Legal fees	7,144,246 @	0.5%		(35,721)
Interest on Land	7,144,246 @	7.00%		(500,097)
Residual Land Value				<b>6,190,273</b>
<b>RLV analysis:</b>	<b>30,951 £ per plot</b>	<b>1,083,298 £ per ha (net)</b>	<b>438,405 £ per acre (net)</b>	
		<b>1,029,133 £ per ha (gross)</b>	<b>416,484 £ per acre (gross)</b>	
			<b>11.78% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	5.71 ha (net)		14.12 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	6.02 ha (gross)		14.86 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	133,529 £ per acre (net)	1,885,429
<b>BLV analysis:</b>	<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	753,348 £ per ha (net)	304,876 £ per acre (net)	4,304,843

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Scheme Typology: **Scheme BA** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** 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.

<b>TABLE 1</b>		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	304,876	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00	493,196	459,357	425,517	391,677	357,837	323,991	290,139
	10.00	481,954	448,676	415,399	382,121	348,841	315,552	282,262
	20.00	470,712	437,996	405,280	372,565	339,839	307,112	274,385
	30.00	459,469	427,316	395,162	363,002	330,837	298,673	266,508
	40.00	448,227	416,635	385,039	353,437	321,835	290,233	258,632
	50.00	436,984	405,951	374,912	343,873	312,833	281,794	250,755
	60.00	425,738	395,261	364,785	334,308	303,831	273,355	242,878
	70.00	414,485	384,571	354,657	324,743	294,829	264,915	234,997
	80.00	403,233	373,881	344,530	315,179	285,827	256,476	227,113
	90.00	391,980	363,192	334,403	305,614	276,825	248,029	219,228
	100.00	380,728	352,502	324,276	296,049	267,819	239,582	211,344
	110.00	369,475	341,812	314,148	286,483	258,809	231,134	203,459
	120.00	358,223	331,122	304,021	276,909	249,798	222,687	195,575
	130.00	346,970	320,432	293,894	267,336	240,787	214,239	187,691
	140.00	335,717	309,732	283,747	257,762	231,777	205,791	179,806
	150.00	324,464	299,032	273,610	248,188	222,766	197,344	171,922
	160.00	313,190	288,331	263,473	238,614	213,755	188,896	164,038
	170.00	301,927	277,631	253,336	229,040	204,744	180,449	156,153
	180.00	290,663	266,931	243,198	219,466	195,734	172,001	148,269
	190.00	279,400	256,231	233,061	209,892	186,723	163,554	140,384
200.00	268,136	245,530	222,924	200,318	177,712	155,106	132,500	
210.00	256,873	234,830	212,787	190,744	168,701	146,658	124,616	
220.00	245,610	224,130	202,650	181,170	159,691	138,211	116,731	
230.00	234,346	213,430	192,513	171,596	150,680	129,763	108,847	
240.00	223,083	202,729	182,376	162,023	141,669	121,316	100,962	
250.00	211,819	192,029	172,239	152,449	132,658	112,868	93,078	

<b>TABLE 2</b>		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	304,876	0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000	414,720	384,178	353,637	323,095	292,553	262,011	231,461
	2,000	402,397	371,856	341,314	310,772	280,230	249,682	219,126
	3,000	390,075	359,533	328,991	298,449	267,903	237,347	206,792
	4,000	377,752	347,210	316,668	286,124	255,568	225,013	194,457
	5,000	365,429	334,887	304,345	273,789	243,234	212,678	182,122
	6,000	353,106	322,564	292,010	261,455	230,899	200,343	169,787
	7,000	340,783	310,231	279,676	249,120	218,564	188,008	157,452
	8,000	328,452	297,897	267,341	236,785	206,229	175,673	145,118
	9,000	316,118	285,562	255,006	224,450	193,894	163,339	132,783
	10,000	303,783	273,227	242,671	212,115	181,560	151,004	120,448
	11,000	291,448	260,892	230,336	199,781	169,225	138,669	108,113
	12,000	279,113	248,557	218,002	187,446	156,890	126,334	95,778
	13,000	266,778	236,223	205,667	175,111	144,555	113,999	83,444
	14,000	254,444	223,888	193,332	162,776	132,220	101,665	71,109
	15,000	242,109	211,553	180,997	150,441	119,886	89,330	58,774

<b>TABLE 3</b>		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	304,876	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	603,167	563,819	524,471	485,123	445,775	406,427	367,079
	16.0%	567,943	530,356	492,769	455,182	417,595	380,008	342,421
	17.0%	532,718	496,892	461,066	425,241	389,415	353,590	317,764
	18.0%	497,493	463,428	429,364	395,300	361,235	327,171	293,107
	19.0%	462,268	429,965	397,662	365,359	333,055	300,752	268,449
	20.0%	427,043	396,501	365,959	335,417	304,876	274,334	243,792

<b>TABLE 4</b>		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	304,876	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 133,529	100,000	460,572	430,030	399,488	368,946	338,405	307,863	277,321
	150,000	410,572	380,030	349,488	318,946	288,405	257,863	227,321
	200,000	360,572	330,030	299,488	268,946	238,405	207,863	177,321
	250,000	310,572	280,030	249,488	218,946	188,405	157,863	127,321
	300,000	260,572	230,030	199,488	168,946	138,405	107,863	77,321
	350,000	210,572	180,030	149,488	118,946	88,405	57,863	27,321
	400,000	160,572	130,030	99,488	68,946	38,405	7,863	(22,679)
	450,000	110,572	80,030	49,488	18,946	(11,595)	(42,137)	(72,679)
	500,000	60,572	30,030	(512)	(31,054)	(61,595)	(92,137)	(122,679)
	550,000	10,572	(19,970)	(50,512)	(81,054)	(111,595)	(142,137)	(172,679)
	600,000	(39,428)	(69,970)	(100,512)	(131,054)	(161,595)	(192,137)	(222,679)
	650,000	(89,428)	(119,970)	(150,512)	(181,054)	(211,595)	(242,137)	(272,679)
	700,000	(139,428)	(169,970)	(200,512)	(231,054)	(261,595)	(292,137)	(322,679)
	750,000	(189,428)	(219,970)	(250,512)	(281,054)	(311,595)	(342,137)	(372,679)
	800,000	(239,428)	(269,970)	(300,512)	(331,054)	(361,595)	(392,137)	(422,679)
	850,000	(289,428)	(319,970)	(350,512)	(381,054)	(411,595)	(442,137)	(472,679)

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Scheme Typology: **Scheme BA** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	304,876	0	488,925	458,393	427,861	397,329	366,796	336,264	305,732
Net Zero (£ per unit)	2,000	461,423	430,891	400,359	369,827	339,288	308,746	278,204	247,662
4,500	4,000	433,921	403,384	372,842	342,300	311,758	281,216	250,674	220,132
	6,000	406,396	375,854	345,312	314,770	284,228	253,682	223,126	192,584
	8,000	378,866	348,324	317,782	287,233	256,677	226,121	195,566	165,024
	10,000	351,336	320,785	290,229	259,673	229,117	198,561	168,005	136,968
	12,000	323,780	293,224	262,669	232,113	201,557	171,001	140,445	108,912
	14,000	296,220	265,664	235,108	204,553	173,997	143,441	112,885	80,368
	16,000	268,660	238,104	207,548	176,992	146,437	115,881	85,325	52,824
	18,000	241,100	210,544	179,988	149,432	118,876	88,321	57,765	25,280
	20,000	213,539	182,984	152,428	121,872	91,316	60,760	30,205	(2,256)
	22,000	185,979	155,423	124,868	94,312	63,756	33,200	2,644	(24,712)
	24,000	158,419	127,863	97,307	66,752	36,196	5,640	(24,916)	(50,168)
	26,000	130,859	100,303	69,747	39,191	8,636	(21,920)	(52,476)	(97,624)
	28,000	103,299	72,743	42,187	11,631	(18,925)	(49,480)	(80,036)	(125,080)
	30,000	75,738	45,183	14,627	(15,929)	(46,485)	(77,041)	(107,596)	(152,536)

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	304,876	0.0%	433,639	403,432	373,220	343,008	312,796	282,584	252,372
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	430,343	400,131	369,920	339,708	309,496	279,284	249,072	218,860
6.0%	5.0%	427,043	396,831	366,619	336,408	306,196	275,984	245,772	215,560
	7.5%	423,743	393,531	363,319	333,107	302,895	272,684	242,472	212,260
	10.0%	420,443	390,231	360,019	329,807	299,595	269,383	239,171	208,958
	12.5%	417,143	386,931	356,719	326,507	296,295	266,083	235,867	205,652
	15.0%	413,843	383,631	353,419	323,207	292,995	262,783	232,563	202,346
	17.5%	410,543	380,330	350,119	319,907	289,695	259,483	229,259	199,040
	20.0%	407,243	377,030	346,818	316,607	286,395	256,181	225,956	195,734
	22.5%	403,943	373,730	343,518	313,306	283,094	252,877	222,652	192,428
	25.0%	400,643	370,430	340,218	310,006	279,794	249,573	219,348	189,122
	27.5%	397,343	367,130	336,918	306,706	276,494	246,270	216,044	185,816
	30.0%	394,043	363,830	333,618	303,406	273,191	242,966	212,740	182,510
	32.5%	390,741	360,529	330,318	300,106	269,888	239,662	209,437	179,204
	35.0%	387,441	357,229	327,017	296,806	266,584	236,358	206,133	175,898
	37.5%	384,141	353,929	323,717	293,505	263,280	233,055	202,829	172,592

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	304,876	70%	995,728	963,930	932,133	900,335	868,537	836,739	804,941
Build Cost	75%	901,082	869,500	837,919	806,336	774,748	743,161	711,573	680,000
100%	80%	806,383	775,013	743,642	712,271	680,901	649,530	618,160	586,790
(105% = 5% increase)	85%	711,641	680,483	649,326	618,168	587,010	555,853	524,695	493,537
	90%	616,851	585,902	554,953	524,005	493,056	462,108	431,159	400,211
	95%	521,992	491,248	460,505	429,762	399,018	368,275	337,532	306,789
	100%	427,043	396,501	365,959	335,417	304,876	274,334	243,792	213,250
	105%	331,984	301,640	271,296	240,951	210,607	180,262	149,918	119,574
	110%	236,838	206,705	176,572	146,439	116,306	86,173	56,040	25,907
	115%	141,691	111,770	81,848	51,927	22,005	(7,916)	(37,838)	(67,760)
	120%	46,544	16,834	(12,876)	(42,586)	(72,296)	(102,006)	(132,397)	(162,707)
	125%	(48,602)	(78,101)	(107,599)	(138,515)	(172,617)	(206,719)	(240,822)	(274,924)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	304,876	80%	(109,205)	(112,944)	(116,683)	(120,524)	(124,406)	(128,361)	(132,316)
Market Values	82%	(55,571)	(61,992)	(68,413)	(74,833)	(81,254)	(87,675)	(94,096)	(100,517)
100%	84%	(1,938)	(11,040)	(20,143)	(29,245)	(38,347)	(47,450)	(56,552)	(65,654)
(105% = 5% increase)	86%	51,696	39,912	28,128	16,344	4,560	(7,225)	(19,009)	(30,793)
	88%	105,329	90,864	76,398	61,932	47,466	33,001	18,535	4,069
	90%	158,963	141,816	124,668	107,521	90,373	73,226	56,078	38,931
	92%	212,597	192,767	172,938	153,109	133,280	113,451	93,622	73,793
	94%	266,230	243,719	221,209	198,698	176,187	153,676	131,165	108,654
	96%	319,864	294,671	269,479	244,286	219,094	193,901	168,709	143,517
	98%	373,459	345,596	317,733	289,871	262,001	234,127	206,252	178,378
	100%	427,043	396,501	365,959	335,417	304,876	274,334	243,792	213,250
	102%	480,586	447,377	414,168	380,958	347,743	314,522	281,301	248,080
	104%	534,127	498,241	462,354	426,468	390,582	354,695	318,809	282,923
	106%	587,643	549,091	510,539	471,977	433,414	394,851	356,287	317,724
	108%	641,144	599,917	558,690	517,463	476,236	435,006	393,766	352,526
	110%	694,646	650,744	606,841	562,939	519,037	475,135	431,232	387,329
	112%	748,125	701,559	654,993	608,415	561,838	515,261	468,683	425,100
	114%	801,592	752,353	703,114	653,874	604,635	555,387	506,134	456,881
	116%	855,060	803,147	751,234	699,322	647,409	595,496	543,583	491,670
	118%	908,527	853,941	799,355	744,769	690,183	635,597	581,011	526,924
	120%	961,974	904,726	847,476	790,216	732,957	675,697	618,438	560,179



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Scheme Typology: **Scheme BA** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	304,876							
	5,000	427,043	399,584	372,126	344,667	317,208	289,750	262,291
	10,000	427,043	402,668	378,292	353,917	329,541	305,166	280,790
Grant (£ per unit)	15,000	427,043	405,751	384,458	363,166	341,874	320,581	299,289
	20,000	427,043	408,834	390,623	372,412	354,201	335,990	317,779
	25,000	427,043	411,915	396,784	381,653	366,522	351,391	336,260
	30,000	427,043	414,995	402,945	390,894	378,843	366,793	354,742
	35,000	427,043	418,075	409,105	400,135	391,164	382,194	373,224
	40,000	427,043	421,156	415,266	409,376	403,485	397,595	391,701
	45,000	427,043	424,236	421,426	418,616	415,807	412,996	410,167
	50,000	427,043	427,316	427,587	427,857	428,128	428,384	428,633
	55,000	427,043	430,397	433,747	437,098	440,445	443,772	447,098

**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: BB (see Typologies Matrix)  
 Scheme Typology: Scheme BB  
 Site Typology: Location / Value Zone: Norton Canes Greenfield/Brownfield: Greenfield  
 Notes: No Units: 400

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	400 Units
AH Policy requirement (% Target)	20%
Open Market Sale (OMS) housing	Open Market Sale (OMS) 80%
AH tenure split %	Affordable Rent: 25.0%
	Social Rent: 35.0%
	First Homes: 25.0%
	Other Intermediate (LCHO/Sub-Market etc.): 15.0%
	60.0% % Rented
	8.0% % of total (>10% First Homes PPG 023)
	100% 100.0%

CIL Rate (£ psm) 58.84 £ 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	17.5%	56.0	20.0%	16.0	18%	72.0
3 bed House	40.0%	128.0	30.0%	24.0	38%	152.0
4 bed House	15.0%	48.0	10.0%	8.0	14%	56.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	10.0%	32.0	20.0%	16.0	12%	48.0
2 bed Flat	17.5%	56.0	20.0%	16.0	18%	72.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	320.0	100.0%	80.0	100%	400.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624		58.0	624
2 bed House	79.0	850		79.0	850
3 bed House	93.0	1,001		93.0	1,001
4 bed House	115.0	1,238		115.0	1,238
5 bed House	0.0	0		0.0	0
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886
3 bed Flat	80.0	861	85.0%	94.1	1,013

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624		58.0	624
2 bed House	79.0	850		79.0	850
3 bed House	93.0	1,001		93.0	1,001
4 bed House	115.0	1,238		115.0	1,238
5 bed House	0.0	0		0.0	0
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	70.0	753	85.0%	82.4	886
3 bed Flat	80.0	861	85.0%	94.1	1,013

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	4,424	47,620	1,264	13,606	5,688	61,225
3 bed House	11,904	128,134	2,232	24,025	14,136	152,159
4 bed House	5,520	59,417	920	9,903	6,440	69,320
5 bed House	0	0	0	0	0	0
1 bed Flat	1,882	20,261	941	10,131	2,824	30,392
2 bed Flat	4,612	49,641	1,318	14,183	5,929	63,824
3 bed Flat	0	0	0	0	0	0
	28,342	305,072	6,675	71,847	35,017	376,919

AH % by floor area: 19.06% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV £ (no AH)
1 bed House	160,000	2,759	256	0
2 bed House	260,000	3,291	306	18,720,000
3 bed House	315,000	3,387	315	47,880,000
4 bed House	450,000	3,913	364	25,200,000
5 bed House	0	0	0	0
1 bed Flat	135,000	2,700	251	6,480,000
2 bed Flat	200,000	2,857	265	14,400,000
3 bed Flat	0	0	0	0
				112,680,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%
3 bed Flat	0	70%	0	55%	0	70%	0	65%

\* capped @£250K

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Scheme Typology: **Scheme BB** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	56.0	@	260,000	14,560,000
3 bed House	128.0	@	315,000	40,320,000
4 bed House	48.0	@	450,000	21,600,000
5 bed House	0.0	@	0	-
1 bed Flat	32.0	@	135,000	4,320,000
2 bed Flat	56.0	@	200,000	11,200,000
3 bed Flat	0.0	@	0	-
	<b>320.0</b>			<b>92,000,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	4.0	@	182,000	728,000
3 bed House	6.0	@	220,500	1,323,000
4 bed House	2.0	@	315,000	630,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	94,500	378,000
2 bed Flat	4.0	@	140,000	560,000
3 bed Flat	0.0	@	0	-
	<b>20.0</b>			<b>3,619,000</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	5.6	@	143,000	800,800
3 bed House	8.4	@	173,250	1,455,300
4 bed House	2.8	@	247,500	693,000
5 bed House	0.0	@	0	-
1 bed Flat	5.6	@	74,250	415,800
2 bed Flat	5.6	@	110,000	616,000
3 bed Flat	0.0	@	0	-
	<b>28.0</b>			<b>3,980,900</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	4.0	@	182,000	728,000
3 bed House	6.0	@	220,500	1,323,000
4 bed House	2.0	@	250,000	500,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	94,500	378,000
2 bed Flat	4.0	@	140,000	560,000
3 bed Flat	0.0	@	0	-
	<b>20.0</b>			<b>3,489,000</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	2.4	@	169,000	405,600
3 bed House	3.6	@	204,750	737,100
4 bed House	1.2	@	292,500	351,000
5 bed House	0.0	@	0	-
1 bed Flat	2.4	@	87,750	210,600
2 bed Flat	2.4	@	130,000	312,000
3 bed Flat	0.0	@	0	-
	<b>12.0</b>	<b>80.0</b>		<b>2,016,300</b>
<b>Sub-total GDV Residential</b>				
	<b>400</b>			<b>105,105,200</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>7,574,800</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>80</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>105,105,200</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Scheme Typology: **Scheme BB** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(71,159)
Planning Application Professional Fees, Surveys and reports						(210,000)
CIL (Mrkt only + garages)		29,221 sqm		58.84 £ psm		(1,719,335)
	<b>CIL analysis:</b>	1.64% % of GDV		4,298 £ 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	400 units @		0 per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum		35,017 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		11.43 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	400 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 @		1,315 psm		-
2 bed House		5,688 sqm @		1,315 psm		(7,479,720)
3 bed House		14,136 sqm @		1,315 psm		(18,588,840)
4 bed House		6,440 sqm @		1,315 psm		(8,468,600)
5 bed House		- sqm @		1,315 psm		-
1 bed Flat		2,824 sqm @		1,493 psm		(4,215,529)
2 bed Flat		5,929 sqm @		1,493 psm		(8,852,612)
3 bed Flat		- sqm @		1,493 psm		-
Garages for 3B House (Mrkt only)	128	10% units @		18 sqm @	640 psm	(147,456)
Garages for 4B House (Mrkt only)	48	75% units @		18 sqm @	640 psm	(414,720)
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @	640 psm	-
		878				
External works		48,167,477 @		15.0%		(7,225,122)
	<b>Ext. Works analysis:</b>			18,063 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		400 units @		1,003 £ per unit		(401,200)
M4(2) Category 2 Housing	tenure weighted t	400 units @	94.0% @	521 £ per unit		(195,896)
M4(3) (10%AH 5%OMS)	tenure weighted t	400 units @	6.0% @	10,111 £ per unit		(242,664)
Net Zero Cost (2025 FHS Part L)		400 units @		4,500 £ per unit		(1,800,000)
SAC		400 units @		291 £ per unit		(116,232)
EV Charging Points - Houses		280 units @		1,000 £ per unit		(280,000)
EV Charging Points - Flats		120 units @	4 flats per charger	10,000 £ per 4 units		(300,000)
Water Efficiency (Climate change policy)		400 units @		10 £ per unit		(4,000)
	Sub-total					(3,339,992)
	<b>Policy Costs analysis: (design costs only)</b>			8,350 £ per unit (total units)		
Contingency (on construction)		58,732,591 @		5.0%		(2,936,630)

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Scheme Typology: **Scheme BB** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	58,732,591 @		<b>6.5%</b>		(3,817,618)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	92,000,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(2,760,000)
Residential Sales Agent Costs	92,000,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(920,000)
Residential Sales Legal Costs	92,000,000 OMS @		<b>0.25%</b>	575 £ per unit	(230,000)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,750 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(124,332)
<b>Developers Profit -</b>					
Profit on OMS	92,000,000		<b>20.00%</b>		(18,400,000)
Margin on AH	13,105,200		<b>6.00%</b> on AH values		(786,312)
<b>Profit analysis:</b>	<b>105,105,200</b>		<b>18.25% blended GDV</b>	<b>(19,186,312)</b>	
	<b>71,511,665</b>		<b>26.83% on costs</b>	<b>(19,186,312)</b>	
<b>TOTAL COSTS</b>					<b>(90,697,977)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					14,407,223
SDLT	14,407,223 @		HMRC formula		(709,861)
Acquisition Agent fees	14,407,223 @		<b>1.0%</b>		(144,072)
Acquisition Legal fees	14,407,223 @		<b>0.5%</b>		(72,036)
Interest on Land	14,407,223 @		7.00%		(1,008,506)
Residual Land Value					<b>12,472,748</b>
<b>RLV analysis:</b>	<b>31,182 £ per plot</b>	<b>1,091,365 £ per ha (net)</b>	<b>441,670 £ per acre (net)</b>		
		<b>1,036,797 £ per ha (gross)</b>	<b>419,586 £ per acre (gross)</b>		
			<b>11.87% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		11.43 ha (net)		28.24 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		12.03 ha (gross)		29.73 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)		<b>133,529 £ per acre (net)</b>	<b>3,770,859</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>		<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>761,415 £ per ha (net)</b>		<b>308,141 £ per acre (net)</b>	<b>8,701,889</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Scheme Typology: **Scheme BB** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	308,141	0.00	496,550	462,662	428,775	394,885	360,990	327,094	293,199
	10.00	485,329	452,002	418,676	385,342	352,008	318,674	285,340	
	20.00	474,108	441,342	408,571	375,799	343,026	310,253	277,481	
	30.00	462,887	430,678	398,467	366,255	334,044	301,833	269,621	
	40.00	451,666	420,012	388,362	356,712	325,062	293,412	261,760	
	50.00	440,435	409,346	378,258	347,169	316,080	284,992	253,897	
	60.00	429,208	398,680	368,153	337,626	307,099	276,569	246,033	
	70.00	417,980	388,014	358,049	328,083	298,117	268,143	238,169	
	80.00	406,753	377,349	347,944	318,540	289,130	259,718	230,305	
	90.00	395,526	366,683	337,839	308,994	280,143	251,292	222,442	
	100.00	384,298	356,017	327,734	299,445	271,156	242,867	214,578	
	110.00	373,071	345,351	317,623	289,896	262,169	234,441	206,714	
	120.00	361,844	334,678	307,513	280,347	253,182	226,016	198,850	
	130.00	350,610	324,006	297,402	270,798	244,194	217,590	190,987	
	140.00	339,376	313,334	287,292	261,249	235,207	209,165	183,123	
	150.00	328,142	302,662	277,181	251,701	226,220	200,740	175,259	
	160.00	316,908	291,989	267,071	242,152	217,233	192,314	167,395	
	170.00	305,674	281,317	256,960	232,603	208,246	183,889	159,532	
	180.00	294,440	270,645	246,850	223,054	199,259	175,463	151,668	
	190.00	283,206	259,973	236,739	213,505	190,272	167,038	143,804	
200.00	271,973	249,300	226,628	203,956	181,284	158,612	135,940		
210.00	260,739	238,628	216,518	194,408	172,297	150,187	128,077		
220.00	249,505	227,956	206,407	184,859	163,310	141,761	120,213		
230.00	238,271	217,284	196,297	175,310	154,323	133,336	112,349		
240.00	227,037	206,612	186,186	165,761	145,336	124,911	104,485		
250.00	215,803	195,939	176,076	156,212	136,349	116,485	96,622		

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106 -	308,141	1,000	418,215	387,622	357,030	326,438	295,844	265,243	234,642
	2,000	405,919	375,327	344,735	314,142	283,542	252,941	222,340	
	3,000	393,624	363,032	332,440	301,840	271,239	240,638	210,037	
	4,000	381,329	350,737	320,139	289,538	258,937	228,336	197,735	
	5,000	369,034	338,437	307,836	277,235	246,634	216,033	185,432	
	6,000	356,736	326,135	295,534	264,933	234,332	203,731	173,130	
	7,000	344,433	313,832	283,231	252,630	222,029	191,428	160,827	
	8,000	332,131	301,530	270,929	240,328	209,727	179,126	148,525	
	9,000	319,828	289,227	258,626	228,025	197,424	166,823	136,222	
	10,000	307,526	276,925	246,324	215,723	185,122	154,521	123,920	
	11,000	295,223	264,622	234,021	203,420	172,819	142,218	111,617	
	12,000	282,921	252,320	221,719	191,118	160,517	129,916	99,315	
	13,000	270,618	240,017	209,416	178,815	148,214	117,613	87,012	
	14,000	258,316	227,715	197,114	166,513	135,912	105,311	74,710	
	15,000	246,013	215,412	184,811	154,210	123,609	93,008	62,407	

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Profit 20.0%	308,141	15.0%	606,634	567,236	527,837	488,439	449,040	409,639	370,232
	16.0%	571,409	533,772	496,135	458,497	420,860	383,221	345,575	
	17.0%	536,185	500,308	464,432	428,556	392,680	356,802	320,917	
	18.0%	500,960	466,845	432,730	398,615	364,500	330,383	296,260	
	19.0%	465,735	433,381	401,028	368,674	336,320	303,965	271,602	
	20.0%	430,510	399,918	369,325	338,733	308,141	277,546	246,945	

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
BLV (£ per acre) 133,529	308,141	100,000	464,039	433,447	402,854	372,262	341,670	311,075	280,474
	150,000	414,039	383,447	352,854	322,262	291,670	261,075	230,474	
	200,000	364,039	333,447	302,854	272,262	241,670	211,075	180,474	
	250,000	314,039	283,447	252,854	222,262	191,670	161,075	130,474	
	300,000	264,039	233,447	202,854	172,262	141,670	111,075	80,474	
	350,000	214,039	183,447	152,854	122,262	91,670	61,075	30,474	
	400,000	164,039	133,447	102,854	72,262	41,670	11,075	(19,526)	
	450,000	114,039	83,447	52,854	22,262	(8,330)	(38,925)	(69,526)	
	500,000	64,039	33,447	2,854	(27,738)	(58,330)	(88,925)	(119,526)	
	550,000	14,039	(16,553)	(47,146)	(77,738)	(108,330)	(138,925)	(169,526)	
	600,000	(35,961)	(66,553)	(97,146)	(127,738)	(158,330)	(188,925)	(219,526)	
	650,000	(85,961)	(116,553)	(147,146)	(177,738)	(208,330)	(238,925)	(269,526)	
	700,000	(135,961)	(166,553)	(197,146)	(227,738)	(258,330)	(288,925)	(319,526)	
	750,000	(185,961)	(216,553)	(247,146)	(277,738)	(308,330)	(338,925)	(369,526)	
	800,000	(235,961)	(266,553)	(297,146)	(327,738)	(358,330)	(388,925)	(419,526)	
	850,000	(285,961)	(316,553)	(347,146)	(377,738)	(408,330)	(438,925)	(469,526)	

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Scheme Typology: **Scheme BB** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,141	0	492,249	461,662	431,076	400,490	369,903	339,311	308,719
Net Zero	2,000	4,000	464,816	434,230	403,638	373,046	342,453	311,861	281,268
(£ per unit)	4,500	6,000	437,372	406,780	376,188	345,595	315,003	284,411	253,812
		8,000	409,922	379,330	348,738	318,145	287,545	256,944	226,343
		10,000	382,472	351,879	321,279	290,678	260,077	229,476	198,875
		12,000	355,012	324,411	293,810	263,209	232,608	202,007	171,406
		14,000	327,543	296,942	266,341	235,740	205,139	174,538	143,937
		16,000	300,074	269,473	238,873	208,272	177,671	147,070	116,469
		18,000	272,606	242,005	211,404	180,803	150,202	119,601	89,000
		20,000	245,137	214,536	183,935	153,334	122,733	92,132	61,531
		22,000	217,668	187,067	156,467	125,866	95,265	64,664	34,063
		24,000	190,200	159,599	128,998	98,397	67,796	37,195	6,594
		26,000	162,731	132,130	101,529	70,928	40,327	9,726	(20,875)
		28,000	135,262	104,661	74,061	43,460	12,859	(17,742)	(48,343)
		30,000	107,794	77,193	46,592	15,991	(14,610)	(45,211)	(75,812)
			80,325	49,724	19,123	(11,478)	(42,079)	(72,680)	(103,281)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,141	0.0%	437,091	406,828	376,565	346,301	316,038	285,775	255,506
M4(3) Category 3 Housing		2.5%	433,801	403,537	373,274	343,011	312,747	282,484	252,213
(% of OMS & AH units)		5.0%	430,510	400,247	369,983	339,720	309,457	279,192	248,921
		6.0%	427,219	396,956	366,693	336,429	306,166	275,900	245,628
		10.0%	423,929	393,665	363,402	333,139	302,876	272,607	242,335
		12.5%	420,638	390,375	360,112	329,848	299,585	269,314	239,042
		15.0%	417,348	387,084	356,821	326,558	296,293	266,021	235,749
		17.5%	414,057	383,794	353,530	323,267	293,000	262,728	232,457
		20.0%	410,766	380,503	350,240	319,977	289,707	259,435	229,164
		22.5%	407,476	377,213	346,949	316,686	286,414	256,143	225,871
		25.0%	404,185	373,922	343,659	313,393	283,122	252,850	222,578
		27.5%	400,895	370,631	340,368	310,100	279,829	249,557	219,285
		30.0%	397,604	367,341	337,078	306,808	276,536	246,264	215,993
		32.5%	394,314	364,050	333,786	303,515	273,243	242,971	212,700
		35.0%	391,023	360,760	330,494	300,222	269,950	239,679	209,407
		37.5%	387,732	357,469	327,201	296,929	266,657	236,386	206,114

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,141	70%	998,209	966,360	934,511	902,662	870,813	838,965	807,116
		75%	903,673	872,038	840,403	808,768	777,133	745,498	713,863
Build Cost		80%	809,118	777,694	746,269	714,844	683,419	651,995	620,570
100%		85%	714,523	683,310	652,097	620,884	589,671	558,458	527,245
(105% = 5% increase)		90%	619,899	588,895	557,891	526,887	495,884	464,880	433,876
		95%	525,232	494,435	463,638	432,841	402,044	371,247	340,451
		100%	430,510	399,918	369,325	338,733	308,141	277,546	246,945
		105%	335,720	305,330	274,940	244,549	214,159	183,769	153,379
		110%	240,889	210,710	180,530	150,351	120,172	89,992	59,813
		115%	146,059	116,090	86,121	56,153	26,184	(3,785)	(33,753)
		120%	51,228	21,470	(8,288)	(38,046)	(67,804)	(97,562)	(127,383)
		125%	(43,603)	(73,150)	(102,697)	(132,563)	(166,632)	(200,791)	(234,949)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,141	80%	(104,755)	(108,590)	(112,426)	(116,262)	(120,097)	(123,933)	(127,847)
		82%	(51,224)	(57,736)	(64,249)	(70,761)	(77,273)	(83,785)	(90,297)
Market Values		84%	2,306	(6,882)	(16,071)	(25,260)	(34,449)	(43,637)	(52,826)
100%		86%	55,837	43,972	32,106	20,241	8,376	(3,489)	(15,355)
(105% = 5% increase)		88%	109,367	94,826	80,284	65,742	51,200	36,659	22,117
		90%	162,898	145,680	128,461	111,243	94,025	76,806	59,588
		92%	216,428	196,534	176,639	156,744	136,849	116,954	97,059
		94%	269,959	247,388	224,816	202,245	179,674	157,102	134,531
		96%	323,490	298,242	272,994	247,746	222,498	197,250	172,002
		98%	377,010	349,092	321,171	293,247	265,322	237,398	209,474
		100%	430,510	399,918	369,325	338,733	308,141	277,546	246,945
		102%	483,998	450,738	417,476	384,208	350,941	317,673	284,406
		104%	537,471	501,538	465,604	429,670	393,736	357,799	321,856
		106%	590,943	552,337	513,730	475,122	436,515	397,908	359,300
		108%	644,392	603,119	561,846	520,573	479,294	438,013	396,732
		110%	697,841	653,896	609,950	566,005	522,060	478,114	434,163
		112%	751,290	704,673	658,055	611,437	564,819	518,201	471,583
		114%	804,718	755,436	706,154	656,869	607,579	558,288	508,998
		116%	858,146	806,193	754,239	702,285	650,332	598,375	546,412
		118%	911,575	856,950	802,324	747,699	693,074	638,449	583,824
		120%	965,003	907,706	850,410	793,113	735,817	678,520	621,224

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Scheme Typology: **Scheme BB** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	308,141							
	5,000	430,510	402,993	375,476	347,959	320,442	292,925	265,408
	10,000	430,510	406,068	381,627	357,185	332,744	308,303	283,861
Grant (£ per unit)	15,000	430,510	409,144	387,778	366,412	345,046	323,680	302,314
	20,000	430,510	412,219	393,929	375,638	357,347	339,057	320,766
	25,000	430,510	415,295	400,080	384,864	369,649	354,434	339,216
	30,000	430,510	418,370	406,230	394,091	381,947	369,802	357,657
	35,000	430,510	421,446	412,381	403,312	394,241	385,170	376,099
	40,000	430,510	424,521	418,530	412,533	406,536	400,538	394,541
	45,000	430,510	427,596	424,678	421,754	418,830	415,907	412,983
	50,000	430,510	430,672	430,825	430,975	431,125	431,275	431,416
	55,000	430,510	433,747	436,972	440,196	443,419	446,639	449,848

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: **BC** (see Typologies Matrix)  
 Scheme Typology: **Scheme BC**  
 Site Typology: **Location / Value Zone: Norton Canes Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **500**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				500 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	70.0	20.0%	20.0	18%	90.0			
3 bed House	40.0%	160.0	30.0%	30.0	38%	190.0			
4 bed House	15.0%	60.0	10.0%	10.0	14%	70.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	40.0	20.0%	20.0	12%	60.0			
2 bed Flat	17.5%	70.0	20.0%	20.0	18%	90.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	400.0	100.0%	100.0	100%	500.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	5,530	59,524	1,580	17,007	7,110	76,531			
3 bed House	14,880	160,167	2,790	30,031	17,670	190,198			
4 bed House	6,900	74,271	1,150	12,378	8,050	86,649			
5 bed House	0	0	0	0	0	0			
1 bed Flat	2,353	25,327	1,176	12,663	3,529	37,990			
2 bed Flat	5,765	62,051	1,647	17,729	7,412	79,780			
3 bed Flat	0	0	0	0	0	0			
	35,428	381,340	8,344	89,809	43,771	471,149			
AH % by floor area:		19.06% 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	160,000	2,759	256			0			
2 bed House	260,000	3,291	306			23,400,000			
3 bed House	315,000	3,387	315			59,850,000			
4 bed House	450,000	3,913	364			31,500,000			
5 bed House	0	0	0			0			
1 bed Flat	135,000	2,700	251			8,100,000			
2 bed Flat	200,000	2,857	265			18,000,000			
3 bed Flat	0	0	0			0			
						140,850,000			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%	
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

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Scheme Typology: **Scheme BC** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	70.0	@	260,000	18,200,000
3 bed House	160.0	@	315,000	50,400,000
4 bed House	60.0	@	450,000	27,000,000
5 bed House	0.0	@	0	-
1 bed Flat	40.0	@	135,000	5,400,000
2 bed Flat	70.0	@	200,000	14,000,000
3 bed Flat	0.0	@	0	-
	400.0			115,000,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	5.0	@	182,000	910,000
3 bed House	7.5	@	220,500	1,653,750
4 bed House	2.5	@	315,000	787,500
5 bed House	0.0	@	0	-
1 bed Flat	5.0	@	94,500	472,500
2 bed Flat	5.0	@	140,000	700,000
3 bed Flat	0.0	@	0	-
	25.0			4,523,750
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	7.0	@	143,000	1,001,000
3 bed House	10.5	@	173,250	1,819,125
4 bed House	3.5	@	247,500	866,250
5 bed House	0.0	@	0	-
1 bed Flat	7.0	@	74,250	519,750
2 bed Flat	7.0	@	110,000	770,000
3 bed Flat	0.0	@	0	-
	35.0			4,976,125
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	5.0	@	182,000	910,000
3 bed House	7.5	@	220,500	1,653,750
4 bed House	2.5	@	250,000	625,000
5 bed House	0.0	@	0	-
1 bed Flat	5.0	@	94,500	472,500
2 bed Flat	5.0	@	140,000	700,000
3 bed Flat	0.0	@	0	-
	25.0			4,361,250
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	3.0	@	169,000	507,000
3 bed House	4.5	@	204,750	921,375
4 bed House	1.5	@	292,500	438,750
5 bed House	0.0	@	0	-
1 bed Flat	3.0	@	87,750	263,250
2 bed Flat	3.0	@	130,000	390,000
3 bed Flat	0.0	@	0	-
	15.0	100.0		2,520,375
<b>Sub-total GDV Residential</b>				
	<b>500</b>			<b>131,381,500</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>9,468,500</b>
	<b>216 £ psm (total GIA sqm)</b>		<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	100	AH units @	0	per unit
<b>Total GDV</b>				
				<b>131,381,500</b>

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Scheme Typology: **Scheme BC** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (84,959)									
Planning Application Professional Fees, Surveys and reports (250,000)									
CIL (Mrkt only + garages) 36,526 sqm 58.84 £ psm (2,149,169)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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			500 units @			0 per unit		
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum				43,771 sqm (total)			0 £ psm		
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 14.29 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			500 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 @			1,315 psm		
2 bed House				7,110 sqm @			1,315 psm		(9,349,650)
3 bed House				17,670 sqm @			1,315 psm		(23,236,050)
4 bed House				8,050 sqm @			1,315 psm		(10,585,750)
5 bed House				- sqm @			1,315 psm		
1 bed Flat				3,529 sqm @			1,493 psm		(5,269,412)
2 bed Flat				7,412 sqm @			1,493 psm		(11,065,765)
3 bed Flat				- sqm @			1,493 psm		
Garages for 3B House (Mrkt only)	160			10% units @			18 sqm @ 640 psm		(184,320)
Garages for 4B House (Mrkt only)	60			75% units @			18 sqm @ 640 psm		(518,400)
Garages for 5B House (Mrkt only)	-			120% units @			18 sqm @ 640 psm		
				1,098					
External works 60,209,346 @ 15.0% (9,031,402)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 500 units @ 1,003 £ per unit (501,500)									
M4(2) Category 2 Housing	tenure weighted u	500 units @		94.0% @			521 £ per unit		(244,870)
M4(3) (10%AH 5%OMS)	tenure weighted u	500 units @		6.0% @			10,111 £ per unit		(303,330)
Net Zero Cost (2025 FHS Part L) 500 units @ 4,500 £ per unit (2,250,000)									
SAC 500 units @ 291 £ per unit (145,290)									
EV Charging Points - Houses 350 units @ 1,000 £ per unit (350,000)									
EV Charging Points - Flats 150 units @ 4 flats per charger 10,000 £ per 4 units (375,000)									
Water Efficiency (Climate change policy) 500 units @ 10 £ per unit (5,000)									
				Sub-total					(4,174,990)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction) 73,415,738 @ 5.0% (3,670,787)									

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Scheme Typology: **Scheme BC** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	73,415,738 @		<b>6.5%</b>		(4,772,023)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	115,000,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(3,450,000)
Residential Sales Agent Costs	115,000,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(1,150,000)
Residential Sales Legal Costs	115,000,000 OMS @		<b>0.25%</b>	575 £ per unit	(287,500)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,755 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(138,829)
<b>Developers Profit -</b>					
Profit on OMS	115,000,000		<b>20.00%</b>		(23,000,000)
Margin on AH	16,381,500		<b>6.00%</b> on AH values		(982,890)
<b>Profit analysis:</b>	<b>131,381,500</b>		<b>18.25% blended GDV</b>	<b>(23,982,890)</b>	
	<b>89,359,005</b>		<b>26.84% on costs</b>	<b>(23,982,890)</b>	
<b>TOTAL COSTS</b>					<b>(113,341,895)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					18,039,605
SDLT	18,039,605 @		HMRC formula		(891,480)
Acquisition Agent fees	18,039,605 @		<b>1.0%</b>		(180,396)
Acquisition Legal fees	18,039,605 @		<b>0.5%</b>		(90,198)
Interest on Land	18,039,605 @		7.00%		(1,262,772)
Residual Land Value					<b>15,614,758</b>
<b>RLV analysis:</b>	<b>31,230 £ per plot</b>	<b>1,093,033 £ per ha (net)</b>	<b>442,344 £ per acre (net)</b>		
		<b>1,038,381 £ per ha (gross)</b>	<b>420,227 £ per acre (gross)</b>		
			<b>11.89% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		14.29 ha (net)		35.30 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		15.04 ha (gross)		37.16 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)		<b>133,529 £ per acre (net)</b>	<b>4,713,574</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>		<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>763,083 £ per ha (net)</b>	<b>308,815 £ per acre (net)</b>	<b>10,901,185</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1

Scheme Typology: **Scheme BC** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	308,815	0.00	497,244	463,347	429,449	395,544	361,639	327,735	293,830
	10.00	486,028	452,691	419,349	386,005	352,662	319,318	285,975	
	20.00	474,811	442,032	409,249	376,467	343,684	310,902	278,119	
	30.00	463,592	431,371	399,149	366,928	334,707	302,485	270,261	
	40.00	452,370	420,710	389,050	357,389	325,729	294,069	262,402	
	50.00	441,148	410,049	378,950	347,851	316,752	285,650	254,543	
	60.00	429,926	399,388	368,850	338,312	307,774	277,229	246,683	
	70.00	418,704	388,727	358,750	328,773	298,792	268,808	238,824	
	80.00	407,482	378,066	348,651	319,232	289,810	260,387	230,965	
	90.00	396,260	367,405	338,550	309,689	280,828	251,966	223,105	
	100.00	385,038	356,745	328,445	300,145	271,845	243,546	215,246	
	110.00	373,816	346,079	318,340	290,602	262,863	235,125	207,386	
	120.00	362,590	335,412	308,235	281,058	253,881	226,704	199,527	
	130.00	351,362	324,746	298,130	271,515	244,899	218,283	191,668	
	140.00	340,134	314,080	288,025	261,971	235,917	209,862	183,808	
	150.00	328,906	303,413	277,921	252,428	226,935	201,442	175,949	
	160.00	317,679	292,747	267,816	242,884	217,952	193,021	168,089	
	170.00	306,451	282,081	257,711	233,340	208,970	184,600	160,230	
	180.00	295,223	271,415	247,606	223,797	199,988	176,179	152,371	
	190.00	283,996	260,748	237,501	214,253	191,006	167,759	144,511	
200.00	272,768	250,082	227,396	204,710	182,024	159,338	136,652		
210.00	261,540	239,416	217,291	195,166	173,042	150,917	128,792		
220.00	250,312	228,749	207,186	185,623	164,059	142,496	120,933		
230.00	239,085	218,083	197,081	176,079	155,077	134,075	113,074		
240.00	227,857	207,417	186,976	166,536	146,095	125,655	105,214		
250.00	216,629	196,750	176,871	156,992	137,113	117,234	97,355		

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106 -	308,815	1,000	418,938	388,335	357,732	327,129	296,520	265,910	235,299
	2,000	406,649	376,046	345,443	314,835	284,225	253,614	223,004	
	3,000	394,360	363,757	333,150	302,540	271,929	241,318	210,708	
	4,000	382,070	351,465	320,854	290,244	259,633	229,023	198,412	
	5,000	369,780	339,169	308,559	277,948	247,338	216,727	186,117	
	6,000	357,484	326,873	296,263	265,652	235,042	204,431	173,821	
	7,000	345,188	314,578	283,967	253,357	222,746	192,136	161,525	
	8,000	332,893	302,282	271,672	241,061	210,450	179,840	149,229	
	9,000	320,597	289,986	259,376	228,765	198,155	167,544	136,934	
	10,000	308,301	277,691	247,080	216,470	185,859	155,249	124,638	
	11,000	296,006	265,395	234,784	204,174	173,563	142,953	112,342	
	12,000	283,710	253,099	222,489	191,878	161,268	130,657	100,047	
	13,000	271,414	240,804	210,193	179,583	148,972	118,361	87,751	
	14,000	259,118	228,508	197,897	167,287	136,676	106,066	75,455	
	15,000	246,823	216,212	185,602	154,991	124,381	93,770	63,160	

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Profit 20.0%	308,815	15.0%	607,352	567,943	528,533	489,124	449,715	410,299	370,882
	16.0%	572,127	534,479	496,831	459,183	421,535	383,880	346,225	
	17.0%	536,902	501,016	465,129	429,242	393,355	357,461	321,567	
	18.0%	501,678	467,552	433,426	399,301	365,175	331,043	296,910	
	19.0%	466,453	434,088	401,724	369,360	336,995	304,624	272,252	
	20.0%	431,228	400,625	370,022	339,419	308,815	278,206	247,595	

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
BLV (£ per acre) 133,529	308,815	100,000	464,757	434,154	403,551	372,948	342,344	311,735	281,124
	150,000	414,757	384,154	353,551	322,948	292,344	261,735	231,124	
	200,000	364,757	334,154	303,551	272,948	242,344	211,735	181,124	
	250,000	314,757	284,154	253,551	222,948	192,344	161,735	131,124	
	300,000	264,757	234,154	203,551	172,948	142,344	111,735	81,124	
	350,000	214,757	184,154	153,551	122,948	92,344	61,735	31,124	
	400,000	164,757	134,154	103,551	72,948	42,344	11,735	(18,876)	
	450,000	114,757	84,154	53,551	22,948	(7,656)	(38,265)	(68,876)	
	500,000	64,757	34,154	3,551	(27,052)	(57,656)	(88,265)	(118,876)	
	550,000	14,757	(15,846)	(46,449)	(77,052)	(107,656)	(138,265)	(168,876)	
	600,000	(35,243)	(65,846)	(96,449)	(127,052)	(157,656)	(188,265)	(218,876)	
	650,000	(85,243)	(115,846)	(146,449)	(177,052)	(207,656)	(238,265)	(268,876)	
	700,000	(135,243)	(165,846)	(196,449)	(227,052)	(257,656)	(288,265)	(318,876)	
	750,000	(185,243)	(215,846)	(246,449)	(277,052)	(307,656)	(338,265)	(368,876)	
	800,000	(235,243)	(265,846)	(296,449)	(327,052)	(357,656)	(388,265)	(418,876)	
	850,000	(285,243)	(315,846)	(346,449)	(377,052)	(407,656)	(438,265)	(468,876)	

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Scheme Typology: **Scheme BC** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,815	0	492,936	462,338	431,740	401,142	370,540	339,937	309,334
Net Zero	2,000	465,518	434,916	404,313	373,710	343,107	312,504	281,901	
(£ per unit)	4,000	438,086	407,483	376,880	346,277	315,674	285,068	254,457	
4,500	6,000	410,653	380,050	349,447	318,840	288,229	257,619	227,008	
	8,000	383,220	352,612	322,001	291,391	260,780	230,170	199,559	
	10,000	355,773	325,163	294,552	263,941	233,331	202,720	172,110	
	12,000	328,324	297,713	267,103	236,492	205,882	175,271	144,661	
	14,000	300,875	270,264	239,654	209,043	178,433	147,822	117,212	
	16,000	273,426	242,815	212,205	181,594	150,983	120,373	89,762	
	18,000	245,976	215,366	184,755	154,145	123,534	92,924	62,313	
	20,000	218,527	187,917	157,306	126,696	96,085	65,475	34,864	
	22,000	191,078	160,468	129,857	99,247	68,636	38,025	7,415	
	24,000	163,629	133,019	102,408	71,797	41,187	10,576	(20,034)	
	26,000	136,180	105,569	74,959	44,348	13,738	(16,873)	(47,483)	
	28,000	108,731	78,120	47,510	16,899	(13,711)	(44,322)	(74,932)	
	30,000	81,282	50,671	20,061	(10,550)	(41,161)	(71,771)	(102,382)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,815	0.0%	437,805	407,531	377,256	346,982	316,708	286,432	256,150
M4(3) Category 3 Housing	2.5%	434,516	404,242	373,968	343,694	313,419	283,141	252,860	
(% of OMS & AH units)	5.0%	431,228	400,954	370,679	340,405	310,131	279,851	249,569	
6.0%	7.5%	427,939	397,665	367,391	337,117	306,842	276,560	246,279	
	10.0%	424,651	394,376	364,102	333,828	303,551	273,270	242,988	
	12.5%	421,362	391,088	360,814	330,539	300,261	269,979	239,698	
	15.0%	418,074	387,799	357,525	327,251	296,970	266,689	236,407	
	17.5%	414,785	384,511	354,237	323,961	293,680	263,398	233,117	
	20.0%	411,497	381,222	350,948	320,671	290,389	260,108	229,826	
	22.5%	408,208	377,934	347,660	317,380	287,099	256,818	226,536	
	25.0%	404,919	374,645	344,371	314,090	283,809	253,527	223,246	
	27.5%	401,631	371,357	341,081	310,800	280,518	250,237	219,955	
	30.0%	398,342	368,068	337,791	307,509	277,228	246,946	216,665	
	32.5%	395,054	364,780	334,500	304,219	273,937	243,656	213,374	
	35.0%	391,765	361,491	331,210	300,928	270,647	240,365	210,084	
	37.5%	388,477	358,201	327,919	297,638	267,356	237,075	206,793	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,815	70%	998,718	966,858	934,998	903,138	871,278	839,419	807,559
		75%	904,205	872,559	840,912	809,266	777,619	745,973	714,327
Build Cost	80%	809,681	778,245	746,808	715,372	683,936	652,499	621,063	
100%	85%	715,117	683,892	652,667	621,442	590,218	558,993	527,768	
(105% = 5% increase)	90%	620,528	589,512	558,497	527,481	496,465	465,450	434,434	
	95%	525,902	495,093	464,285	433,477	402,668	371,860	341,052	
	100%	431,228	400,625	370,022	339,419	308,815	278,206	247,595	
	105%	336,495	306,095	275,695	245,295	214,895	184,495	154,095	
	110%	241,732	211,542	181,353	151,164	120,974	90,785	60,596	
	115%	146,968	116,990	87,011	57,032	27,054	(2,925)	(32,904)	
	120%	52,205	22,437	(7,331)	(37,099)	(66,867)	(96,635)	(126,404)	
	125%	(42,558)	(72,116)	(101,673)	(131,412)	(165,386)	(199,557)	(233,727)	

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,815	80%	(103,827)	(107,684)	(111,540)	(115,396)	(119,252)	(123,109)	(126,965)
		82%	(50,319)	(56,850)	(63,382)	(69,914)	(76,446)	(82,977)	(89,509)
Market Values	84%	3,190	(6,017)	(15,224)	(24,432)	(33,639)	(42,846)	(52,053)	
100%	86%	56,698	44,816	32,933	21,051	9,168	(2,714)	(14,597)	
(105% = 5% increase)	88%	110,207	95,649	81,091	66,533	51,975	37,417	22,859	
	90%	163,715	146,482	129,249	112,015	94,782	77,548	60,315	
	92%	217,224	197,315	177,406	157,498	137,589	117,680	97,771	
	94%	270,733	248,148	225,564	202,980	180,396	157,811	135,227	
	96%	324,241	298,981	273,722	248,462	223,202	197,943	172,683	
	98%	377,745	349,815	321,879	293,944	266,009	238,074	210,139	
	100%	431,228	400,625	370,022	339,419	308,815	278,206	247,595	
	102%	484,704	451,433	418,156	384,879	351,601	318,324	285,047	
	104%	538,163	502,220	466,276	430,332	394,387	358,436	322,485	
	106%	591,622	553,006	514,389	475,772	437,155	398,538	359,922	
	108%	645,064	603,781	562,498	521,212	479,922	438,633	397,343	
	110%	698,502	654,547	610,593	566,638	522,683	478,727	434,764	
	112%	751,940	705,313	658,687	612,060	565,434	518,807	472,181	
	114%	805,364	756,072	706,781	657,483	608,184	558,886	509,588	
	116%	858,784	806,821	754,859	702,897	650,934	598,964	546,994	
	118%	912,204	857,570	802,937	748,304	693,670	639,037	584,401	
	120%	965,624	908,319	851,015	793,710	736,406	679,102	621,797	

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Scheme Typology: **Scheme BC** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	308,815							
	5,000	431,228	403,698	376,169	348,640	321,111	293,581	266,048
	10,000	431,228	406,772	382,317	357,861	333,406	308,950	284,495
Grant (£ per unit)	15,000	431,228	409,846	388,464	367,083	345,701	324,319	302,937
	20,000	431,228	412,920	394,612	376,304	357,996	339,688	321,380
	25,000	431,228	415,994	400,759	385,525	370,291	355,057	339,823
	30,000	431,228	419,067	406,907	394,747	382,586	370,423	358,258
	35,000	431,228	422,141	413,055	403,968	394,876	385,784	376,691
	40,000	431,228	425,215	419,202	413,185	407,165	401,145	395,125
	45,000	431,228	428,289	425,350	422,402	419,454	416,506	413,558
	50,000	431,228	431,363	431,494	431,619	431,743	431,867	431,989
	55,000	431,228	434,436	437,639	440,835	444,032	447,228	450,413

**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

240819 Norton Canes & Heath Hayes\_WPV Apps AX - BC v0.1 - Summary Table

Appraisal Ref:	AX	AY	AZ	BA	BB	BC
Scheme Typology:	Scheme AX	Scheme AY	Scheme AZ	Scheme BA	Scheme BB	Scheme BC
No Units:	30	50	100	200	400	500
Location / Value Zone:	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	0	0	0	0	0	0
Total GDV (£)	7,882,890	13,138,150	26,276,300	52,552,600	105,105,200	131,381,500
<b>Policy Assumptions</b>	-	-	-	-	-	-
<b>AH Target % (&amp; mix):</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>
Affordable Rent:	25%	25%	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-	-
<b>Sub-total CIL+S106+Infrastructure (£ per unit)</b>	<b>4,298</b>	<b>4,298</b>	<b>4,298</b>	<b>4,298</b>	<b>4,298</b>	<b>4,298</b>
<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)	18.25%	18.25%	18.25%	18.25%	18.25%	18.25%
Developers Profit (% on costs)	23.30%	23.38%	26.71%	26.79%	26.83%	26.84%
Developers Profit Total (£)	1,438,973	2,398,289	4,796,578	9,593,156	19,186,312	23,982,890
<b>Land Value KPI's</b>	-	-	-	-	-	-
<b>RLV (£/acre (net))</b>	<b>113,999</b>	<b>120,918</b>	<b>432,603</b>	<b>438,405</b>	<b>441,670</b>	<b>442,344</b>
RLV (£/ha (net))	281,691	298,789	1,068,961	1,083,298	1,091,365	1,093,033
RLV (% of GDV)	3.06%	3.25%	11.62%	11.78%	11.87%	11.89%
RLV Total (£)	241,450	426,842	3,054,174	6,190,273	12,472,748	15,614,758
<b>BLV (£/acre (net))</b>	<b>117,647</b>	<b>117,647</b>	<b>133,529</b>	<b>133,529</b>	<b>133,529</b>	<b>133,529</b>
BLV (£/ha (net))	290,706	290,706	329,950	329,950	329,950	329,950
BLV Total (£)	249,176	415,294	942,715	1,885,429	3,770,859	4,713,574
Surplus/Deficit (£/acre) [RLV-BLV]	(3,648)	3,271	299,074	304,876	308,141	308,815
Surplus/Deficit (£/ha)	(9,015)	8,083	739,011	753,348	761,415	763,083
Surplus/Deficit Total (£)	(7,727)	11,548	2,111,459	4,304,843	8,701,889	10,901,185
<b>Plan Viability comments</b>	<b>Marginal</b>	<b>Viable</b>	<b>Viable</b>	<b>Viable</b>	<b>Viable</b>	<b>Viable</b>

<b>Plan Viability comments</b>	<b>Viable</b>	if RLV > BLV
	<b>Marginal</b>	if RLV < BLV, but RLV is positive
	<b>Not Viable</b>	if RLV < BLV, and RLV is negative



## 240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivity for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240831	V0.1	Updated the appraisal
240903	V0.1	Issued the final version with client

# 240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1

Appraisal Ref: **BD** (see Typologies Matrix)  
 Scheme Typology: **Scheme BD**  
 Site Typology: **Norton Canes Greenfield/Brownfield: Brownfield**  
 No Units: **50**  
 Location / Value Zone: **Norton Canes Greenfield/Brownfield: Brownfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		50 Units							
AH Policy requirement (% Target)		20%							
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%							
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		58.84 £ 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	17.5%	7.0	20.0%	2.0	18%	9.0			
3 bed House	40.0%	16.0	30.0%	3.0	38%	19.0			
4 bed House	15.0%	6.0	10.0%	1.0	14%	7.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	4.0	20.0%	2.0	12%	6.0			
2 bed Flat	17.5%	7.0	20.0%	2.0	18%	9.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	40.0	100.0%	10.0	100%	50.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	553	5,952	158	1,701	711		7,653		
3 bed House	1,488	16,017	279	3,003	1,767		19,020		
4 bed House	690	7,427	115	1,238	805		8,665		
5 bed House	0	0	0	0	0		0		
1 bed Flat	235	2,533	118	1,266	353		3,799		
2 bed Flat	576	6,205	165	1,773	741		7,978		
3 bed Flat	0	0	0	0	0		0		
	3,543	38,134	834	8,981	4,377		47,115		
AH % by floor area:		19.06% 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	160,000	2,759	256					0	
2 bed House	260,000	3,291	306					2,340,000	
3 bed House	315,000	3,387	315					5,985,000	
4 bed House	450,000	3,913	364					3,150,000	
5 bed House	0	0	0					0	
1 bed Flat	135,000	2,700	251					810,000	
2 bed Flat	200,000	2,857	265					1,800,000	
3 bed Flat	0	0	0					0	
								14,085,000	
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%	
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1

Scheme Typology: **Scheme BD** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	7.0	@	260,000	1,820,000
3 bed House	16.0	@	315,000	5,040,000
4 bed House	6.0	@	450,000	2,700,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	135,000	540,000
2 bed Flat	7.0	@	200,000	1,400,000
3 bed Flat	0.0	@	0	-
	40.0			11,500,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	220,500	165,375
4 bed House	0.3	@	315,000	78,750
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	140,000	70,000
3 bed Flat	0.0	@	0	-
	2.5			452,375
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	0.7	@	143,000	100,100
3 bed House	1.1	@	173,250	181,913
4 bed House	0.4	@	247,500	86,625
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	74,250	51,975
2 bed Flat	0.7	@	110,000	77,000
3 bed Flat	0.0	@	0	-
	3.5			497,613
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	220,500	165,375
4 bed House	0.3	@	250,000	62,500
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	140,000	70,000
3 bed Flat	0.0	@	0	-
	2.5			436,125
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.3	@	169,000	50,700
3 bed House	0.5	@	204,750	92,138
4 bed House	0.2	@	292,500	43,875
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	87,750	26,325
2 bed Flat	0.3	@	130,000	39,000
3 bed Flat	0.0	@	0	-
	1.5	10.0		252,038
<b>Sub-total GDV Residential</b>				
	<b>50</b>			<b>13,138,150</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>946,850</b>
			<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>
<b>Grant</b>				
	10	AH units @	0	per unit
<b>Total GDV</b>				
				<b>13,138,150</b>

240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1

Scheme Typology: **Scheme BD** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL (Mrkt only + garages) 3,653 sqm 58.84 £ psm (214,917)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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			50 units @		0		per unit		
Sub-total									
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 4,377 sqm (total) 0 £ psm									
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 1.43 ha @ 50,000 £ per ha (if brownfield) (71,429)									
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			50 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 @ 1,531 psm									
2 bed House 711 sqm @ 1,531 psm (1,088,541)									
3 bed House 1,767 sqm @ 1,531 psm (2,705,277)									
4 bed House 805 sqm @ 1,531 psm (1,232,455)									
5 bed House - sqm @ 1,531 psm									
1 bed Flat 353 sqm @ 1,681 psm (593,294)									
2 bed Flat 741 sqm @ 1,681 psm (1,245,918)									
3 bed Flat 4,377 - sqm @ 1,681 psm									
Garages for 3B House (Mrkt only) 16 10% units @ 18 sqm @ 640 psm (18,432)									
Garages for 4B House (Mrkt only) 6 75% units @ 18 sqm @ 640 psm (51,840)									
Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 640 psm									
External works 110 6,935,757 @ 15.0% (1,040,364)									
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 50 units @ 268 £ per unit (13,400)									
M4(2) Category 2 Housing tenure weighted u 50 units @ 94.0% @ 521 £ per unit (24,487)									
M4(3) (10%AH 5%OMS) tenure weighted u 50 units @ 6.0% @ 10,111 £ per unit (30,333)									
Net Zero Cost (2025 FHS Part L) 50 units @ 4,500 £ per unit (225,000)									
SAC 50 units @ 291 £ per unit (14,529)									
EV Charging Points - Houses 35 units @ 1,000 £ per unit (35,000)									
EV Charging Points - Flats 15 units @ 4 flats per charger 10,000 £ per 4 units (37,500)									
Water Efficiency (Climate change policy) 50 units @ 10 £ per unit (500)									
Sub-total (380,749)									
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction) 8,428,298 @ 5.0% (421,415)									

# 240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1

Scheme Typology: **Scheme BD** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	8,428,298 @		<b>6.5%</b>		(547,839)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	11,500,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(345,000)
Residential Sales Agent Costs	11,500,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(115,000)
Residential Sales Legal Costs	11,500,000 OMS @		<b>0.25%</b>	575 £ per unit	(28,750)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,575 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(118,378)
<b>Developers Profit -</b>					
Profit on OMS	11,500,000		<b>20.00%</b>		(2,300,000)
Margin on AH	1,638,150		<b>6.00%</b> on AH values		(98,289)
<b>Profit analysis:</b>	<b>13,138,150</b>		<b>18.25% blended GDV</b>	<b>(2,398,289)</b>	
	<b>10,302,697</b>		<b>23.28% on costs</b>	<b>(2,398,289)</b>	
<b>TOTAL COSTS</b>					<b>(12,700,986)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					437,164
SDLT	437,164 @		HMRC formula		(11,358)
Acquisition Agent fees	437,164 @		<b>1.0%</b>		(4,372)
Acquisition Legal fees	437,164 @		<b>0.5%</b>		(2,186)
Interest on Land	437,164 @		7.00%		(30,601)
Residual Land Value					<b>388,647</b>
<b>RLV analysis:</b>	<b>7,773 £ per plot</b>	<b>272,053 £ per ha (net)</b>	<b>110,098 £ per acre (net)</b>		
		<b>258,450 £ per ha (gross)</b>	<b>104,593 £ per acre (gross)</b>		
			<b>2.96% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.43 ha (net)		3.53 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.50 ha (gross)		3.72 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)		<b>253,000 £ per acre (net)</b>	<b>893,090</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>		<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(353,110) £ per ha (net)</b>		<b>(142,902) £ per acre (net)</b>	<b>(504,443)</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1

Scheme Typology: **Scheme BD** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	(142,902)							
	0.00	41,311	8,770	(23,770)	(56,311)	(88,852)	(121,393)	(153,934)
	10.00	29,829	(2,138)	(34,104)	(66,071)	(98,038)	(130,005)	(161,971)
	20.00	18,347	(13,046)	(44,439)	(75,831)	(107,224)	(138,616)	(170,009)
	30.00	6,864	(23,954)	(54,773)	(85,591)	(116,410)	(147,228)	(178,047)
	40.00	(4,618)	(34,862)	(65,107)	(95,351)	(125,596)	(155,840)	(186,084)
	50.00	(16,100)	(45,771)	(75,441)	(105,111)	(134,781)	(164,452)	(194,308)
	60.00	(27,583)	(56,679)	(85,775)	(114,871)	(143,967)	(173,063)	(202,624)
	70.00	(39,065)	(67,587)	(96,109)	(124,631)	(153,153)	(181,675)	(210,941)
	80.00	(50,548)	(78,495)	(106,443)	(134,391)	(162,339)	(190,340)	(219,372)
	90.00	(62,030)	(89,404)	(116,777)	(144,151)	(171,525)	(199,250)	(227,874)
	100.00	(73,512)	(100,312)	(127,112)	(153,911)	(180,711)	(208,161)	(236,376)
	110.00	(84,995)	(111,220)	(137,446)	(163,671)	(189,936)	(217,137)	(244,879)
	120.00	(96,477)	(122,128)	(147,780)	(173,431)	(199,440)	(226,247)	(253,416)
	130.00	(107,959)	(133,037)	(158,114)	(183,191)	(208,945)	(235,356)	(262,708)
	140.00	(119,442)	(143,945)	(168,448)	(193,096)	(218,546)	(244,466)	(272,000)
	150.00	(130,924)	(154,853)	(178,782)	(203,195)	(228,263)	(253,629)	(281,292)
	160.00	(142,406)	(165,761)	(189,128)	(213,293)	(237,980)	(263,585)	(290,584)
	170.00	(153,889)	(176,670)	(199,821)	(223,599)	(247,697)	(273,540)	(299,877)
	180.00	(165,371)	(187,578)	(210,514)	(233,923)	(257,824)	(283,496)	(309,169)
190.00	(176,853)	(198,823)	(221,364)	(244,247)	(268,443)	(293,452)	(318,461)	
200.00	(188,336)	(210,110)	(232,296)	(254,718)	(279,063)	(303,408)	(327,753)	
210.00	(200,202)	(221,559)	(243,227)	(266,001)	(289,682)	(313,364)	(337,045)	
220.00	(212,082)	(233,098)	(254,267)	(277,284)	(300,302)	(323,319)	(346,337)	
230.00	(224,183)	(244,637)	(266,213)	(288,567)	(310,921)	(333,275)	(355,629)	
240.00	(236,329)	(256,470)	(278,160)	(299,851)	(321,541)	(343,231)	(364,921)	
250.00	(248,475)	(268,081)	(290,107)	(311,134)	(332,160)	(353,187)	(374,213)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	(142,902)							
	1,000	(38,825)	(67,988)	(97,151)	(126,314)	(155,476)	(184,639)	(214,682)
	2,000	(51,400)	(80,563)	(109,725)	(138,888)	(168,051)	(197,507)	(227,984)
	3,000	(63,975)	(93,137)	(122,300)	(151,463)	(180,625)	(210,517)	(241,285)
	4,000	(76,549)	(105,712)	(134,875)	(164,037)	(193,354)	(223,738)	(254,734)
	5,000	(89,124)	(118,286)	(147,449)	(176,612)	(206,365)	(237,040)	(269,271)
	6,000	(101,698)	(130,861)	(160,024)	(189,201)	(219,493)	(250,341)	(283,808)
	7,000	(114,273)	(143,436)	(172,598)	(202,212)	(232,794)	(264,631)	(298,345)
	8,000	(126,847)	(156,010)	(185,173)	(215,247)	(246,096)	(279,168)	(312,882)
	9,000	(139,422)	(168,585)	(198,059)	(228,549)	(259,991)	(293,705)	(327,419)
	10,000	(151,997)	(181,159)	(211,070)	(241,850)	(274,528)	(308,242)	(341,957)
	11,000	(164,571)	(193,906)	(224,303)	(255,351)	(289,065)	(322,779)	(356,494)
	12,000	(177,146)	(206,917)	(237,604)	(269,888)	(303,602)	(337,317)	(371,031)
	13,000	(189,753)	(220,057)	(250,906)	(284,425)	(318,140)	(351,854)	(385,568)
	14,000	(202,764)	(233,359)	(265,248)	(298,962)	(332,677)	(366,391)	(400,105)
15,000	(215,812)	(246,660)	(279,785)	(313,500)	(347,214)	(380,928)	(414,642)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	149,873	111,904	73,936	35,967	(2,002)	(39,971)	(77,940)
	16.0%	114,649	78,441	42,233	6,025	(30,182)	(66,390)	(102,598)
	17.0%	79,424	44,977	10,531	(23,916)	(58,362)	(92,809)	(127,255)
	18.0%	44,199	11,514	(21,172)	(53,857)	(86,542)	(119,227)	(151,912)
	19.0%	8,974	(21,950)	(52,874)	(83,798)	(114,722)	(145,646)	(176,570)
	20.0%	(26,251)	(55,414)	(84,576)	(113,739)	(142,902)	(172,064)	(201,659)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	100,000	126,749	97,586	68,424	39,261	10,098	(19,064)	(48,659)
	150,000	76,749	47,586	18,424	(10,739)	(39,902)	(69,064)	(98,659)
	200,000	26,749	(2,414)	(31,576)	(60,739)	(89,902)	(119,064)	(148,659)
	250,000	(23,251)	(52,414)	(81,576)	(110,739)	(139,902)	(169,064)	(198,659)
	300,000	(73,251)	(102,414)	(131,576)	(160,739)	(189,902)	(219,064)	(248,659)
	350,000	(123,251)	(152,414)	(181,576)	(210,739)	(239,902)	(269,064)	(298,659)
	400,000	(173,251)	(202,414)	(231,576)	(260,739)	(289,902)	(319,064)	(348,659)
	450,000	(223,251)	(252,414)	(281,576)	(310,739)	(339,902)	(369,064)	(398,659)
	500,000	(273,251)	(302,414)	(331,576)	(360,739)	(389,902)	(419,064)	(448,659)
	550,000	(323,251)	(352,414)	(381,576)	(410,739)	(439,902)	(469,064)	(498,659)
	600,000	(373,251)	(402,414)	(431,576)	(460,739)	(489,902)	(519,064)	(548,659)
	650,000	(423,251)	(452,414)	(481,576)	(510,739)	(539,902)	(569,064)	(598,659)
	700,000	(473,251)	(502,414)	(531,576)	(560,739)	(589,902)	(619,064)	(648,659)
	750,000	(523,251)	(552,414)	(581,576)	(610,739)	(639,902)	(669,064)	(698,659)
	800,000	(573,251)	(602,414)	(631,576)	(660,739)	(689,902)	(719,064)	(748,659)
	850,000	(623,251)	(652,414)	(681,576)	(710,739)	(739,902)	(769,064)	(798,659)

# 240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1

Scheme Typology: **Scheme BD** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(142,902)	0	37,171	8,008	(21,154)	(50,317)	(79,480)	(108,643)	(137,805)
Net Zero	2,000	8,984	(20,179)	(49,342)	(78,505)	(107,667)	(136,830)	(165,993)	(194,368)
(£ per unit)	4,000	(19,204)	(48,367)	(77,529)	(106,692)	(135,855)	(165,018)	(194,368)	(223,744)
4,500	6,000	(47,392)	(76,554)	(105,717)	(134,880)	(164,042)	(193,359)	(223,744)	(253,613)
	8,000	(75,579)	(104,742)	(133,905)	(163,067)	(192,350)	(222,712)	(253,613)	(286,199)
	10,000	(103,767)	(132,929)	(162,092)	(191,341)	(221,681)	(252,529)	(286,199)	(318,786)
	12,000	(131,954)	(161,117)	(190,332)	(220,649)	(251,497)	(285,072)	(318,786)	(351,373)
	14,000	(160,142)	(189,323)	(219,617)	(250,466)	(283,945)	(317,659)	(351,373)	(383,960)
	16,000	(188,329)	(218,586)	(249,434)	(282,817)	(316,531)	(350,245)	(383,960)	(416,546)
	18,000	(217,554)	(248,403)	(281,690)	(315,404)	(349,118)	(382,832)	(416,546)	(449,133)
	20,000	(247,371)	(280,562)	(314,276)	(347,991)	(381,705)	(415,419)	(449,133)	(481,720)
	22,000	(279,435)	(313,149)	(346,863)	(380,577)	(414,291)	(448,006)	(481,720)	(514,306)
	24,000	(312,022)	(345,736)	(379,450)	(413,164)	(446,878)	(480,592)	(514,306)	(546,893)
	26,000	(344,608)	(378,323)	(412,037)	(445,751)	(479,465)	(513,179)	(546,893)	(579,480)
	28,000	(377,195)	(410,909)	(444,623)	(478,338)	(512,052)	(545,766)	(579,480)	(612,067)
	30,000	(409,782)	(443,496)	(477,210)	(510,924)	(544,638)	(578,353)	(612,067)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(142,902)	0.0%	(19,493)	(48,318)	(77,143)	(105,967)	(134,792)	(163,617)	(192,569)
M4(3) Category 3 Housing	2.5%	(22,872)	(51,697)	(80,522)	(109,346)	(138,171)	(166,996)	(195,821)	(224,646)
(% of OMS & AH units)	5.0%	(26,251)	(55,076)	(83,901)	(112,725)	(141,550)	(170,375)	(199,200)	(228,025)
6.0%	7.5%	(29,630)	(58,455)	(87,280)	(116,104)	(144,929)	(173,754)	(202,579)	(231,404)
	10.0%	(33,009)	(61,834)	(90,659)	(119,483)	(148,308)	(177,133)	(205,958)	(234,779)
	12.5%	(36,388)	(65,213)	(94,037)	(122,862)	(151,687)	(180,512)	(209,337)	(238,158)
	15.0%	(39,767)	(68,592)	(97,416)	(126,241)	(155,066)	(183,891)	(212,712)	(241,537)
	17.5%	(43,146)	(71,971)	(100,795)	(129,620)	(158,445)	(187,270)	(216,091)	(244,916)
	20.0%	(46,525)	(75,350)	(104,174)	(133,009)	(161,824)	(190,714)	(219,470)	(248,295)
	22.5%	(49,904)	(78,729)	(107,553)	(136,378)	(165,203)	(194,210)	(222,849)	(251,674)
	25.0%	(53,283)	(82,108)	(110,932)	(139,757)	(168,582)	(197,707)	(226,228)	(255,053)
	27.5%	(56,662)	(85,487)	(114,311)	(143,136)	(171,961)	(201,203)	(229,607)	(258,432)
	30.0%	(60,041)	(88,866)	(117,690)	(146,515)	(175,340)	(204,699)	(232,986)	(261,811)
	32.5%	(63,420)	(92,244)	(121,069)	(149,894)	(178,719)	(208,195)	(236,365)	(265,190)
	35.0%	(66,799)	(95,623)	(124,448)	(153,273)	(182,098)	(211,691)	(239,744)	(268,569)
	37.5%	(70,178)	(99,002)	(127,827)	(156,652)	(185,477)	(215,111)	(243,123)	(271,948)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(142,902)	70%	643,252	612,572	581,892	551,212	520,531	489,851	459,171
		75%	532,539	502,135	471,732	441,328	410,924	380,521	350,117
Build Cost	80%	421,555	391,414	361,273	331,133	300,992	270,851	240,711	210,570
100%	85%	310,213	280,322	250,431	220,539	190,646	160,722	130,797	100,873
(105% = 5% increase)	90%	198,426	168,757	139,084	109,351	79,647	49,944	20,241	(9,462)
	95%	86,105	56,672	27,239	(2,194)	(31,627)	(61,060)	(90,493)	(120,026)
	100%	(26,251)	(55,414)	(84,576)	(113,739)	(142,902)	(172,064)	(201,226)	(230,488)
	105%	(138,606)	(167,499)	(196,656)	(226,828)	(257,799)	(291,200)	(324,602)	(358,004)
	110%	(254,082)	(287,172)	(320,261)	(353,350)	(386,440)	(419,529)	(452,619)	(485,709)
	115%	(383,973)	(416,750)	(449,527)	(482,304)	(515,081)	(547,858)	(580,635)	(613,412)
	120%	(513,864)	(546,328)	(578,793)	(611,258)	(643,722)	(676,187)	(708,651)	(741,115)
	125%	(643,754)	(675,907)	(708,059)	(740,211)	(772,363)	(804,515)	(836,668)	(868,820)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(142,902)	80%	(622,508)	(624,812)	(627,116)	(629,420)	(631,723)	(634,027)	(636,331)
		82%	(559,688)	(565,132)	(570,577)	(576,022)	(581,467)	(586,912)	(592,356)
Market Values	84%	(496,867)	(505,453)	(514,039)	(522,624)	(531,210)	(539,796)	(548,382)	(556,968)
100%	86%	(434,046)	(445,773)	(457,500)	(469,227)	(480,954)	(492,681)	(504,407)	(516,134)
(105% = 5% increase)	88%	(371,225)	(386,093)	(400,961)	(415,829)	(430,697)	(445,565)	(460,433)	(475,301)
	90%	(308,405)	(326,414)	(344,423)	(362,432)	(380,440)	(398,449)	(416,458)	(434,467)
	92%	(246,214)	(266,734)	(287,884)	(309,034)	(330,184)	(351,334)	(372,484)	(393,634)
	94%	(189,288)	(211,029)	(233,186)	(255,636)	(279,927)	(304,218)	(328,509)	(352,800)
	96%	(134,931)	(158,659)	(182,388)	(206,719)	(231,654)	(257,103)	(282,552)	(308,001)
	98%	(80,591)	(107,037)	(133,482)	(159,928)	(186,374)	(212,820)	(239,266)	(265,712)
	100%	(26,251)	(55,414)	(84,576)	(113,739)	(142,902)	(172,064)	(201,226)	(230,388)
	102%	28,089	(3,791)	(35,670)	(67,550)	(99,430)	(131,310)	(163,190)	(195,070)
	104%	82,429	47,832	13,236	(21,361)	(55,958)	(90,555)	(125,151)	(159,748)
	106%	136,769	99,455	62,141	24,828	(12,486)	(49,800)	(87,113)	(124,427)
	108%	191,109	151,078	111,047	71,017	30,986	(9,045)	(49,075)	(88,104)
	110%	245,397	202,701	159,953	117,206	74,458	31,710	(11,037)	(50,066)
	112%	299,559	254,193	208,827	163,395	117,930	72,465	27,001	(13,035)
	114%	353,688	305,647	257,573	209,499	161,402	113,220	65,038	(1,000)
	116%	407,690	357,002	306,315	255,537	204,755	153,973	103,076	(17,931)
	118%	461,691	408,304	354,916	301,529	248,084	194,594	141,104	(24,862)
	120%	515,609	459,605	403,518	347,430	291,343	235,215	179,017	(31,793)

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Scheme Typology: **Scheme BD** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(142,902)							
	5,000	(26,251)	(52,266)	(78,281)	(104,296)	(130,311)	(156,326)	(182,341)
	10,000	(26,251)	(49,118)	(71,985)	(94,853)	(117,720)	(140,587)	(163,454)
Grant (£ per unit)	15,000	(26,251)	(45,970)	(65,690)	(85,409)	(105,129)	(124,848)	(144,568)
	20,000	(26,251)	(42,823)	(59,394)	(75,966)	(92,538)	(109,110)	(125,681)
	25,000	(26,251)	(39,675)	(53,099)	(66,523)	(79,947)	(93,371)	(106,795)
	30,000	(26,251)	(36,527)	(46,803)	(57,080)	(67,356)	(77,632)	(87,908)
	35,000	(26,251)	(33,379)	(40,508)	(47,636)	(54,765)	(61,893)	(69,022)
	40,000	(26,251)	(30,232)	(34,212)	(38,193)	(42,174)	(46,155)	(50,135)
	45,000	(26,251)	(27,084)	(27,917)	(28,750)	(29,583)	(30,416)	(31,249)
	50,000	(26,251)	(23,936)	(21,621)	(19,307)	(16,992)	(14,677)	(12,362)
	55,000	(26,251)	(20,788)	(15,326)	(9,863)	(4,401)	1,062	6,524

**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



# 240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1

Appraisal Ref: **BE** (see Typologies Matrix)  
 Scheme Typology: **Scheme BE**  
 Site Typology: **Location / Value Zone: Norton Canes Greenfield/Brownfield: Brownfield**  
 Notes: No Units: **100**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		100 Units							
AH Policy requirement (% Target)		20%							
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%							
AH tenure split %		Affordable Rent:		25.0%		60.0% Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		58.84 £ 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	17.5%	14.0	20.0%	4.0	18%	18.0			
3 bed House	40.0%	32.0	30.0%	6.0	38%	38.0			
4 bed House	15.0%	12.0	10.0%	2.0	14%	14.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	8.0	20.0%	4.0	12%	12.0			
2 bed Flat	17.5%	14.0	20.0%	4.0	18%	18.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	80.0	100.0%	20.0	100%	100.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit					
			%	(sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	93.0	1,001		93.0	1,001				
4 bed House	115.0	1,238		115.0	1,238				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	70.0	753	85.0%	82.4	886				
3 bed Flat	80.0	861	85.0%	94.1	1,013				
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit					
			%	(sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	93.0	1,001		93.0	1,001				
4 bed House	115.0	1,238		115.0	1,238				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	70.0	753	85.0%	82.4	886				
3 bed Flat	80.0	861	85.0%	94.1	1,013				
<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	0		
2 bed House	1,106	11,905	316	3,401	1,422	15,306			
3 bed House	2,976	32,033	558	6,006	3,534	38,040			
4 bed House	1,380	14,854	230	2,476	1,610	17,330			
5 bed House	0	0	0	0	0	0	0		
1 bed Flat	471	5,065	235	2,533	706	7,598			
2 bed Flat	1,153	12,410	329	3,546	1,482	15,956			
3 bed Flat	0	0	0	0	0	0	0		
	7,086	76,268	1,669	17,962	8,754	94,230			
AH % by floor area:		19.06% 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	160,000	2,759	256	0					
2 bed House	260,000	3,291	306	4,680,000					
3 bed House	315,000	3,387	315	11,970,000					
4 bed House	450,000	3,913	364	6,300,000					
5 bed House	0	0	0	0					
1 bed Flat	135,000	2,700	251	1,620,000					
2 bed Flat	200,000	2,857	265	3,600,000					
3 bed Flat	0	0	0	0					
				28,170,000					
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%	
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

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Scheme Typology: **Scheme BE** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	14.0	@	260,000	3,640,000
3 bed House	32.0	@	315,000	10,080,000
4 bed House	12.0	@	450,000	5,400,000
5 bed House	0.0	@	0	-
1 bed Flat	8.0	@	135,000	1,080,000
2 bed Flat	14.0	@	200,000	2,800,000
3 bed Flat	0.0	@	0	-
	<b>80.0</b>			<b>23,000,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	220,500	330,750
4 bed House	0.5	@	315,000	157,500
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	140,000	140,000
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>904,750</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	1.4	@	143,000	200,200
3 bed House	2.1	@	173,250	363,825
4 bed House	0.7	@	247,500	173,250
5 bed House	0.0	@	0	-
1 bed Flat	1.4	@	74,250	103,950
2 bed Flat	1.4	@	110,000	154,000
3 bed Flat	0.0	@	0	-
	<b>7.0</b>			<b>995,225</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	220,500	330,750
4 bed House	0.5	@	250,000	125,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	140,000	140,000
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>872,250</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.6	@	169,000	101,400
3 bed House	0.9	@	204,750	184,275
4 bed House	0.3	@	292,500	87,750
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	87,750	52,650
2 bed Flat	0.6	@	130,000	78,000
3 bed Flat	0.0	@	0	-
	<b>3.0</b>	<b>20.0</b>		<b>504,075</b>
<b>Sub-total GDV Residential</b>				
	<b>100</b>			<b>26,276,300</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,893,700</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>20</b>	AH units @	<b>0</b> per unit	-
<b>Total GDV</b>				
				<b>26,276,300</b>

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Scheme Typology: **Scheme BE** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (29,759)									
Planning Application Professional Fees, Surveys and reports (90,000)									
CIL (Mrkt only + garages) 7,305 sqm 58.84 £ psm (429,834)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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		100 units @		0		per unit		
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			8,754 sqm (total)		0		£ psm		
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.86 ha @ 50,000 £ per ha (if brownfield) (142,857)									
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		100 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 @		1,315		psm		
2 bed House			1,422 sqm @		1,315		psm	(1,869,930)	
3 bed House			3,534 sqm @		1,315		psm	(4,647,210)	
4 bed House			1,610 sqm @		1,315		psm	(2,117,150)	
5 bed House			- sqm @		1,315		psm	-	
1 bed Flat			706 sqm @		1,493		psm	(1,053,882)	
2 bed Flat			1,482 sqm @		1,493		psm	(2,213,153)	
3 bed Flat		8,754	- sqm @		1,493		psm	-	
Garages for 3B House (Mrkt only)	32	10%	units @		18		sqm @ 640 psm	(36,864)	
Garages for 4B House (Mrkt only)	12	75%	units @		18		sqm @ 640 psm	(103,680)	
Garages for 5B House (Mrkt only)	-	120%	units @		18		sqm @ 640 psm	-	
		220							
External works			12,041,869 @		15.0%			(1,806,280)	
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 100 units @ 268 £ per unit (26,800)									
M4(2) Category 2 Housing	tenure weighted u		100 units @	94.0%		521	£ per unit	(48,974)	
M4(3) (10%AH 5%OMS)	tenure weighted u		100 units @	6.0%		10,111	£ per unit	(60,666)	
Net Zero Cost (2025 FHS Part L)			100 units @			4,500	£ per unit	(450,000)	
SAC			100 units @			291	£ per unit	(29,058)	
EV Charging Points - Houses			70 units @			1,000	£ per unit	(70,000)	
EV Charging Points - Flats			30 units @		4 flats per charger	10,000	£ per 4 units	(75,000)	
Water Efficiency (Climate change policy)			100 units @			10	£ per unit	(1,000)	
	Sub-total							(761,498)	
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction)			14,752,505 @		5.0%			(737,625)	

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Scheme Typology: **Scheme BE** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	14,752,505 @		<b>6.5%</b>		(958,913)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	23,000,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(690,000)
Residential Sales Agent Costs	23,000,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(230,000)
Residential Sales Legal Costs	23,000,000 OMS @		<b>0.25%</b>	575 £ per unit	(57,500)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,675 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(82,516)
<b>Developers Profit -</b>					
Profit on OMS	23,000,000		<b>20.00%</b>		(4,600,000)
Margin on AH	3,276,300		<b>6.00%</b> on AH values		(196,578)
<b>Profit analysis:</b>	<b>26,276,300</b>		<b>18.25% blended GDV</b>	<b>(4,796,578)</b>	
	<b>18,048,651</b>		<b>26.58% on costs</b>	<b>(4,796,578)</b>	
<b>TOTAL COSTS</b>					<b>(22,845,229)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					3,431,071
SDLT	3,431,071 @		HMRC formula		(161,054)
Acquisition Agent fees	3,431,071 @		<b>1.0%</b>		(34,311)
Acquisition Legal fees	3,431,071 @		<b>0.5%</b>		(17,155)
Interest on Land	3,431,071 @		7.00%		(240,175)
Residual Land Value					<b>2,978,376</b>
<b>RLV analysis:</b>	<b>29,784 £ per plot</b>	<b>1,042,432 £ per ha (net)</b>	<b>421,866 £ per acre (net)</b>		
		<b>990,310 £ per ha (gross)</b>	<b>400,773 £ per acre (gross)</b>		
			<b>11.33% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		2.86 ha (net)		7.06 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		3.01 ha (gross)		7.43 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	<b>231,000</b> £ per acre (net)		<b>1,630,860</b>
<b>BLV analysis:</b>		<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	<b>471,631</b> £ per ha (net)	<b>190,866</b> £ per acre (net)	<b>1,347,516</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1

Scheme Typology: **Scheme BE** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	190,866	0.00	379,177	345,406	311,621	277,835	244,050	210,265	176,480
	10.00	367,898	334,678	301,457	268,236	235,016	201,795	168,565	135,345
	20.00	356,605	323,949	291,293	258,637	225,981	193,325	160,647	128,000
	30.00	345,312	313,221	281,130	249,038	216,947	184,846	152,730	120,513
	40.00	334,020	302,493	270,966	239,439	207,913	176,363	144,813	112,000
	50.00	322,727	291,765	260,803	229,841	198,865	167,880	136,895	103,500
	60.00	311,434	281,036	250,639	220,236	189,817	159,397	128,978	95,000
	70.00	300,141	270,308	240,475	210,622	180,768	150,914	121,060	86,500
	80.00	288,848	259,580	230,297	201,008	171,720	142,431	113,143	78,000
	90.00	277,555	248,840	220,117	191,394	162,671	133,948	105,226	69,500
	100.00	266,252	238,095	209,937	181,780	153,623	125,465	97,308	61,000
	110.00	254,942	227,350	199,758	172,166	144,574	116,982	89,391	52,500
	120.00	243,631	216,605	189,578	162,552	135,526	108,500	81,473	44,000
	130.00	232,320	205,860	179,399	152,938	126,477	100,017	73,556	35,500
	140.00	221,010	195,115	169,219	143,324	117,429	91,534	65,638	27,000
	150.00	209,699	184,369	159,040	133,710	108,380	83,051	57,721	18,500
	160.00	198,389	173,624	148,860	124,096	99,332	74,568	49,804	10,000
	170.00	187,078	162,879	138,681	114,482	90,283	66,085	41,886	1,500
	180.00	175,767	152,134	128,501	104,868	81,235	57,602	33,969	(-1,000)
	190.00	164,457	141,389	118,322	95,254	72,186	49,119	26,051	(-2,500)
200.00	153,146	130,644	108,142	85,640	63,138	40,636	18,134	(-4,000)	
210.00	141,836	119,899	97,963	76,026	54,089	32,153	10,216	(-5,500)	
220.00	130,525	109,154	87,783	66,412	45,041	23,670	2,299	(-7,000)	
230.00	119,214	98,409	77,603	56,798	35,993	15,187	(-1,518)	(-8,500)	
240.00	107,904	87,664	67,424	47,184	26,944	6,704	(-13,536)	(-10,000)	
250.00	96,593	76,919	57,244	37,570	17,896	(-1,779)	(-21,453)	(-11,500)	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106 -	190,866	1,000	300,377	269,914	239,450	208,965	178,480	147,995	117,510
	2,000	288,010	257,547	227,064	196,578	166,093	135,608	105,123	74,638
	3,000	275,643	245,162	214,677	184,192	153,707	123,222	92,737	61,252
	4,000	263,261	232,776	202,291	171,805	141,320	110,835	80,350	49,867
	5,000	250,874	220,389	189,904	159,419	128,934	98,449	67,964	38,482
	6,000	238,488	208,003	177,518	147,033	116,547	86,062	55,577	27,097
	7,000	226,101	195,616	165,131	134,646	104,161	73,676	43,191	15,712
	8,000	213,715	183,230	152,745	122,260	91,775	61,289	30,804	4,327
	9,000	201,328	170,843	140,358	109,873	79,388	48,903	18,418	(-7,000)
	10,000	188,942	158,457	127,972	97,487	67,002	36,516	6,031	(-14,000)
	11,000	176,555	146,070	115,585	85,100	54,615	24,130	(-6,355)	(-21,000)
	12,000	164,169	133,684	103,199	72,714	42,229	11,744	(-18,742)	(-26,000)
	13,000	151,782	121,297	90,812	60,327	29,842	(-643)	(-31,128)	(-31,000)
	14,000	139,396	108,911	78,426	47,941	17,456	(-13,029)	(-43,514)	(-36,000)
	15,000	127,009	96,524	66,039	35,554	5,069	(-25,416)	(-55,901)	(-41,000)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	488,868	449,599	410,330	371,057	331,766	292,474	253,183
	16.0%	453,643	416,135	378,627	341,116	303,586	266,056	228,526
	17.0%	418,418	382,672	346,925	311,175	275,406	239,637	203,868
	18.0%	383,193	349,208	315,223	281,234	247,226	213,219	179,211
	19.0%	347,969	315,744	283,520	251,293	219,046	186,800	154,554
	20.0%	312,744	282,281	251,818	221,351	190,866	160,381	129,896

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 231,000	100,000	443,744	413,281	382,818	352,351	321,866	291,381	260,896
	150,000	393,744	363,281	332,818	302,351	271,866	241,381	210,896
	200,000	343,744	313,281	282,818	252,351	221,866	191,381	160,896
	250,000	293,744	263,281	232,818	202,351	171,866	141,381	110,896
	300,000	243,744	213,281	182,818	152,351	121,866	91,381	60,896
	350,000	193,744	163,281	132,818	102,351	71,866	41,381	10,896
	400,000	143,744	113,281	82,818	52,351	21,866	(-8,619)	(-39,104)
	450,000	93,744	63,281	32,818	2,351	(-28,134)	(-58,619)	(-89,104)
	500,000	43,744	13,281	(-17,182)	(-47,649)	(-78,134)	(-108,619)	(-139,104)
	550,000	(-6,256)	(-36,719)	(-67,182)	(-97,649)	(-128,134)	(-158,619)	(-189,104)
	600,000	(-56,256)	(-86,719)	(-117,182)	(-147,649)	(-178,134)	(-208,619)	(-239,104)
	650,000	(-106,256)	(-136,719)	(-167,182)	(-197,649)	(-228,134)	(-258,619)	(-289,104)
	700,000	(-156,256)	(-186,719)	(-217,182)	(-247,649)	(-278,134)	(-308,619)	(-339,104)
	750,000	(-206,256)	(-236,719)	(-267,182)	(-297,649)	(-328,134)	(-358,619)	(-389,104)
	800,000	(-256,256)	(-286,719)	(-317,182)	(-347,649)	(-378,134)	(-408,619)	(-439,104)
	850,000	(-306,256)	(-336,719)	(-367,182)	(-397,649)	(-428,134)	(-458,619)	(-489,104)

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Scheme Typology: **Scheme BE** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	190,866	0	374,948	344,500	314,041	283,578	253,115	222,652	192,190
Net Zero	2,000	347,312	316,849	286,386	255,924	225,461	194,998	164,525	
(£ per unit)	4,000	319,657	289,195	258,732	228,269	197,792	167,307	136,822	
4,500	6,000	292,003	261,540	231,059	200,574	170,089	139,604	109,119	
	8,000	264,326	233,841	203,356	172,871	142,386	111,901	81,416	
	10,000	236,623	206,138	175,653	145,168	114,683	84,198	53,713	
	12,000	208,920	178,435	147,950	117,465	86,980	56,495	26,010	
	14,000	181,218	150,732	120,247	89,762	59,277	28,792	(1,693)	
	16,000	153,515	123,029	92,544	62,059	31,574	1,089	(29,396)	
	18,000	125,812	95,327	64,841	34,356	3,871	(26,614)	(57,099)	
	20,000	98,109	67,624	37,138	6,653	(23,832)	(54,317)	(84,802)	
	22,000	70,406	39,921	9,436	(21,050)	(51,535)	(82,020)	(112,505)	
	24,000	42,703	12,218	(18,267)	(48,753)	(79,238)	(109,723)	(140,208)	
	26,000	15,000	(15,485)	(45,970)	(76,455)	(106,941)	(137,426)	(167,911)	
	28,000	(12,703)	(43,188)	(73,673)	(104,158)	(134,644)	(165,129)	(195,614)	
	30,000	(40,406)	(70,891)	(101,376)	(131,861)	(162,346)	(192,832)	(224,446)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	190,866	0.0%	319,374	289,243	259,111	228,980	198,836	168,683	138,531
M4(3) Category 3 Housing	2.5%	316,059	285,927	255,796	225,665	195,516	165,363	135,210	
(% of OMS & AH units)	5.0%	312,744	282,612	252,481	222,348	192,195	162,042	131,889	
6.0%	7.5%	309,429	279,297	249,166	219,027	188,874	158,721	128,568	
	10.0%	306,114	275,982	245,851	215,706	185,553	155,400	125,247	
	12.5%	302,798	272,667	242,536	212,385	182,232	152,079	121,926	
	15.0%	299,483	269,352	239,217	209,064	178,911	148,758	118,605	
	17.5%	296,168	266,037	235,896	205,743	175,590	145,437	115,284	
	20.0%	292,853	262,722	232,575	202,422	172,269	142,116	111,963	
	22.5%	289,538	259,407	229,254	199,101	168,948	138,795	108,642	
	25.0%	286,223	256,086	225,933	195,781	165,628	135,475	105,322	
	27.5%	282,908	252,766	222,613	192,460	162,307	132,154	102,001	
	30.0%	279,593	249,445	219,292	189,139	158,986	128,833	98,680	
	32.5%	276,277	246,124	215,971	185,818	155,665	125,512	95,359	
	35.0%	272,956	242,803	212,650	182,497	152,344	122,191	92,038	
	37.5%	269,635	239,482	209,329	179,176	149,023	118,870	88,717	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	190,866	70%	883,462	851,744	820,026	788,308	756,590	724,872	693,153
		75%	788,543	757,046	725,549	694,052	662,555	631,058	599,561
		80%	693,592	662,310	631,028	599,745	568,463	537,181	505,899
Build Cost	85%	598,549	567,478	536,407	505,337	474,266	443,195	412,124	
100%	90%	503,401	472,539	441,677	410,815	379,953	349,091	318,229	
(105% = 5% increase)	95%	408,144	377,485	346,825	316,166	285,506	254,841	224,166	
	100%	312,744	282,281	251,818	221,351	190,866	160,381	129,896	
	105%	217,167	186,895	156,622	126,350	96,077	65,804	35,532	
	110%	121,528	91,468	61,408	31,348	1,288	(28,772)	(58,832)	
	115%	25,888	(3,959)	(33,807)	(63,654)	(93,502)	(123,349)	(153,196)	
	120%	(69,752)	(99,386)	(129,021)	(158,656)	(188,291)	(218,743)	(251,865)	
	125%	(165,391)	(194,813)	(225,418)	(258,914)	(292,928)	(326,942)	(360,956)	

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	190,866	80%	(226,371)	(230,166)	(234,237)	(238,385)	(242,533)	(246,680)	(250,828)
		82%	(171,342)	(177,620)	(183,898)	(190,175)	(196,453)	(202,864)	(209,359)
Market Values	84%	(117,548)	(126,515)	(135,483)	(144,450)	(153,417)	(162,385)	(171,352)	
100%	86%	(63,754)	(75,411)	(87,068)	(98,725)	(110,382)	(122,039)	(133,696)	
(105% = 5% increase)	88%	(9,959)	(24,306)	(38,653)	(53,000)	(67,347)	(81,693)	(96,040)	
	90%	43,835	26,798	9,762	(7,275)	(24,311)	(41,348)	(58,384)	
	92%	97,629	77,903	58,177	38,451	18,724	(1,002)	(20,728)	
	94%	151,424	129,008	106,592	84,176	61,760	39,344	16,928	
	96%	205,218	180,112	155,007	129,901	104,795	79,690	54,584	
	98%	259,012	231,217	203,422	175,626	147,831	120,035	92,240	
	100%	312,744	282,281	251,818	221,351	190,866	160,381	129,896	
	102%	366,460	333,311	300,162	267,014	233,865	200,716	167,552	
	104%	420,117	384,305	348,493	312,672	276,838	241,003	205,169	
	106%	473,762	435,268	396,773	358,279	319,785	281,290	242,770	
	108%	527,384	486,228	445,054	403,878	362,701	321,524	280,348	
	110%	580,967	537,132	493,298	449,463	405,617	361,759	317,900	
	112%	634,550	588,036	541,522	495,008	448,494	401,980	355,451	
	114%	688,121	638,940	589,747	540,554	491,361	442,168	392,975	
	116%	741,649	689,801	637,952	586,099	534,227	482,355	430,483	
	118%	795,178	740,653	686,128	631,603	577,078	522,542	467,991	
	120%	848,706	791,505	734,303	677,102	619,900	562,699	505,498	

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Scheme Typology: **Scheme BE** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	190,866							
	5,000	312,744	285,376	258,009	230,641	203,268	175,883	148,498
	10,000	312,744	288,471	264,199	239,927	215,654	191,382	167,100
Grant (£ per unit)	15,000	312,744	291,567	270,390	249,213	228,036	206,858	185,681
	20,000	312,744	294,662	276,580	258,498	240,417	222,335	204,253
	25,000	312,744	297,757	282,771	267,784	252,798	237,811	222,825
	30,000	312,744	300,853	288,961	277,070	265,179	253,288	241,396
	35,000	312,744	303,948	295,152	286,356	277,560	268,760	259,946
	40,000	312,744	307,043	301,342	295,642	289,935	284,213	278,490
	45,000	312,744	310,138	307,533	304,928	302,298	299,666	297,034
	50,000	312,744	313,234	313,723	314,202	314,660	315,119	315,578
	55,000	312,744	316,329	319,914	323,474	327,023	330,572	334,116

**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

# 240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1

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

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				150 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% % Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	21.0	20.0%	6.0	18%	27.0			
3 bed House	40.0%	48.0	30.0%	9.0	38%	57.0			
4 bed House	15.0%	18.0	10.0%	3.0	14%	21.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	12.0	20.0%	6.0	12%	18.0			
2 bed Flat	17.5%	21.0	20.0%	6.0	18%	27.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	120.0	100.0%	30.0	100%	150.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	1,659	17,857	474	5,102	2,133		22,959		
3 bed House	4,464	48,050	837	9,009	5,301		57,059		
4 bed House	2,070	22,281	345	3,714	2,415		25,995		
5 bed House	0	0	0	0	0		0		
1 bed Flat	706	7,598	353	3,799	1,059		11,397		
2 bed Flat	1,729	18,615	494	5,319	2,224		23,934		
3 bed Flat	0	0	0	0	0		0		
	10,628	114,402	2,503	26,943	13,131		141,345		
AH % by floor area:		19.06% 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	160,000	2,759	256					0	
2 bed House	260,000	3,291	306					7,020,000	
3 bed House	315,000	3,387	315					17,955,000	
4 bed House	450,000	3,913	364					9,450,000	
5 bed House	0	0	0					0	
1 bed Flat	135,000	2,700	251					2,430,000	
2 bed Flat	200,000	2,857	265					5,400,000	
3 bed Flat	0	0	0					0	
								42,255,000	
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%	
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									



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Scheme Typology: **Scheme BF** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	21.0	@	260,000	5,460,000
3 bed House	48.0	@	315,000	15,120,000
4 bed House	18.0	@	450,000	8,100,000
5 bed House	0.0	@	0	-
1 bed Flat	12.0	@	135,000	1,620,000
2 bed Flat	21.0	@	200,000	4,200,000
3 bed Flat	0.0	@	0	-
	120.0			34,500,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.5	@	182,000	273,000
3 bed House	2.3	@	220,500	496,125
4 bed House	0.8	@	315,000	236,250
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	94,500	141,750
2 bed Flat	1.5	@	140,000	210,000
3 bed Flat	0.0	@	0	-
	7.5			1,357,125
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	2.1	@	143,000	300,300
3 bed House	3.2	@	173,250	545,738
4 bed House	1.1	@	247,500	259,875
5 bed House	0.0	@	0	-
1 bed Flat	2.1	@	74,250	155,925
2 bed Flat	2.1	@	110,000	231,000
3 bed Flat	0.0	@	0	-
	10.5			1,492,838
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.5	@	182,000	273,000
3 bed House	2.3	@	220,500	496,125
4 bed House	0.8	@	250,000	187,500
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	94,500	141,750
2 bed Flat	1.5	@	140,000	210,000
3 bed Flat	0.0	@	0	-
	7.5			1,308,375
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.9	@	169,000	152,100
3 bed House	1.4	@	204,750	276,413
4 bed House	0.5	@	292,500	131,625
5 bed House	0.0	@	0	-
1 bed Flat	0.9	@	87,750	78,975
2 bed Flat	0.9	@	130,000	117,000
3 bed Flat	0.0	@	0	-
	4.5	30.0		756,113
<b>Sub-total GDV Residential</b>				
	150			39,414,450
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>2,840,550</b>
		216 £ psm (total GIA sqm)	18,937 £ per unit (total units)	
<b>Grant</b>	30	AH units @	0 per unit	-
<b>Total GDV</b>				<b>39,414,450</b>

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Scheme Typology: **Scheme BF** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 (Mrkt only + garages) 10,958 sqm 58.84 £ psm (644,751)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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 @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			13,131 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 4.29 ha @ 50,000 £ per ha (if brownfield) (214,286)									
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				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			
2 bed House			2,133 sqm @		1,315	psm			(2,804,895)
3 bed House			5,301 sqm @		1,315	psm			(6,970,815)
4 bed House			2,415 sqm @		1,315	psm			(3,175,725)
5 bed House			- sqm @		1,315	psm			
1 bed Flat			1,059 sqm @		1,493	psm			(1,580,824)
2 bed Flat			2,224 sqm @		1,493	psm			(3,319,729)
3 bed Flat		13,131	- sqm @		1,493	psm			
Garages for 3B House (Mrkt only)	48	10%	units @		18	sqm @	640	psm	(55,296)
Garages for 4B House (Mrkt only)	18	75%	units @		18	sqm @	640	psm	(155,520)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	
		329							
External works			18,062,804 @		15.0%				(2,709,421)
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
<b>Policy Costs on design -</b>									
Net Biodiversity costs 150 units @ 268 £ per unit (40,200)									
M4(2) Category 2 Housing	tenure weighted u		150 units @	94.0%	@	521	£ per unit		(73,461)
M4(3) (10%AH 5%OMS)	tenure weighted u		150 units @	6.0%	@	10,111	£ per unit		(90,999)
Net Zero Cost (2025 FHS Part L)			150 units @			4,500	£ per unit		(675,000)
SAC			150 units @			291	£ per unit		(43,587)
EV Charging Points - Houses			105 units @			1,000	£ per unit		(105,000)
EV Charging Points - Flats			45 units @		4 flats per charger	10,000	£ per 4 units		(112,500)
Water Efficiency (Climate change policy)			150 units @			10	£ per unit		(1,500)
	Sub-total								(1,142,247)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction)			22,128,757 @		5.0%				(1,106,438)

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Scheme Typology: **Scheme BF** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

<b>Professional Fees</b>	22,128,757 @	6.5%		(1,438,369)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	34,500,000 OMS @	3.00%	6,900 £ per unit	(1,035,000)
Residential Sales Agent Costs	34,500,000 OMS @	1.00%	2,300 £ per unit	(345,000)
Residential Sales Legal Costs	34,500,000 OMS @	0.25%	575 £ per unit	(86,250)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,708 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR	0.565% pcm		(105,753)
<b>Developers Profit -</b>				
Profit on OMS	34,500,000	20.00%		(6,900,000)
Margin on AH	4,914,450	6.00% on AH values		(294,867)
<b>Profit analysis:</b>	<b>39,414,450</b>	<b>18.25% blended GDV</b>	<b>(7,194,867)</b>	
	<b>27,026,977</b>	<b>26.62% on costs</b>	<b>(7,194,867)</b>	
<b>TOTAL COSTS</b>				<b>(34,221,844)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				5,192,606
SDLT	5,192,606 @	HMRC formula		(249,130)
Acquisition Agent fees	5,192,606 @	1.0%		(51,926)
Acquisition Legal fees	5,192,606 @	0.5%		(25,963)
Interest on Land	5,192,606 @	7.00%		(363,482)
Residual Land Value				<b>4,502,104</b>
<b>RLV analysis:</b>	<b>30,014 £ per plot</b>	<b>1,050,491 £ per ha (net)</b>	<b>425,128 £ per acre (net)</b>	
		<b>997,966 £ per ha (gross)</b>	<b>403,872 £ per acre (gross)</b>	
			<b>11.42% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	4.29 ha (net)	10.59 acres (net)		
Net to Gross ratio	95%			
Site Area (gross)	4.51 ha (gross)	11.15 acres (gross)		
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	231,000 £ per acre (net)	<b>2,446,290</b>
<b>BLV analysis:</b>	<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	<b>479,690 £ per ha (net)</b>	<b>194,128 £ per acre (net)</b>	<b>2,055,814</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1

Scheme Typology: **Scheme BF** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%							
Balance (RLV - BLV £ per acre (n))		194,128	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00		382,499	348,684	314,869	281,054	247,239	213,424	179,594
	10.00		371,225	337,973	304,722	271,471	238,219	204,965	171,691
	20.00		359,950	327,262	294,575	261,887	229,199	196,498	163,789
	30.00		348,675	316,551	284,427	252,303	220,175	188,030	155,886
	40.00		337,400	305,840	274,280	242,720	211,143	179,563	147,983
	50.00		326,125	295,129	264,133	233,127	202,112	171,096	140,081
	60.00		314,851	284,418	253,982	223,531	193,080	162,629	132,178
	70.00		303,576	273,707	243,822	213,935	184,049	154,162	124,275
	80.00		292,301	262,984	233,661	204,339	175,017	145,695	116,373
	90.00		281,026	252,259	223,501	194,743	165,986	137,228	108,470
	100.00		269,751	241,534	213,340	185,147	156,954	128,761	100,568
	110.00		258,476	230,809	203,180	175,551	147,922	120,294	92,665
	120.00		247,201	220,084	193,019	165,955	138,891	111,827	84,762
	130.00		235,926	209,359	182,859	156,359	129,859	103,360	76,860
	140.00		224,651	198,634	172,698	146,763	120,828	94,892	68,957
	150.00		213,376	187,909	162,538	137,167	111,796	86,425	61,055
	160.00		202,101	177,184	152,377	127,571	102,765	77,958	53,152
	170.00		190,826	166,459	142,217	117,975	93,733	69,491	45,249
	180.00		179,551	155,734	132,056	108,379	84,702	61,024	37,347
	190.00		168,276	145,009	121,896	98,783	75,670	52,557	29,444
200.00		157,001	134,284	111,735	89,187	66,638	44,090	21,541	
210.00		145,726	123,559	101,575	79,591	57,607	35,623	13,639	
220.00		134,451	112,834	91,414	69,995	48,575	27,156	5,736	
230.00		123,176	102,109	81,254	60,399	39,544	18,689	(2,166)	
240.00		111,901	91,384	71,093	50,803	30,512	10,222	(10,069)	
250.00		100,626	80,659	60,933	41,207	21,481	1,755	(17,972)	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		194,128	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	1,000		303,811	273,313	242,798	212,281	181,765	151,248	120,731
	2,000		291,464	260,951	230,434	199,918	169,401	138,885	108,368
	3,000		279,104	248,588	218,071	187,555	157,038	126,521	96,005
	4,000		266,741	236,224	205,708	175,191	144,675	114,158	83,642
	5,000		254,378	223,861	193,344	162,828	132,311	101,795	71,278
	6,000		242,014	211,498	180,981	150,465	119,948	89,431	58,915
	7,000		229,651	199,134	168,618	138,101	107,585	77,068	46,552
	8,000		217,288	186,771	156,255	125,738	95,221	64,705	34,188
	9,000		204,924	174,408	143,891	113,375	82,858	52,342	21,825
	10,000		192,561	162,044	131,528	101,011	70,495	39,978	9,462
	11,000		180,198	149,681	119,165	88,648	58,131	27,615	(2,902)
	12,000		167,834	137,318	106,801	76,285	45,768	15,252	(15,265)
	13,000		155,471	124,955	94,438	63,921	33,405	2,888	(27,628)
	14,000		143,108	112,591	82,075	51,558	21,042	(9,475)	(39,992)
	15,000		130,744	100,228	69,711	39,195	8,678	(21,838)	(52,355)

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		194,128	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%		492,283	452,979	413,673	374,350	335,027	295,705	256,382
	16.0%		457,058	419,515	381,971	344,409	306,847	269,286	231,724
	17.0%		421,833	386,051	350,268	314,468	278,668	242,867	207,067
	18.0%		386,608	352,588	318,566	284,527	250,488	216,449	182,410
	19.0%		351,383	319,124	286,863	254,586	222,308	190,030	157,752
	20.0%		316,159	285,660	255,161	224,644	194,128	163,611	133,095

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		194,128	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 231,000	100,000		447,159	416,660	386,161	355,644	325,128	294,611	264,095
	150,000		397,159	366,660	336,161	305,644	275,128	244,611	214,095
	200,000		347,159	316,660	286,161	255,644	225,128	194,611	164,095
	250,000		297,159	266,660	236,161	205,644	175,128	144,611	114,095
	300,000		247,159	216,660	186,161	155,644	125,128	94,611	64,095
	350,000		197,159	166,660	136,161	105,644	75,128	44,611	14,095
	400,000		147,159	116,660	86,161	55,644	25,128	(5,389)	(35,905)
	450,000		97,159	66,660	36,161	5,644	(24,872)	(55,389)	(85,905)
	500,000		47,159	16,660	(13,839)	(44,356)	(74,872)	(105,389)	(135,905)
	550,000		(2,841)	(33,340)	(63,839)	(94,356)	(124,872)	(155,389)	(185,905)
	600,000		(52,841)	(83,340)	(113,839)	(144,356)	(174,872)	(205,389)	(235,905)
	650,000		(102,841)	(133,340)	(163,839)	(194,356)	(224,872)	(255,389)	(285,905)
	700,000		(152,841)	(183,340)	(213,839)	(244,356)	(274,872)	(305,389)	(335,905)
	750,000		(202,841)	(233,340)	(263,839)	(294,356)	(324,872)	(355,389)	(385,905)
	800,000		(252,841)	(283,340)	(313,839)	(344,356)	(374,872)	(405,389)	(435,905)
	850,000		(302,841)	(333,340)	(363,839)	(394,356)	(424,872)	(455,389)	(485,905)

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Scheme Typology: **Scheme BF** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	194,128	0	378,257	347,759	317,261	286,763	256,265	225,767	195,269
Net Zero	2,000	350,658	320,160	289,662	259,164	228,666	198,161	167,644	
(£ per unit)	4,000	323,058	292,560	262,062	231,554	201,038	170,521	140,005	
4,500	6,000	295,459	264,948	234,431	203,915	173,398	142,882	112,365	
	8,000	267,825	237,308	206,792	176,275	145,759	115,242	84,726	
	10,000	240,185	209,669	179,152	148,636	118,119	87,603	57,086	
	12,000	212,546	182,029	151,513	120,996	90,480	59,963	29,447	
	14,000	184,906	154,390	123,873	93,357	62,840	32,324	1,807	
	16,000	157,267	126,750	96,234	65,717	35,201	4,684	(25,832)	
	18,000	129,627	99,111	68,594	38,078	7,561	(22,955)	(53,472)	
	20,000	101,988	71,471	40,955	10,438	(20,078)	(50,595)	(81,111)	
	22,000	74,348	43,832	13,315	(17,201)	(47,718)	(78,234)	(108,751)	
	24,000	46,709	16,192	(14,324)	(44,841)	(75,357)	(105,874)	(136,390)	
	26,000	19,069	(11,447)	(41,964)	(72,480)	(102,997)	(133,513)	(164,030)	
	28,000	(8,570)	(39,087)	(69,603)	(100,120)	(130,636)	(161,153)	(191,669)	
	30,000	(36,210)	(66,726)	(97,243)	(127,759)	(158,276)	(188,792)	(219,682)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	194,128	0.0%	322,775	292,608	262,441	232,265	202,080	171,895	141,709
M4(3) Category 3 Housing	2.5%	319,467	289,300	259,133	228,952	198,767	168,581	138,396	
(% of OMS & AH units)	5.0%	316,159	285,991	255,824	225,638	195,453	165,268	135,083	
6.0%	7.5%	312,850	282,683	252,510	222,325	192,140	161,955	131,769	
	10.0%	309,542	279,374	249,197	219,012	188,827	158,641	128,456	
	12.5%	306,233	276,066	245,884	215,699	185,513	155,328	125,143	
	15.0%	302,925	272,756	242,571	212,385	182,200	152,015	121,830	
	17.5%	299,616	269,442	239,257	209,072	178,887	148,702	118,516	
	20.0%	296,308	266,129	235,944	205,759	175,574	145,388	115,203	
	22.5%	292,999	262,816	232,631	202,445	172,260	142,075	111,890	
	25.0%	289,688	259,503	229,317	199,132	168,947	138,762	108,576	
	27.5%	286,375	256,189	226,004	195,819	165,634	135,448	105,263	
	30.0%	283,061	252,876	222,691	192,506	162,320	132,135	101,950	
	32.5%	279,748	249,563	219,378	189,192	159,007	128,822	98,637	
	35.0%	276,435	246,249	216,064	185,879	155,694	125,509	95,323	
	37.5%	273,121	242,936	212,751	182,566	152,380	122,195	92,010	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	194,128	70%	886,151	854,406	822,658	790,905	759,151	727,397	695,644
	75%	791,329	759,794	728,260	696,726	665,191	633,657	602,122	
Build Cost	80%	696,465	665,145	633,825	602,504	571,184	539,863	508,543	
100%	85%	601,542	570,433	539,323	508,213	477,101	445,989	414,878	
(105% = 5% increase)	90%	506,515	475,614	444,714	413,813	382,913	352,008	321,100	
	95%	411,396	380,700	350,003	319,306	288,601	257,891	227,181	
	100%	316,159	285,660	255,161	224,644	194,128	163,611	133,095	
	105%	220,774	190,469	160,165	129,860	99,556	69,251	38,947	
	110%	125,353	95,261	65,168	35,076	4,983	(25,109)	(55,201)	
	115%	29,933	52	(29,828)	(59,708)	(89,589)	(119,469)	(149,349)	
	120%	(65,488)	(95,156)	(124,824)	(154,493)	(184,161)	(213,976)	(246,594)	
	125%	(160,908)	(190,364)	(220,223)	(253,276)	(287,329)	(321,382)	(355,436)	

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	194,128	80%	(221,508)	(225,374)	(229,240)	(233,302)	(237,528)	(241,754)	(245,979)
	82%	(167,312)	(173,653)	(179,994)	(186,336)	(192,677)	(199,018)	(205,359)	
Market Values	84%	(113,589)	(122,616)	(131,644)	(140,671)	(149,699)	(158,726)	(167,753)	
100%	86%	(59,866)	(71,580)	(83,293)	(95,007)	(106,720)	(118,434)	(130,147)	
(105% = 5% increase)	88%	(6,143)	(20,543)	(34,943)	(49,342)	(63,742)	(78,142)	(92,541)	
	90%	47,580	30,494	13,408	(3,678)	(20,764)	(37,850)	(54,935)	
	92%	101,303	81,531	61,759	41,987	22,215	2,443	(17,329)	
	94%	155,025	132,567	110,109	87,651	65,193	42,735	20,277	
	96%	208,748	183,604	158,460	133,316	108,171	83,027	57,883	
	98%	262,471	234,641	206,810	178,980	151,150	123,319	95,489	
	100%	316,159	285,660	255,161	224,644	194,128	163,611	133,095	
	102%	369,816	336,635	303,454	270,273	237,092	203,904	170,701	
	104%	423,441	387,596	351,746	315,882	280,018	244,155	208,291	
	106%	477,040	438,515	399,990	361,465	322,940	284,398	245,851	
	108%	530,636	489,434	448,229	407,024	365,819	324,614	283,409	
	110%	584,183	540,318	496,453	452,583	408,698	364,813	320,928	
	112%	637,729	591,187	544,645	498,103	451,561	405,012	358,447	
	114%	691,276	642,057	592,837	543,618	494,398	445,179	395,959	
	116%	744,784	692,907	641,029	589,133	537,236	485,339	433,442	
	118%	798,286	743,733	689,181	634,629	580,073	525,499	470,925	
	120%	851,787	794,560	737,332	680,105	622,878	565,651	508,408	

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Scheme Typology: **Scheme BF** No Units: **150**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Brownfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	194,128							
	5,000	316,159	288,750	261,342	233,927	206,504	179,082	151,659
	10,000	316,159	291,840	267,522	243,204	218,881	194,552	170,224
Grant (£ per unit)	15,000	316,159	294,930	273,702	252,474	231,245	210,017	188,788
	20,000	316,159	298,020	279,882	261,743	243,605	225,466	207,328
	25,000	316,159	301,110	286,061	271,013	255,964	240,916	225,867
	30,000	316,159	304,200	292,241	280,283	268,324	256,365	244,407
	35,000	316,159	307,290	298,421	289,552	280,684	271,815	262,945
	40,000	316,159	310,380	304,601	298,822	293,043	287,258	281,461
	45,000	316,159	313,470	310,781	308,092	305,399	302,688	299,977
	50,000	316,159	316,560	316,960	317,361	317,743	318,118	318,493
	55,000	316,159	319,649	323,140	326,627	330,088	333,549	337,010

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

240819 Norton Canes & Heath Hayes\_WPV Apps BD - BF v0.1 - Summary Table

Appraisal Ref:	BD	BE	BF
Scheme Typology:	Scheme BD	Scheme BE	Scheme BF
No Units:	50	100	150
Location / Value Zone:	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield
Notes:	0	0	0
Total GDV (£)	13,138,150	26,276,300	39,414,450
<b>Policy Assumptions</b>	-	-	-
AH Target % (& mix):	20%	20%	20%
Affordable Rent:	25%	25%	25%
Social Rent:	35%	35%	35%
First Homes:	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.25%	18.25%	18.25%
Developers Profit (% on costs)	23.28%	26.58%	26.62%
Developers Profit Total (£)	2,398,289	4,796,578	7,194,867
<b>Land Value KPI's</b>	-	-	-
RLV (£/acre (net))	110,098	421,866	425,128
RLV (£/ha (net))	272,053	1,042,432	1,050,491
RLV (% of GDV)	2.96%	11.33%	11.42%
RLV Total (£)	388,647	2,978,376	4,502,104
BLV (£/acre (net))	253,000	231,000	231,000
BLV (£/ha (net))	625,163	570,801	570,801
BLV Total (£)	893,090	1,630,860	2,446,290
Surplus/Deficit (£/acre) [RLV-BLV]	(142,902)	190,866	194,128
Surplus/Deficit (£/ha)	(353,110)	471,631	479,690
Surplus/Deficit Total (£)	(504,443)	1,347,516	2,055,814
<b>Plan Viability comments</b>	Marginal	Viabile	Viabile

Plan Viability comments	Viabile	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viabile	if RLV < BLV, and RLV is negative

## 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivity for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240831	v0.1	Updated the appraisal
240903	v0.1	Issued the final version with client



# 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Appraisal Ref: **BG** (see Typologies Matrix)  
 Scheme Typology: **Scheme BG**  
 Site Typology: **Norton Canes Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **50**  
 Location / Value Zone: **Norton Canes Greenfield/Brownfield: Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		50 Units							
AH Policy requirement (% Target)		20%							
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%							
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		58.84 £ 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	17.5%	7.0	20.0%	2.0	18%	9.0			
3 bed House	40.0%	16.0	30.0%	3.0	38%	19.0			
4 bed House	15.0%	6.0	10.0%	1.0	14%	7.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	4.0	20.0%	2.0	12%	6.0			
2 bed Flat	17.5%	7.0	20.0%	2.0	18%	9.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	40.0	100.0%	10.0	100%	50.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	553	5,952	158	1,701	711		7,653		
3 bed House	1,488	16,017	279	3,003	1,767		19,020		
4 bed House	690	7,427	115	1,238	805		8,665		
5 bed House	0	0	0	0	0		0		
1 bed Flat	235	2,533	118	1,266	353		3,799		
2 bed Flat	576	6,205	165	1,773	741		7,978		
3 bed Flat	0	0	0	0	0		0		
	3,543	38,134	834	8,981	4,377		47,115		
AH % by floor area:		19.06% 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	160,000	2,759	256	0					
2 bed House	260,000	3,291	306	2,340,000					
3 bed House	315,000	3,387	315	5,985,000					
4 bed House	450,000	3,913	364	3,150,000					
5 bed House	0	0	0	0					
1 bed Flat	135,000	2,700	251	810,000					
2 bed Flat	200,000	2,857	265	1,800,000					
3 bed Flat	0	0	0	0					
				14,085,000					
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%	
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

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Scheme Typology: **Scheme BG** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	7.0	@	260,000	1,820,000
3 bed House	16.0	@	315,000	5,040,000
4 bed House	6.0	@	450,000	2,700,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	135,000	540,000
2 bed Flat	7.0	@	200,000	1,400,000
3 bed Flat	0.0	@	0	-
	40.0			11,500,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	220,500	165,375
4 bed House	0.3	@	315,000	78,750
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	140,000	70,000
3 bed Flat	0.0	@	0	-
	2.5			452,375
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	0.7	@	143,000	100,100
3 bed House	1.1	@	173,250	181,913
4 bed House	0.4	@	247,500	86,625
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	74,250	51,975
2 bed Flat	0.7	@	110,000	77,000
3 bed Flat	0.0	@	0	-
	3.5			497,613
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	220,500	165,375
4 bed House	0.3	@	250,000	62,500
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	140,000	70,000
3 bed Flat	0.0	@	0	-
	2.5			436,125
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.3	@	169,000	50,700
3 bed House	0.5	@	204,750	92,138
4 bed House	0.2	@	292,500	43,875
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	87,750	26,325
2 bed Flat	0.3	@	130,000	39,000
3 bed Flat	0.0	@	0	-
	1.5	10.0		252,038
<b>Sub-total GDV Residential</b>				
	<b>50</b>			<b>13,138,150</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>946,850</b>
			<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>
<b>Grant</b>				
	10	AH units @	0	per unit
<b>Total GDV</b>				
				<b>13,138,150</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BG** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL (Mrkt only + garages) 3,653 sqm 58.84 £ psm (214,917)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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		50 units @		0		per unit		
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			4,377 sqm (total)		0		£ psm		
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 1.43 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		50 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 @		1,531		psm		
2 bed House			711 sqm @		1,531		psm	(1,088,541)	
3 bed House			1,767 sqm @		1,531		psm	(2,705,277)	
4 bed House			805 sqm @		1,531		psm	(1,232,455)	
5 bed House			- sqm @		1,531		psm		
1 bed Flat			353 sqm @		1,681		psm	(593,294)	
2 bed Flat			741 sqm @		1,681		psm	(1,245,918)	
3 bed Flat			- sqm @		1,681		psm		
Garages for 3B House (Mrkt only)	16	10%	units @		18	640	psm	(18,432)	
Garages for 4B House (Mrkt only)	6	75%	units @		18	640	psm	(51,840)	
Garages for 5B House (Mrkt only)	-	120%	units @		18	640	psm		
			110						
<b>External works</b> 6,935,757 @ 15.0% (1,040,364)									
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 50 units @ 1,003 £ per unit (50,150)									
M4(2) Category 2 Housing	tenure weighted u		50 units @	94.0%	@	521	£ per unit	(24,487)	
M4(3) (10%AH 5%OMS)	tenure weighted u		50 units @	6.0%	@	10,111	£ per unit	(30,333)	
Net Zero Cost (2025 FHS Part L)			50 units @			4,500	£ per unit	(225,000)	
SAC			50 units @			291	£ per unit	(14,529)	
EV Charging Points - Houses			35 units @			1,000	£ per unit	(35,000)	
EV Charging Points - Flats			15 units @		4 flats per charger	10,000	£ per 4 units	(37,500)	
Water Efficiency (Climate change policy)			50 units @			10	£ per unit	(500)	
	Sub-total							(417,499)	
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction)			8,393,619 @			5.0%		(419,681)	

# 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BG** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	8,393,619 @		<b>6.5%</b>		(545,585)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	11,500,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(345,000)
Residential Sales Agent Costs	11,500,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(115,000)
Residential Sales Legal Costs	11,500,000 OMS @		<b>0.25%</b>	575 £ per unit	(28,750)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,575 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(112,889)
<b>Developers Profit -</b>					
Profit on OMS	11,500,000		<b>20.00%</b>		(2,300,000)
Margin on AH	1,638,150		<b>6.00%</b> on AH values		(98,289)
<b>Profit analysis:</b>	<b>13,138,150</b>		<b>18.25% blended GDV</b>	<b>(2,398,289)</b>	
	<b>10,258,541</b>		<b>23.38% on costs</b>	<b>(2,398,289)</b>	
<b>TOTAL COSTS</b>					<b>(12,656,830)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					481,320
SDLT	481,320 @		HMRC formula		(13,566)
Acquisition Agent fees	481,320 @		<b>1.0%</b>		(4,813)
Acquisition Legal fees	481,320 @		<b>0.5%</b>		(2,407)
Interest on Land	481,320 @		7.00%		(33,692)
Residual Land Value					<b>426,842</b>
<b>RLV analysis:</b>	<b>8,537 £ per plot</b>	<b>298,789 £ per ha (net)</b>	<b>120,918 £ per acre (net)</b>		
		<b>283,850 £ per ha (gross)</b>	<b>114,872 £ per acre (gross)</b>		
			<b>3.25% RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.43 ha (net)		3.53 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.50 ha (gross)		3.72 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	8,306 £ per plot	290,706 £ per ha (net)		<b>117,647 £ per acre (net)</b>	<b>415,294</b>
<b>BLV analysis:</b>		<b>276,170 £ per ha (gross)</b>		<b>111,765 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>8,083 £ per ha (net)</b>		<b>3,271 £ per acre (net)</b>	<b>11,548</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BG** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	3,271							
	0.00	187,484	154,944	122,403	89,862	57,321	24,780	(7,761)
	10.00	176,002	144,035	112,069	80,102	48,135	16,168	(15,798)
	20.00	164,520	133,127	101,734	70,342	38,949	7,557	(23,836)
	30.00	153,037	122,219	91,400	60,582	29,763	(1,055)	(31,874)
	40.00	141,555	111,311	81,066	50,822	20,577	(9,667)	(39,911)
	50.00	130,073	100,402	70,732	41,062	11,392	(18,279)	(47,949)
	60.00	118,590	89,494	60,398	31,302	2,206	(26,890)	(56,076)
	70.00	107,108	78,586	50,064	21,542	(6,980)	(35,502)	(64,392)
	80.00	95,625	67,678	39,730	11,782	(16,166)	(44,114)	(72,709)
	90.00	84,143	56,769	29,396	2,022	(25,352)	(52,726)	(81,076)
	100.00	72,661	45,861	19,061	(7,738)	(34,538)	(61,612)	(89,578)
	110.00	61,178	34,953	8,727	(17,498)	(43,724)	(70,523)	(98,080)
	120.00	49,696	24,045	(1,607)	(27,258)	(52,910)	(79,448)	(106,582)
	130.00	38,214	13,136	(11,941)	(37,018)	(62,397)	(88,558)	(115,085)
	140.00	26,731	2,228	(22,275)	(46,778)	(71,901)	(97,667)	(124,139)
	150.00	15,249	(8,680)	(32,609)	(56,647)	(81,465)	(106,777)	(133,431)
	160.00	3,767	(19,588)	(42,943)	(66,745)	(91,181)	(115,886)	(142,723)
	170.00	(7,716)	(30,497)	(53,277)	(76,844)	(100,898)	(125,679)	(152,015)
	180.00	(19,198)	(41,405)	(63,965)	(87,125)	(110,615)	(135,634)	(161,307)
190.00	(30,680)	(52,313)	(74,658)	(97,449)	(120,581)	(145,590)	(170,599)	
200.00	(42,163)	(63,561)	(85,497)	(107,773)	(131,201)	(155,546)	(179,891)	
210.00	(53,653)	(74,848)	(96,429)	(118,139)	(141,820)	(165,502)	(189,183)	
220.00	(65,534)	(86,299)	(107,360)	(129,422)	(152,440)	(175,458)	(198,475)	
230.00	(77,414)	(97,838)	(118,352)	(140,706)	(163,060)	(185,413)	(207,767)	
240.00	(89,530)	(109,377)	(130,299)	(151,989)	(173,679)	(195,369)	(217,059)	
250.00	(101,676)	(121,219)	(142,246)	(163,272)	(184,299)	(205,325)	(226,351)	

**TABLE 2**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	3,271							
	1,000	107,348	78,185	49,022	19,859	(9,303)	(38,466)	(68,122)
	2,000	94,773	65,610	36,448	7,285	(21,878)	(51,041)	(81,185)
	3,000	82,198	53,036	23,873	(5,290)	(34,452)	(63,969)	(94,487)
	4,000	69,624	40,461	11,298	(17,864)	(47,027)	(76,980)	(107,788)
	5,000	57,049	27,887	(1,276)	(30,439)	(59,816)	(90,241)	(121,409)
	6,000	44,475	15,312	(13,851)	(43,013)	(72,827)	(103,543)	(135,947)
	7,000	31,900	2,737	(26,425)	(55,663)	(85,996)	(116,844)	(150,484)
	8,000	19,326	(9,837)	(39,000)	(68,674)	(99,297)	(131,307)	(165,021)
	9,000	6,751	(22,412)	(51,574)	(81,750)	(112,598)	(145,844)	(179,558)
	10,000	(5,824)	(34,986)	(64,521)	(95,051)	(126,667)	(160,381)	(194,095)
	11,000	(18,398)	(47,561)	(77,532)	(108,353)	(141,204)	(174,918)	(208,632)
	12,000	(30,973)	(60,369)	(90,806)	(122,027)	(155,741)	(189,455)	(223,169)
	13,000	(43,547)	(73,379)	(104,107)	(136,564)	(170,278)	(203,992)	(237,706)
	14,000	(56,216)	(86,560)	(117,409)	(151,101)	(184,815)	(218,529)	(252,243)
15,000	(69,226)	(99,862)	(131,924)	(165,638)	(199,352)	(233,066)	(266,780)	

**TABLE 3**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	3,271							
	15.0%	296,046	258,078	220,109	182,140	144,171	106,202	68,233
	16.0%	260,822	224,614	188,406	152,199	115,991	79,783	43,575
	17.0%	225,597	191,150	156,704	122,257	87,811	53,364	18,918
	18.0%	190,372	157,687	125,001	92,316	59,631	26,946	(5,739)
	19.0%	155,147	124,223	93,299	62,375	31,451	527	(30,397)
20.0%	119,922	90,759	61,597	32,434	3,271	(25,891)	(55,111)	

**TABLE 4**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 117,647	3,271							
	100,000	137,569	108,406	79,244	50,081	20,918	(8,244)	(37,464)
	150,000	87,569	58,406	29,244	81	(29,082)	(58,244)	(87,464)
	200,000	37,569	8,406	(20,756)	(49,919)	(79,082)	(108,244)	(137,464)
	250,000	(12,431)	(41,594)	(70,756)	(99,919)	(129,082)	(158,244)	(187,464)
	300,000	(62,431)	(91,594)	(120,756)	(149,919)	(179,082)	(208,244)	(237,464)
	350,000	(112,431)	(141,594)	(170,756)	(199,919)	(229,082)	(258,244)	(287,464)
	400,000	(162,431)	(191,594)	(220,756)	(249,919)	(279,082)	(308,244)	(337,464)
	450,000	(212,431)	(241,594)	(270,756)	(299,919)	(329,082)	(358,244)	(387,464)
	500,000	(262,431)	(291,594)	(320,756)	(349,919)	(379,082)	(408,244)	(437,464)
	550,000	(312,431)	(341,594)	(370,756)	(399,919)	(429,082)	(458,244)	(487,464)
	600,000	(362,431)	(391,594)	(420,756)	(449,919)	(479,082)	(508,244)	(537,464)
	650,000	(412,431)	(441,594)	(470,756)	(499,919)	(529,082)	(558,244)	(587,464)
	700,000	(462,431)	(491,594)	(520,756)	(549,919)	(579,082)	(608,244)	(637,464)
	750,000	(512,431)	(541,594)	(570,756)	(599,919)	(629,082)	(658,244)	(687,464)
800,000	(562,431)	(591,594)	(620,756)	(649,919)	(679,082)	(708,244)	(737,464)	
850,000	(612,431)	(641,594)	(670,756)	(699,919)	(729,082)	(758,244)	(787,464)	

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Scheme Typology: **Scheme BG** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		3,271	0%	5%	10%	15%	20%	25%	30%
	0		183,344	154,181	125,019	95,856	66,693	37,530	8,368
	2,000		155,157	125,994	96,831	67,668	38,506	9,343	(19,820)
Net Zero	4,000		126,969	97,806	68,644	39,481	10,318	(18,845)	(48,007)
(£ per unit)	6,000		98,782	69,619	40,456	11,293	(17,869)	(47,032)	(76,985)
4,500	8,000		70,594	41,431	12,269	(16,894)	(46,057)	(75,976)	(106,762)
	10,000		42,406	13,244	(15,919)	(45,082)	(74,967)	(105,730)	(138,338)
	12,000		14,219	(14,944)	(44,106)	(73,958)	(104,699)	(137,210)	(170,924)
	14,000		(13,969)	(43,131)	(72,949)	(103,667)	(136,083)	(169,797)	(203,511)
	16,000		(42,156)	(71,940)	(102,636)	(134,955)	(168,670)	(202,384)	(236,098)
	18,000		(70,931)	(101,604)	(133,828)	(167,542)	(201,256)	(234,970)	(268,685)
	20,000		(100,573)	(132,701)	(166,415)	(200,129)	(233,843)	(267,557)	(301,271)
	22,000		(131,573)	(165,287)	(199,001)	(232,716)	(266,430)	(300,144)	(333,858)
	24,000		(164,160)	(197,874)	(231,588)	(265,302)	(299,016)	(332,731)	(366,445)
	26,000		(196,747)	(230,461)	(264,175)	(297,889)	(331,603)	(365,317)	(399,031)
	28,000		(229,333)	(263,048)	(296,762)	(330,476)	(364,190)	(397,904)	(431,618)
	30,000		(261,920)	(295,634)	(329,348)	(363,063)	(396,777)	(430,491)	(464,205)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		3,271	0%	5%	10%	15%	20%	25%	30%
	0.0%		126,680	97,855	69,030	40,206	11,381	(17,444)	(46,269)
M4(3) Category 3 Housing	2.5%		123,301	94,476	65,651	36,827	8,002	(20,823)	(49,648)
(% of OMS & AH units)	5.0%		119,922	91,097	62,273	33,448	4,623	(24,202)	(53,027)
6.0%	7.5%		116,543	87,718	58,894	30,069	1,244	(27,581)	(56,510)
	10.0%		113,164	84,339	55,515	26,690	(2,135)	(30,960)	(60,006)
	12.5%		109,785	80,960	52,136	23,311	(5,514)	(34,339)	(63,502)
	15.0%		106,406	77,581	48,757	19,932	(8,893)	(37,718)	(66,998)
	17.5%		103,027	74,202	45,378	16,553	(12,272)	(41,097)	(70,494)
	20.0%		99,648	70,823	41,999	13,174	(15,651)	(44,476)	(73,990)
	22.5%		96,269	67,444	38,620	9,795	(19,030)	(47,855)	(77,487)
	25.0%		92,890	64,066	35,241	6,416	(22,409)	(51,234)	(81,032)
	27.5%		89,511	60,687	31,862	3,037	(25,788)	(54,654)	(84,607)
	30.0%		86,132	57,308	28,483	(342)	(29,167)	(58,151)	(88,181)
	32.5%		82,753	53,929	25,104	(3,721)	(32,546)	(61,647)	(91,755)
	35.0%		79,374	50,550	21,725	(7,100)	(35,925)	(65,143)	(95,329)
	37.5%		75,995	47,171	18,346	(10,479)	(39,304)	(68,639)	(98,904)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		3,271	0%	5%	10%	15%	20%	25%	30%
	70%		789,033	758,353	727,673	696,993	666,312	635,632	604,952
	75%		678,401	647,998	617,594	587,190	556,787	526,383	495,980
Build Cost	80%		567,497	537,357	507,216	477,075	446,935	416,794	386,653
100%	85%		456,234	426,343	396,452	366,560	336,669	306,778	276,886
(105% = 5% increase)	90%		344,524	314,869	285,213	255,524	225,820	196,117	166,414
	95%		232,278	202,845	173,412	143,979	114,546	85,113	55,680
	100%		119,922	90,759	61,597	32,434	3,271	(25,891)	(55,111)
	105%		7,567	(21,326)	(50,218)	(80,030)	(110,592)	(143,339)	(176,740)
	110%		(107,192)	(139,310)	(172,399)	(205,489)	(238,578)	(271,667)	(304,757)
	115%		(236,111)	(268,888)	(301,665)	(334,442)	(367,219)	(399,996)	(432,773)
	120%		(366,002)	(398,467)	(430,931)	(463,396)	(495,860)	(528,325)	(560,790)
	125%		(495,893)	(528,045)	(560,197)	(592,349)	(624,502)	(656,654)	(688,806)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		3,271	0%	5%	10%	15%	20%	25%	30%
	80%		(474,647)	(476,950)	(479,254)	(481,558)	(483,862)	(486,165)	(488,469)
	82%		(411,826)	(417,271)	(422,715)	(428,160)	(433,605)	(439,050)	(444,495)
Market Values	84%		(349,005)	(357,591)	(366,177)	(374,763)	(383,348)	(391,934)	(400,520)
100%	86%		(286,184)	(297,911)	(309,638)	(321,365)	(333,092)	(344,819)	(356,546)
(105% = 5% increase)	88%		(223,364)	(238,232)	(253,100)	(267,967)	(282,835)	(297,703)	(312,571)
	90%		(160,543)	(178,552)	(196,561)	(214,570)	(232,579)	(250,588)	(268,597)
	92%		(99,416)	(118,872)	(140,022)	(161,172)	(182,322)	(203,472)	(224,622)
	94%		(43,098)	(64,480)	(86,387)	(108,614)	(132,066)	(156,357)	(180,648)
	96%		11,242	(12,486)	(36,215)	(60,170)	(84,855)	(109,956)	(136,673)
	98%		65,582	39,137	12,691	(13,755)	(40,201)	(67,105)	(94,819)
	100%		119,922	90,759	61,597	32,434	3,271	(25,891)	(55,111)
	102%		174,262	142,382	110,503	78,623	46,743	14,864	(17,016)
	104%		228,602	194,005	159,409	124,812	90,215	55,618	21,022
	106%		282,942	245,628	208,315	171,001	133,687	96,373	59,060
	108%		337,282	297,251	257,220	217,190	177,159	137,128	97,098
	110%		391,495	348,837	306,126	263,379	220,631	177,883	135,136
	112%		445,657	400,291	354,925	309,560	264,103	218,638	173,174
	114%		499,709	451,722	403,671	355,597	307,523	259,393	211,212
	116%		553,711	503,023	452,336	401,634	350,853	300,071	249,249
	118%		607,692	554,325	500,937	447,550	394,162	340,692	287,202
	120%		661,551	605,550	549,539	493,451	437,364	381,276	325,115

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Scheme Typology: **Scheme BG** No Units: **50**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	3,271							
	5,000	119,922	93,907	67,892	41,877	15,862	(10,153)	(36,168)
	10,000	119,922	97,055	74,188	51,320	28,453	5,586	(17,281)
Grant (£ per unit)	15,000	119,922	100,203	80,483	60,764	41,044	21,325	1,605
	20,000	119,922	103,350	86,779	70,207	53,635	37,064	20,492
	25,000	119,922	106,498	93,074	79,650	66,226	52,802	39,378
	30,000	119,922	109,646	99,370	89,093	78,817	68,541	58,265
	35,000	119,922	112,794	105,665	98,537	91,408	84,280	77,151
	40,000	119,922	115,941	111,961	107,980	103,999	100,019	96,038
	45,000	119,922	119,089	118,256	117,423	116,590	115,757	114,924
	50,000	119,922	122,237	124,552	126,866	129,181	131,496	133,811
	55,000	119,922	125,385	130,847	136,310	141,772	147,235	152,697

**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

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Appraisal Ref: **BH** (see Typologies Matrix)  
 Scheme Typology: **Scheme BH**  
 Site Typology: **Norton Canes Greenfield/Brownfield: Greenfield**  
 Notes: **No Units: 100**  
 Location / Value Zone: **Greenfield/Brownfield: Greenfield**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				100 Units				
AH Policy requirement (% Target)				20%				
Open Market Sale (OMS) housing	Open Market Sale (OMS)			80%				
AH tenure split %	Affordable Rent:			25.0%	60.0% % Rented			
	Social Rent:			35.0%				
	First Homes:			25.0%				
	Other Intermediate (LCHO/Sub-Market etc.):			15.0%	8.0% % of total (>10% First Homes PPG 023)			
				100%	100.0%			
CIL Rate (£ psm)				58.84	£ 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	17.5%	14.0	20.0%	4.0	18%	18.0		
3 bed House	40.0%	32.0	30.0%	6.0	38%	38.0		
4 bed House	15.0%	12.0	10.0%	2.0	14%	14.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	10.0%	8.0	20.0%	4.0	12%	12.0		
2 bed Flat	17.5%	14.0	20.0%	4.0	18%	18.0		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	80.0	100.0%	20.0	100%	100.0		
<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	58.0	624		58.0	(sqm)	(sqft)		
2 bed House	79.0	850		79.0		850		
3 bed House	93.0	1,001		93.0		1,001		
4 bed House	115.0	1,238		115.0		1,238		
5 bed House	0.0	0		0.0		0		
1 bed Flat	50.0	538	85.0%	58.8		633		
2 bed Flat	70.0	753	85.0%	82.4		886		
3 bed Flat	80.0	861	85.0%	94.1		1,013		
<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	58.0	624		58.0	(sqm)	(sqft)		
2 bed House	79.0	850		79.0		850		
3 bed House	93.0	1,001		93.0		1,001		
4 bed House	115.0	1,238		115.0		1,238		
5 bed House	0.0	0		0.0		0		
1 bed Flat	50.0	538	85.0%	58.8		633		
2 bed Flat	70.0	753	85.0%	82.4		886		
3 bed Flat	80.0	861	85.0%	94.1		1,013		
<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	1,106	11,905	316	3,401	1,422	15,306		
3 bed House	2,976	32,033	558	6,006	3,534	38,040		
4 bed House	1,380	14,854	230	2,476	1,610	17,330		
5 bed House	0	0	0	0	0	0		
1 bed Flat	471	5,065	235	2,533	706	7,598		
2 bed Flat	1,153	12,410	329	3,546	1,482	15,956		
3 bed Flat	0	0	0	0	0	0		
	7,086	76,268	1,669	17,962	8,754	94,230		
AH % by floor area:				19.06% 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	160,000	2,759	256	0				
2 bed House	260,000	3,291	306	4,680,000				
3 bed House	315,000	3,387	315	11,970,000				
4 bed House	450,000	3,913	364	6,300,000				
5 bed House	0	0	0	0				
1 bed Flat	135,000	2,700	251	1,620,000				
2 bed Flat	200,000	2,857	265	3,600,000				
3 bed Flat	0	0	0	0				
				28,170,000				
<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	112,000	70%	88,000	55%	112,000	70%	104,000	65%
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%
3 bed Flat	0	70%	0	55%	0	70%	0	65%

\* capped @£250K



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Scheme Typology: **Scheme BH** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	14.0	@	260,000	3,640,000
3 bed House	32.0	@	315,000	10,080,000
4 bed House	12.0	@	450,000	5,400,000
5 bed House	0.0	@	0	-
1 bed Flat	8.0	@	135,000	1,080,000
2 bed Flat	14.0	@	200,000	2,800,000
3 bed Flat	0.0	@	0	-
	<b>80.0</b>			<b>23,000,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	220,500	330,750
4 bed House	0.5	@	315,000	157,500
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	140,000	140,000
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>904,750</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	1.4	@	143,000	200,200
3 bed House	2.1	@	173,250	363,825
4 bed House	0.7	@	247,500	173,250
5 bed House	0.0	@	0	-
1 bed Flat	1.4	@	74,250	103,950
2 bed Flat	1.4	@	110,000	154,000
3 bed Flat	0.0	@	0	-
	<b>7.0</b>			<b>995,225</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	220,500	330,750
4 bed House	0.5	@	250,000	125,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	140,000	140,000
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>872,250</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	0.6	@	169,000	101,400
3 bed House	0.9	@	204,750	184,275
4 bed House	0.3	@	292,500	87,750
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	87,750	52,650
2 bed Flat	0.6	@	130,000	78,000
3 bed Flat	0.0	@	0	-
	<b>3.0</b>	<b>20.0</b>		<b>504,075</b>
<b>Sub-total GDV Residential</b>				
	<b>100</b>			<b>26,276,300</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,893,700</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>20</b>	AH units @	<b>0</b> per unit	-
<b>Total GDV</b>				
				<b>26,276,300</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BH** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (29,759)									
Planning Application Professional Fees, Surveys and reports (90,000)									
CIL (Mrkt only + garages) 7,305 sqm 58.84 £ psm (429,834)									
CIL analysis: 1.64% % of GDV 4,298 £ 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			100 units @		0			per unit	
Sub-total									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 8,754 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.86 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			100 units @		0			per unit	
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			
2 bed House			1,422 sqm @		1,315	psm			(1,869,930)
3 bed House			3,534 sqm @		1,315	psm			(4,647,210)
4 bed House			1,610 sqm @		1,315	psm			(2,117,150)
5 bed House			- sqm @		1,315	psm			-
1 bed Flat			706 sqm @		1,493	psm			(1,053,882)
2 bed Flat			1,482 sqm @		1,493	psm			(2,213,153)
3 bed Flat		8,754	- sqm @		1,493	psm			-
Garages for 3B House (Mrkt only)	32	10%	units @		18	sqm @	640	psm	(36,864)
Garages for 4B House (Mrkt only)	12	75%	units @		18	sqm @	640	psm	(103,680)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	-
			220						
External works 12,041,869 @ 15.0% (1,806,280)									
Ext. Works analysis: 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 100 units @ 1,003 £ per unit (100,300)									
M4(2) Category 2 Housing	tenure weighted u		100 units @	94.0%	@		521	£ per unit	(48,974)
M4(3) (10%AH 5%OMS)	tenure weighted u		100 units @	6.0%	@		10,111	£ per unit	(60,666)
Net Zero Cost (2025 FHS Part L)			100 units @				4,500	£ per unit	(450,000)
SAC			100 units @				291	£ per unit	(29,058)
EV Charging Points - Houses			70 units @				1,000	£ per unit	(70,000)
EV Charging Points - Flats			30 units @		4 flats per charger		10,000	£ per 4 units	(75,000)
Water Efficiency (Climate change policy)			100 units @				10	£ per unit	(1,000)
Sub-total									(834,998)
Policy Costs analysis: (design costs only) 8,350 £ per unit (total units)									
Contingency (on construction) 14,683,148 @ 5.0% (734,157)									

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Scheme Typology: **Scheme BH** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	14,683,148 @		<b>6.5%</b>		(954,405)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	23,000,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(690,000)
Residential Sales Agent Costs	23,000,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(230,000)
Residential Sales Legal Costs	23,000,000 OMS @		<b>0.25%</b>	575 £ per unit	(57,500)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,675 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(72,221)
<b>Developers Profit -</b>					
Profit on OMS	23,000,000		<b>20.00%</b>		(4,600,000)
Margin on AH	3,276,300		<b>6.00%</b> on AH values		(196,578)
<b>Profit analysis:</b>	<b>26,276,300</b>		<b>18.25% blended GDV</b>	<b>(4,796,578)</b>	
	<b>17,961,024</b>		<b>26.71% on costs</b>	<b>(4,796,578)</b>	
<b>TOTAL COSTS</b>					<b>(22,757,602)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					3,518,698
SDLT	3,518,698 @		HMRC formula		(165,435)
Acquisition Agent fees	3,518,698 @		<b>1.0%</b>		(35,187)
Acquisition Legal fees	3,518,698 @		<b>0.5%</b>		(17,593)
Interest on Land	3,518,698 @		7.00%		(246,309)
Residual Land Value					<b>3,054,174</b>
<b>RLV analysis:</b>	<b>30,542 £ per plot</b>	<b>1,068,961 £ per ha (net)</b>	<b>432,603 £ per acre (net)</b>		
		<b>1,015,513 £ per ha (gross)</b>	<b>410,972 £ per acre (gross)</b>		
			<b>11.62% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		2.86 ha (net)		7.06 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		3.01 ha (gross)		7.43 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)		<b>133,529 £ per acre (net)</b>	<b>942,715</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>		<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>739,011 £ per ha (net)</b>		<b>299,074 £ per acre (net)</b>	<b>2,111,459</b>

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Scheme Typology: **Scheme BH** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	299,074	0.00	487,266	453,501	419,736	385,970	352,205	318,440	284,661
	10.00	475,989	442,788	409,587	376,385	343,184	309,976	276,756	
	20.00	464,713	432,075	399,438	366,800	334,163	301,507	268,851	
	30.00	453,436	421,362	389,289	357,215	325,128	293,037	260,946	
	40.00	442,160	410,650	379,140	347,621	316,094	284,568	253,041	
	50.00	430,883	399,937	368,984	338,022	307,060	276,098	245,136	
	60.00	419,606	389,218	358,820	328,423	298,026	267,628	237,231	
	70.00	408,322	378,490	348,657	318,824	288,991	259,159	229,326	
	80.00	397,029	367,761	338,493	309,225	279,957	250,689	221,417	
	90.00	385,736	357,033	328,330	299,626	270,923	242,219	213,499	
	100.00	374,444	346,305	318,166	290,027	261,888	233,739	205,582	
	110.00	363,151	335,577	308,002	280,428	252,848	225,256	197,664	
	120.00	351,858	324,848	297,839	270,826	243,800	216,773	189,747	
	130.00	340,565	314,120	287,673	261,212	234,751	208,290	181,830	
	140.00	329,272	303,388	277,493	251,598	225,703	199,807	173,912	
	150.00	317,979	292,643	267,313	241,984	216,654	191,324	165,995	
	160.00	306,662	281,898	257,134	232,370	207,606	182,841	158,077	
	170.00	295,352	271,153	246,954	222,756	198,557	174,358	150,160	
	180.00	284,041	260,408	236,775	213,142	189,509	165,876	142,242	
	190.00	272,730	249,663	226,595	203,528	180,460	157,393	134,325	
200.00	261,420	238,918	216,416	193,914	171,412	148,910	126,408		
210.00	250,109	228,173	206,236	184,300	162,363	140,427	118,490		
220.00	238,799	217,428	196,057	174,686	153,315	131,944	110,573		
230.00	227,488	206,683	185,877	165,072	144,266	123,461	102,655		
240.00	216,177	195,938	175,698	155,458	135,218	114,978	94,738		
250.00	204,867	185,192	165,518	145,844	126,169	106,495	86,820		

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106	1,000	408,558	378,095	347,632	317,169	286,706	256,244	225,781	
	2,000	396,191	365,728	335,265	304,802	274,339	243,877	213,397	
	3,000	383,824	353,361	322,898	292,435	261,972	231,496	201,010	
	4,000	371,457	340,994	310,531	280,068	249,594	219,109	188,624	
	5,000	359,090	328,627	298,164	267,693	237,208	206,723	176,238	
	6,000	346,723	316,260	285,791	255,306	224,821	194,336	163,851	
	7,000	334,356	303,890	273,405	242,920	212,435	181,950	151,465	
	8,000	321,988	291,503	261,018	230,533	200,048	169,563	139,078	
	9,000	309,602	279,117	248,632	218,147	187,662	157,177	126,692	
	10,000	297,216	266,730	236,245	205,760	175,275	144,790	114,305	
	11,000	284,829	254,344	223,859	193,374	162,889	132,404	101,919	
	12,000	272,443	241,958	211,472	180,987	150,502	120,017	89,532	
	13,000	260,056	229,571	199,086	168,601	138,116	107,631	77,146	
	14,000	247,670	217,185	186,699	156,214	125,729	95,244	64,759	
	15,000	235,283	204,798	174,313	143,828	113,343	82,858	52,373	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Profit 20.0%	15.0%	597,039	557,780	518,511	479,242	439,973	400,704	361,435	
	16.0%	561,814	524,317	486,809	449,301	411,793	374,285	336,777	
	17.0%	526,589	490,853	455,106	419,360	383,613	347,867	312,120	
	18.0%	491,364	457,389	423,404	389,419	355,433	321,448	287,463	
	19.0%	456,139	423,926	391,702	359,478	327,253	295,029	262,805	
	20.0%	420,914	390,462	359,999	329,536	299,074	268,611	238,148	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
BLV (£ per acre) 133,529	100,000	454,443	423,991	393,528	363,065	332,603	302,140	271,677	
	150,000	404,443	373,991	343,528	313,065	282,603	252,140	221,677	
	200,000	354,443	323,991	293,528	263,065	232,603	202,140	171,677	
	250,000	304,443	273,991	243,528	213,065	182,603	152,140	121,677	
	300,000	254,443	223,991	193,528	163,065	132,603	102,140	71,677	
	350,000	204,443	173,991	143,528	113,065	82,603	52,140	21,677	
	400,000	154,443	123,991	93,528	63,065	32,603	2,140	(28,323)	
	450,000	104,443	73,991	43,528	13,065	(17,397)	(47,860)	(78,323)	
	500,000	54,443	23,991	(6,472)	(36,935)	(67,397)	(97,860)	(128,323)	
	550,000	4,443	(26,009)	(56,472)	(86,935)	(117,397)	(147,860)	(178,323)	
	600,000	(45,557)	(76,009)	(106,472)	(136,935)	(167,397)	(197,860)	(228,323)	
	650,000	(95,557)	(126,009)	(156,472)	(186,935)	(217,397)	(247,860)	(278,323)	
	700,000	(145,557)	(176,009)	(206,472)	(236,935)	(267,397)	(297,860)	(328,323)	
	750,000	(195,557)	(226,009)	(256,472)	(286,935)	(317,397)	(347,860)	(378,323)	
	800,000	(245,557)	(276,009)	(306,472)	(336,935)	(367,397)	(397,860)	(428,323)	
	850,000	(295,557)	(326,009)	(356,472)	(386,935)	(417,397)	(447,860)	(478,323)	

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Scheme Typology: **Scheme BH** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
	299,074	0	483,037	452,589	422,142	391,694	361,246	330,799
Net Zero	2,000	455,427	424,979	394,532	364,084	333,637	303,179	272,716
(£ per unit)	4,000	427,817	397,369	366,913	336,450	305,987	275,524	245,061
4,500	6,000	400,184	369,721	339,258	308,795	278,333	247,870	217,393
	8,000	372,529	342,066	311,604	281,141	250,660	220,175	189,690
	10,000	344,875	314,412	283,927	253,442	222,957	192,472	161,987
	12,000	317,194	286,709	256,224	225,739	195,254	164,769	134,284
	14,000	289,491	259,006	228,521	198,036	167,551	137,066	106,581
	16,000	261,788	231,303	200,818	170,333	139,848	109,363	78,878
	18,000	234,085	203,600	173,115	142,630	112,145	81,660	51,175
	20,000	206,382	175,897	145,412	114,927	84,442	53,957	23,472
	22,000	178,679	148,194	117,709	87,224	56,739	26,254	(4,231)
	24,000	150,976	120,491	90,006	59,521	29,036	(1,449)	(31,934)
	26,000	123,273	92,788	62,303	31,818	1,333	(29,152)	(59,637)
	28,000	95,570	65,085	34,600	4,115	(26,370)	(56,855)	(87,340)
	30,000	67,867	37,382	6,897	(23,588)	(54,073)	(84,558)	(115,548)

**TABLE 6**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
	299,074	0.0%	427,534	397,417	367,293	337,161	307,030	276,898
M4(3) Category 3 Housing	2.5%	424,224	394,108	363,977	333,846	303,715	273,583	243,452
(% of OMS & AH units)	5.0%	420,914	390,794	360,662	330,531	300,400	270,268	240,137
6.0%	7.5%	417,605	387,479	357,347	327,216	297,084	266,953	236,822
	10.0%	414,295	384,164	354,032	323,901	293,769	263,638	233,507
	12.5%	410,980	380,848	350,717	320,586	290,454	260,323	230,192
	15.0%	407,665	377,533	347,402	317,271	287,139	257,008	226,876
	17.5%	404,350	374,218	344,087	313,955	283,824	253,693	223,558
	20.0%	401,034	370,903	340,772	310,640	280,509	250,378	220,237
	22.5%	397,719	367,588	337,457	307,325	277,194	247,062	216,916
	25.0%	394,404	364,273	334,141	304,010	273,879	243,747	213,595
	27.5%	391,089	360,958	330,826	300,695	270,564	240,427	210,274
	30.0%	387,774	357,643	327,511	297,380	267,248	237,106	206,953
	32.5%	384,459	354,327	324,196	294,065	263,933	233,786	203,633
	35.0%	381,144	351,012	320,881	290,750	260,618	230,465	200,312
	37.5%	377,829	347,697	317,566	287,435	257,297	227,144	196,991

**TABLE 7**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
	299,074	70%	991,176	959,458	927,740	896,022	864,304	832,585
		75%	896,351	864,854	833,349	801,841	770,334	738,827
Build Cost	80%	801,429	770,143	738,857	707,571	676,285	644,999	613,713
100%	85%	706,451	675,380	644,310	613,239	582,168	551,097	520,026
(105% = 5% increase)	90%	611,397	580,535	549,673	518,811	487,949	457,087	426,225
	95%	516,222	485,572	454,914	424,254	393,595	362,936	332,276
	100%	420,914	390,462	359,999	329,536	299,074	268,611	238,148
	105%	325,441	295,168	264,896	234,623	204,351	174,078	143,806
	110%	229,801	199,741	169,681	139,621	109,561	79,501	49,441
	115%	134,162	104,314	74,467	44,619	14,772	(15,075)	(44,923)
	120%	38,522	8,887	(20,748)	(50,382)	(80,017)	(109,938)	(141,905)
	125%	(57,117)	(86,540)	(116,520)	(148,954)	(182,968)	(216,982)	(250,997)

**TABLE 8**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
	299,074	80%	(117,473)	(121,268)	(125,064)	(128,859)	(132,654)	(136,449)
		82%	(63,069)	(69,346)	(75,624)	(81,902)	(88,179)	(94,457)
Market Values	84%	(9,274)	(18,242)	(27,209)	(36,176)	(45,144)	(54,111)	(63,078)
100%	86%	44,520	32,863	21,206	9,549	(2,108)	(13,765)	(25,422)
(105% = 5% increase)	88%	98,314	83,967	69,621	55,274	40,927	26,580	12,234
	90%	152,109	135,072	118,036	100,999	83,963	66,926	49,890
	92%	205,903	186,177	166,451	146,724	126,998	107,272	87,546
	94%	259,697	237,281	214,865	192,450	170,034	147,618	125,202
	96%	313,492	288,386	263,280	238,175	213,069	187,963	162,858
	98%	367,209	339,432	311,655	283,878	256,101	228,309	200,514
	100%	420,914	390,462	359,999	329,536	299,074	268,611	238,148
	102%	474,560	441,430	408,300	375,170	342,041	308,898	275,749
	104%	528,205	492,393	456,581	420,769	384,957	348,145	313,333
	106%	581,797	543,320	504,844	466,367	427,873	389,379	350,885
	108%	635,380	594,224	553,068	511,913	470,757	429,602	388,436
	110%	688,963	645,128	601,293	557,458	513,624	469,789	425,954
	112%	742,495	695,999	649,503	603,004	556,490	509,976	463,462
	114%	796,023	746,851	697,679	648,506	599,334	550,162	500,970
	116%	849,551	797,703	745,854	694,006	642,157	590,308	538,460
	118%	903,079	848,555	794,030	739,505	684,980	630,455	575,930
	120%	956,560	899,377	842,194	785,004	727,803	670,601	613,400

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Scheme Typology: **Scheme BH** No Units: **100**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	299,074							
	5,000	420,914	393,557	366,190	338,822	311,455	284,087	256,719
	10,000	420,914	396,648	372,380	348,108	323,836	299,563	275,291
Grant (£ per unit)	15,000	420,914	399,739	378,563	357,387	336,212	315,036	293,860
	-	20,000	420,914	402,829	384,744	366,659	348,574	330,489
	25,000	420,914	405,920	390,926	375,931	360,937	345,942	330,948
	30,000	420,914	409,011	397,107	385,203	373,299	361,395	349,491
	35,000	420,914	412,101	403,288	394,475	385,662	376,848	368,035
	40,000	420,914	415,192	409,469	403,747	398,024	392,301	386,557
	45,000	420,914	418,282	415,650	413,018	410,386	407,737	405,075
	50,000	420,914	421,373	421,832	422,290	422,745	423,169	423,593
	55,000	420,914	424,464	428,013	431,562	435,090	438,601	442,111

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: **BI** (see Typologies Matrix)  
 Scheme Typology: **Scheme BI** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes Greenfield/Brownfield: Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				200 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% % Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	28.0	20.0%	8.0	18%	36.0			
3 bed House	40.0%	64.0	30.0%	12.0	38%	76.0			
4 bed House	15.0%	24.0	10.0%	4.0	14%	28.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	16.0	20.0%	8.0	12%	24.0			
2 bed Flat	17.5%	28.0	20.0%	8.0	18%	36.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	160.0	100.0%	40.0	100%	200.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	2,212	23,810	632	6,803	2,844	30,613			
3 bed House	5,952	64,067	1,116	12,013	7,068	76,079			
4 bed House	2,760	29,708	460	4,951	3,220	34,660			
5 bed House	0	0	0	0	0	0			
1 bed Flat	941	10,131	471	5,065	1,412	15,196			
2 bed Flat	2,306	24,820	659	7,092	2,965	31,912			
3 bed Flat	0	0	0	0	0	0			
	14,171	152,536	3,337	35,924	17,508	188,460			
AH % by floor area:		19.06% 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	160,000	2,759	256			0			
2 bed House	260,000	3,291	306			9,360,000			
3 bed House	315,000	3,387	315			23,940,000			
4 bed House	450,000	3,913	364			12,600,000			
5 bed House	0	0	0			0			
1 bed Flat	135,000	2,700	251			3,240,000			
2 bed Flat	200,000	2,857	265			7,200,000			
3 bed Flat	0	0	0			0			
						56,340,000			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%	
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

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Scheme Typology: **Scheme B1** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	28.0	@	260,000	7,280,000
3 bed House	64.0	@	315,000	20,160,000
4 bed House	24.0	@	450,000	10,800,000
5 bed House	0.0	@	0	-
1 bed Flat	16.0	@	135,000	2,160,000
2 bed Flat	28.0	@	200,000	5,600,000
3 bed Flat	0.0	@	0	-
	<b>160.0</b>			<b>46,000,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	2.0	@	182,000	364,000
3 bed House	3.0	@	220,500	661,500
4 bed House	1.0	@	315,000	315,000
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	94,500	189,000
2 bed Flat	2.0	@	140,000	280,000
3 bed Flat	0.0	@	0	-
	<b>10.0</b>			<b>1,809,500</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	2.8	@	143,000	400,400
3 bed House	4.2	@	173,250	727,650
4 bed House	1.4	@	247,500	346,500
5 bed House	0.0	@	0	-
1 bed Flat	2.8	@	74,250	207,900
2 bed Flat	2.8	@	110,000	308,000
3 bed Flat	0.0	@	0	-
	<b>14.0</b>			<b>1,990,450</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	2.0	@	182,000	364,000
3 bed House	3.0	@	220,500	661,500
4 bed House	1.0	@	250,000	250,000
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	94,500	189,000
2 bed Flat	2.0	@	140,000	280,000
3 bed Flat	0.0	@	0	-
	<b>10.0</b>			<b>1,744,500</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	1.2	@	169,000	202,800
3 bed House	1.8	@	204,750	368,550
4 bed House	0.6	@	292,500	175,500
5 bed House	0.0	@	0	-
1 bed Flat	1.2	@	87,750	105,300
2 bed Flat	1.2	@	130,000	156,000
3 bed Flat	0.0	@	0	-
	<b>6.0</b>	<b>40.0</b>		<b>1,008,150</b>
<b>Sub-total GDV Residential</b>				
	<b>200</b>			<b>52,552,600</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>3,787,400</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>40</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>52,552,600</b>



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Scheme Typology: **Scheme BI** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (43,559)									
Planning Application Professional Fees, Surveys and reports (130,000)									
CIL (Mrkt only + garages) 14,610 sqm 58.84 £ psm (859,668)									
<b>CIL analysis:</b> 1.64% % of GDV 4,298 £ 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		200 units @		0				-
	Sub-total								-
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			17,508 sqm (total)		0				-
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 5.71 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		200 units @		0				-
	Sub-total								-
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315				-
2 bed House			2,844 sqm @		1,315				(3,739,860)
3 bed House			7,068 sqm @		1,315				(9,294,420)
4 bed House			3,220 sqm @		1,315				(4,234,300)
5 bed House			- sqm @		1,315				-
1 bed Flat			1,412 sqm @		1,493				(2,107,765)
2 bed Flat			2,965 sqm @		1,493				(4,426,306)
3 bed Flat		17,508	- sqm @		1,493				-
Garages for 3B House (Mrkt only)	64	10%	units @		18 sqm @	640	psm		(73,728)
Garages for 4B House (Mrkt only)	24	75%	units @		18 sqm @	640	psm		(207,360)
Garages for 5B House (Mrkt only)	-	120%	units @		18 sqm @	640	psm		-
		439							
<b>External works</b> 24,083,739 @ 15.0% (3,612,561)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 200 units @ 1,003 £ per unit (200,600)									
M4(2) Category 2 Housing	tenure weighted u	200	units @	94.0%	@	521	£ per unit		(97,948)
M4(3) (10%AH 5%OMS)	tenure weighted u	200	units @	6.0%	@	10,111	£ per unit		(121,332)
Net Zero Cost (2025 FHS Part L) 200 units @ 4,500 £ per unit (900,000)									
SAC 200 units @ 291 £ per unit (58,116)									
EV Charging Points - Houses 140 units @ 1,000 £ per unit (140,000)									
EV Charging Points - Flats 60 units @ 4 flats per charger 10,000 £ per 4 units (150,000)									
Water Efficiency (Climate change policy) 200 units @ 10 £ per unit (2,000)									
	Sub-total								(1,669,996)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction) 29,366,295 @ 5.0% (1,468,315)									

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Scheme Typology: **Scheme B1** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	29,366,295 @	6.5%		(1,908,809)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	46,000,000 OMS @	3.00%	6,900 £ per unit	(1,380,000)
Residential Sales Agent Costs	46,000,000 OMS @	1.00%	2,300 £ per unit	(460,000)
Residential Sales Legal Costs	46,000,000 OMS @	0.25%	575 £ per unit	(115,000)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,725 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(93,552)
<b>Developers Profit -</b>				
Profit on OMS	46,000,000	20.00%		(9,200,000)
Margin on AH	6,552,600	6.00% on AH values		(393,156)
<b>Profit analysis:</b>	<b>52,552,600</b>	<b>18.25% blended GDV</b>	<b>(9,593,156)</b>	
	<b>35,815,198</b>	<b>26.79% on costs</b>	<b>(9,593,156)</b>	
<b>TOTAL COSTS</b>				<b>(45,408,354)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				7,144,246
SDLT	7,144,246 @	HMRC formula		(346,712)
Acquisition Agent fees	7,144,246 @	1.0%		(71,442)
Acquisition Legal fees	7,144,246 @	0.5%		(35,721)
Interest on Land	7,144,246 @	7.00%		(500,097)
Residual Land Value				<b>6,190,273</b>
<b>RLV analysis:</b>	<b>30,951 £ per plot</b>	<b>1,083,298 £ per ha (net)</b>	<b>438,405 £ per acre (net)</b>	
		<b>1,029,133 £ per ha (gross)</b>	<b>416,484 £ per acre (gross)</b>	
			<b>11.78% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	5.71 ha (net)		14.12 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	6.02 ha (gross)		14.86 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	133,529 £ per acre (net)	1,885,429
<b>BLV analysis:</b>	<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	753,348 £ per ha (net)	304,876 £ per acre (net)	4,304,843

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Scheme Typology: **Scheme BI** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** 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.

<b>TABLE 1</b>		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	304,876	0%	5%	10%	15%	20%	25%	30%
	0.00	493,196	459,357	425,517	391,677	357,837	323,991	290,139
	10.00	481,954	448,676	415,399	382,121	348,841	315,552	282,262
CIL £ psm	20.00	470,712	437,996	405,280	372,565	339,839	307,112	274,385
58.84	30.00	459,469	427,316	395,162	363,002	330,837	298,673	266,508
	40.00	448,227	416,635	385,039	353,437	321,835	290,233	258,632
	50.00	436,984	405,951	374,912	343,873	312,833	281,794	250,755
	60.00	425,738	395,261	364,785	334,308	303,831	273,355	242,878
	70.00	414,485	384,571	354,657	324,743	294,829	264,915	234,997
	80.00	403,233	373,881	344,530	315,179	285,827	256,476	227,113
	90.00	391,980	363,192	334,403	305,614	276,825	248,029	219,228
	100.00	380,728	352,502	324,276	296,049	267,819	239,582	211,344
	110.00	369,475	341,812	314,148	286,483	258,809	231,134	203,459
	120.00	358,223	331,122	304,021	276,909	249,798	222,687	195,575
	130.00	346,970	320,432	293,894	267,336	240,787	214,239	187,691
	140.00	335,717	309,732	283,747	257,762	231,777	205,791	179,806
	150.00	324,464	299,032	273,610	248,188	222,766	197,344	171,922
	160.00	313,190	288,331	263,473	238,614	213,755	188,896	164,038
	170.00	301,927	277,631	253,336	229,040	204,744	180,449	156,153
	180.00	290,663	266,931	243,198	219,466	195,734	172,001	148,269
	190.00	279,400	256,231	233,061	209,892	186,723	163,554	140,384
	200.00	268,136	245,530	222,924	200,318	177,712	155,106	132,500
	210.00	256,873	234,830	212,787	190,744	168,701	146,658	124,616
	220.00	245,610	224,130	202,650	181,170	159,691	138,211	116,731
	230.00	234,346	213,430	192,513	171,596	150,680	129,763	108,847
	240.00	223,083	202,729	182,376	162,023	141,669	121,316	100,962
	250.00	211,819	192,029	172,239	152,449	132,658	112,868	93,078

<b>TABLE 2</b>		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	304,876	0%	5%	10%	15%	20%	25%	30%
	1,000	414,720	384,178	353,637	323,095	292,553	262,011	231,461
	2,000	402,397	371,856	341,314	310,772	280,230	249,682	219,126
Site Specific S106	3,000	390,075	359,533	328,991	298,449	267,903	237,347	206,792
-	4,000	377,752	347,210	316,668	286,124	255,568	225,013	194,457
	5,000	365,429	334,887	304,345	273,789	243,234	212,678	182,122
	6,000	353,106	322,564	292,010	261,455	230,899	200,343	169,787
	7,000	340,783	310,231	279,676	249,120	218,564	188,008	157,452
	8,000	328,452	297,897	267,341	236,785	206,229	175,673	145,118
	9,000	316,118	285,562	255,006	224,450	193,894	163,339	132,783
	10,000	303,783	273,227	242,671	212,115	181,560	151,004	120,448
	11,000	291,448	260,892	230,336	199,781	169,225	138,669	108,113
	12,000	279,113	248,557	218,002	187,446	156,890	126,334	95,778
	13,000	266,778	236,223	205,667	175,111	144,555	113,999	83,444
	14,000	254,444	223,888	193,332	162,776	132,220	101,665	71,109
	15,000	242,109	211,553	180,997	150,441	119,886	89,330	58,774

<b>TABLE 3</b>		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	304,876	0%	5%	10%	15%	20%	25%	30%
	15.0%	603,167	563,819	524,471	485,123	445,775	406,427	367,079
	16.0%	567,943	530,356	492,769	455,182	417,595	380,008	342,421
Profit	17.0%	532,718	496,892	461,066	425,241	389,415	353,590	317,764
20.0%	18.0%	497,493	463,428	429,364	395,300	361,235	327,171	293,107
	19.0%	462,268	429,965	397,662	365,359	333,055	300,752	268,449
	20.0%	427,043	396,501	365,959	335,417	304,876	274,334	243,792

<b>TABLE 4</b>		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	304,876	0%	5%	10%	15%	20%	25%	30%
	100,000	460,572	430,030	399,488	368,946	338,405	307,863	277,321
	150,000	410,572	380,030	349,488	318,946	288,405	257,863	227,321
BLV (£ per acre)	200,000	360,572	330,030	299,488	268,946	238,405	207,863	177,321
133,529	250,000	310,572	280,030	249,488	218,946	188,405	157,863	127,321
	300,000	260,572	230,030	199,488	168,946	138,405	107,863	77,321
	350,000	210,572	180,030	149,488	118,946	88,405	57,863	27,321
	400,000	160,572	130,030	99,488	68,946	38,405	7,863	(22,679)
	450,000	110,572	80,030	49,488	18,946	(11,595)	(42,137)	(72,679)
	500,000	60,572	30,030	(512)	(31,054)	(61,595)	(92,137)	(122,679)
	550,000	10,572	(19,970)	(50,512)	(81,054)	(111,595)	(142,137)	(172,679)
	600,000	(39,428)	(69,970)	(100,512)	(131,054)	(161,595)	(192,137)	(222,679)
	650,000	(89,428)	(119,970)	(150,512)	(181,054)	(211,595)	(242,137)	(272,679)
	700,000	(139,428)	(169,970)	(200,512)	(231,054)	(261,595)	(292,137)	(322,679)
	750,000	(189,428)	(219,970)	(250,512)	(281,054)	(311,595)	(342,137)	(372,679)
	800,000	(239,428)	(269,970)	(300,512)	(331,054)	(361,595)	(392,137)	(422,679)
	850,000	(289,428)	(319,970)	(350,512)	(381,054)	(411,595)	(442,137)	(472,679)

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Scheme Typology: **Scheme B1** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	304,876	0	488,925	458,393	427,861	397,329	366,796	336,264	305,732
Net Zero	2,000	461,423	430,891	400,359	369,827	339,288	308,746	278,204	
(£ per unit)	4,000	433,921	403,384	372,842	342,300	311,758	281,216	250,674	
4,500	6,000	406,396	375,854	345,312	314,770	284,228	253,682	223,126	
	8,000	378,866	348,324	317,782	287,233	256,677	226,121	195,566	
	10,000	351,336	320,785	290,229	259,673	229,117	198,561	168,005	
	12,000	323,780	293,224	262,669	232,113	201,557	171,001	140,445	
	14,000	296,220	265,664	235,108	204,553	173,997	143,441	112,885	
	16,000	268,660	238,104	207,548	176,992	146,437	115,881	85,325	
	18,000	241,100	210,544	179,988	149,432	118,876	88,321	57,765	
	20,000	213,539	182,984	152,428	121,872	91,316	60,760	30,205	
	22,000	185,979	155,423	124,868	94,312	63,756	33,200	2,644	
	24,000	158,419	127,863	97,307	66,752	36,196	5,640	(24,916)	
	26,000	130,859	100,303	69,747	39,191	8,636	(21,920)	(52,476)	
	28,000	103,299	72,743	42,187	11,631	(18,925)	(49,480)	(80,036)	
	30,000	75,738	45,183	14,627	(15,929)	(46,485)	(77,041)	(107,596)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	304,876	0.0%	433,639	403,432	373,220	343,008	312,796	282,584	252,372
M4(3) Category 3 Housing	2.5%	430,343	400,131	369,920	339,708	309,496	279,284	249,072	
(% of OMS & AH units)	5.0%	427,043	396,831	366,619	336,408	306,196	275,984	245,772	
6.0%	7.5%	423,743	393,531	363,319	333,107	302,895	272,684	242,472	
	10.0%	420,443	390,231	360,019	329,807	299,595	269,383	239,171	
	12.5%	417,143	386,931	356,719	326,507	296,295	266,083	235,867	
	15.0%	413,843	383,631	353,419	323,207	292,995	262,783	232,563	
	17.5%	410,543	380,330	350,119	319,907	289,695	259,483	229,259	
	20.0%	407,242	377,030	346,818	316,607	286,395	256,181	225,956	
	22.5%	403,942	373,730	343,518	313,306	283,094	252,877	222,652	
	25.0%	400,642	370,430	340,218	310,006	279,794	249,573	219,348	
	27.5%	397,342	367,130	336,918	306,706	276,494	246,270	216,044	
	30.0%	394,042	363,830	333,618	303,406	273,191	242,966	212,740	
	32.5%	390,741	360,529	330,318	300,106	269,888	239,662	209,437	
	35.0%	387,441	357,229	327,017	296,806	266,584	236,358	206,133	
	37.5%	384,141	353,929	323,717	293,505	263,280	233,055	202,829	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	304,876	70%	995,728	963,930	932,133	900,335	868,537	836,739	804,941
		75%	901,082	869,500	837,919	806,336	774,748	743,161	711,573
Build Cost	80%	806,383	775,013	743,642	712,271	680,901	649,530	618,160	
100%	85%	711,641	680,483	649,326	618,168	587,010	555,853	524,695	
(105% = 5% increase)	90%	616,851	585,902	554,953	524,005	493,056	462,108	431,159	
	95%	521,992	491,248	460,505	429,762	399,018	368,275	337,532	
	100%	427,043	396,501	365,959	335,417	304,876	274,334	243,792	
	105%	331,984	301,640	271,296	240,951	210,607	180,262	149,918	
	110%	236,838	206,705	176,572	146,439	116,306	86,173	56,040	
	115%	141,691	111,770	81,848	51,927	22,005	(7,916)	(37,838)	
	120%	46,544	16,834	(12,876)	(42,586)	(72,296)	(102,006)	(132,397)	
	125%	(48,602)	(78,101)	(107,599)	(138,515)	(172,617)	(206,719)	(240,822)	

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	304,876	80%	(109,205)	(112,944)	(116,683)	(120,524)	(124,406)	(128,361)	(132,316)
		82%	(55,571)	(61,992)	(68,413)	(74,833)	(81,254)	(87,675)	(94,096)
Market Values	84%	(1,938)	(11,040)	(20,143)	(29,245)	(38,347)	(47,450)	(56,552)	
100%	86%	51,696	39,912	28,128	16,344	4,560	(7,225)	(19,009)	
(105% = 5% increase)	88%	105,329	90,864	76,398	61,932	47,466	33,001	18,535	
	90%	158,963	141,816	124,668	107,521	90,373	73,226	56,078	
	92%	212,597	192,767	172,938	153,109	133,280	113,451	93,622	
	94%	266,230	243,719	221,209	198,698	176,187	153,676	131,165	
	96%	319,864	294,671	269,479	244,286	219,094	193,901	168,709	
	98%	373,459	345,596	317,733	289,871	262,001	234,127	206,252	
	100%	427,043	396,501	365,959	335,417	304,876	274,334	243,792	
	102%	480,586	447,377	414,168	380,958	347,743	314,522	281,301	
	104%	534,127	498,241	462,354	426,468	390,582	354,695	318,809	
	106%	587,643	549,091	510,539	471,977	433,414	394,851	356,287	
	108%	641,144	599,917	558,690	517,463	476,236	435,006	393,766	
	110%	694,646	650,744	606,841	562,939	519,037	475,135	431,232	
	112%	748,125	701,559	654,993	608,415	561,838	515,261	468,683	
	114%	801,592	752,353	703,114	653,874	604,635	555,387	506,134	
	116%	855,060	803,147	751,234	699,322	647,409	595,496	543,583	
	118%	908,527	853,941	799,355	744,769	690,183	635,597	581,011	
	120%	961,974	904,726	847,476	790,216	732,957	675,697	618,438	

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Scheme Typology: **Scheme BI** No Units: **200**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	304,876							
	5,000	427,043	399,584	372,126	344,667	317,208	289,750	262,291
	10,000	427,043	402,668	378,292	353,917	329,541	305,166	280,790
Grant (£ per unit)	15,000	427,043	405,751	384,458	363,166	341,874	320,581	299,289
	20,000	427,043	408,834	390,623	372,412	354,201	335,990	317,779
	25,000	427,043	411,915	396,784	381,653	366,522	351,391	336,260
	30,000	427,043	414,995	402,945	390,894	378,843	366,793	354,742
	35,000	427,043	418,075	409,105	400,135	391,164	382,194	373,224
	40,000	427,043	421,156	415,266	409,376	403,485	397,595	391,701
	45,000	427,043	424,236	421,426	418,616	415,807	412,996	410,167
	50,000	427,043	427,316	427,587	427,857	428,128	428,384	428,633
	55,000	427,043	430,397	433,747	437,098	440,445	443,772	447,098

**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: **BJ** (see Typologies Matrix)  
 Scheme Typology: **Scheme BJ**  
 Site Typology: **Norton Canes Greenfield/Brownfield: Greenfield**  
 No Units: **400**  
 Location / Value Zone: **Norton Canes Greenfield/Brownfield: Greenfield**  
 Notes:

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme			400 Units					
AH Policy requirement (% Target)			20%					
Open Market Sale (OMS) housing	Open Market Sale (OMS)		80%					
AH tenure split %	Affordable Rent:		25.0%		60.0% % Rented			
	Social Rent:		35.0%					
	First Homes:		25.0%					
	Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
			100%		100.0%			
CIL Rate (£ psm)			58.84		£ 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	17.5%	56.0	20.0%	16.0	18%	72.0		
3 bed House	40.0%	128.0	30.0%	24.0	38%	152.0		
4 bed House	15.0%	48.0	10.0%	8.0	14%	56.0		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	10.0%	32.0	20.0%	16.0	12%	48.0		
2 bed Flat	17.5%	56.0	20.0%	16.0	18%	72.0		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	320.0	100.0%	80.0	100%	400.0		
<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	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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	4,424	47,620	1,264	13,606	5,688		61,225	
3 bed House	11,904	128,134	2,232	24,025	14,136		152,159	
4 bed House	5,520	59,417	920	9,903	6,440		69,320	
5 bed House	0	0	0	0	0		0	
1 bed Flat	1,882	20,261	941	10,131	2,824		30,392	
2 bed Flat	4,612	49,641	1,318	14,183	5,929		63,824	
3 bed Flat	0	0	0	0	0		0	
	28,342	305,072	6,675	71,847	35,017		376,919	
<b>AH % by floor area:</b>			<b>19.06% 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	160,000	2,759	256			0		
2 bed House	260,000	3,291	306			18,720,000		
3 bed House	315,000	3,387	315			47,880,000		
4 bed House	450,000	3,913	364			25,200,000		
5 bed House	0	0	0			0		
1 bed Flat	135,000	2,700	251			6,480,000		
2 bed Flat	200,000	2,857	265			14,400,000		
3 bed Flat	0	0	0			0		
						112,680,000		
<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	112,000	70%	88,000	55%	112,000	70%	104,000	65%
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%
3 bed Flat	0	70%	0	55%	0	70%	0	65%
					* capped @£250K			

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Scheme Typology: **Scheme BJ** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	56.0	@	260,000	14,560,000
3 bed House	128.0	@	315,000	40,320,000
4 bed House	48.0	@	450,000	21,600,000
5 bed House	0.0	@	0	-
1 bed Flat	32.0	@	135,000	4,320,000
2 bed Flat	56.0	@	200,000	11,200,000
3 bed Flat	0.0	@	0	-
	<b>320.0</b>			<b>92,000,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	4.0	@	182,000	728,000
3 bed House	6.0	@	220,500	1,323,000
4 bed House	2.0	@	315,000	630,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	94,500	378,000
2 bed Flat	4.0	@	140,000	560,000
3 bed Flat	0.0	@	0	-
	<b>20.0</b>			<b>3,619,000</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	5.6	@	143,000	800,800
3 bed House	8.4	@	173,250	1,455,300
4 bed House	2.8	@	247,500	693,000
5 bed House	0.0	@	0	-
1 bed Flat	5.6	@	74,250	415,800
2 bed Flat	5.6	@	110,000	616,000
3 bed Flat	0.0	@	0	-
	<b>28.0</b>			<b>3,980,900</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	4.0	@	182,000	728,000
3 bed House	6.0	@	220,500	1,323,000
4 bed House	2.0	@	250,000	500,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	94,500	378,000
2 bed Flat	4.0	@	140,000	560,000
3 bed Flat	0.0	@	0	-
	<b>20.0</b>			<b>3,489,000</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	2.4	@	169,000	405,600
3 bed House	3.6	@	204,750	737,100
4 bed House	1.2	@	292,500	351,000
5 bed House	0.0	@	0	-
1 bed Flat	2.4	@	87,750	210,600
2 bed Flat	2.4	@	130,000	312,000
3 bed Flat	0.0	@	0	-
	<b>12.0</b>	<b>80.0</b>		<b>2,016,300</b>
<b>Sub-total GDV Residential</b>				
	<b>400</b>			<b>105,105,200</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>7,574,800</b>
		<b>216 £ psm (total GIA sqm)</b>	<b>18,937 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>80</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>105,105,200</b>

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Scheme Typology: **Scheme BJ** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(71,159)
Planning Application Professional Fees, Surveys and reports						(210,000)
CIL (Mrkt only + garages)		29,221 sqm		58.84 £ psm		(1,719,335)
	<b>CIL analysis:</b>	1.64% % of GDV		4,298 £ 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	400 units @		0 per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum		35,017 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		11.43 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	400 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 @		1,315 psm		-
2 bed House		5,688 sqm @		1,315 psm		(7,479,720)
3 bed House		14,136 sqm @		1,315 psm		(18,588,840)
4 bed House		6,440 sqm @		1,315 psm		(8,468,600)
5 bed House		- sqm @		1,315 psm		-
1 bed Flat		2,824 sqm @		1,493 psm		(4,215,529)
2 bed Flat		5,929 sqm @		1,493 psm		(8,852,612)
3 bed Flat		- sqm @		1,493 psm		-
Garages for 3B House (Mrkt only)	128	10% units @		18 sqm @	640 psm	(147,456)
Garages for 4B House (Mrkt only)	48	75% units @		18 sqm @	640 psm	(414,720)
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @	640 psm	-
		878				
External works		48,167,477 @		15.0%		(7,225,122)
	<b>Ext. Works analysis:</b>			18,063 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		400 units @		1,003 £ per unit		(401,200)
M4(2) Category 2 Housing	tenure weighted u	400 units @	94.0% @	521 £ per unit		(195,896)
M4(3) (10%AH 5%OMS)	tenure weighted u	400 units @	6.0% @	10,111 £ per unit		(242,664)
Net Zero Cost (2025 FHS Part L)		400 units @		4,500 £ per unit		(1,800,000)
SAC		400 units @		291 £ per unit		(116,232)
EV Charging Points - Houses		280 units @		1,000 £ per unit		(280,000)
EV Charging Points - Flats		120 units @	4 flats per charger	10,000 £ per 4 units		(300,000)
Water Efficiency (Climate change policy)		400 units @		10 £ per unit		(4,000)
	Sub-total					(3,339,992)
	<b>Policy Costs analysis: (design costs only)</b>			8,350 £ per unit (total units)		
Contingency (on construction)		58,732,591 @		5.0%		(2,936,630)



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Scheme Typology: **Scheme BJ** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	58,732,591 @		<b>6.5%</b>		(3,817,618)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	92,000,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(2,760,000)
Residential Sales Agent Costs	92,000,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(920,000)
Residential Sales Legal Costs	92,000,000 OMS @		<b>0.25%</b>	575 £ per unit	(230,000)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,750 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(124,332)
<b>Developers Profit -</b>					
Profit on OMS	92,000,000		<b>20.00%</b>		(18,400,000)
Margin on AH	13,105,200		<b>6.00%</b> on AH values		(786,312)
<b>Profit analysis:</b>	<b>105,105,200</b>		<b>18.25% blended GDV</b>	<b>(19,186,312)</b>	
	<b>71,511,665</b>		<b>26.83% on costs</b>	<b>(19,186,312)</b>	
<b>TOTAL COSTS</b>					<b>(90,697,977)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					14,407,223
SDLT	14,407,223 @		HMRC formula		(709,861)
Acquisition Agent fees	14,407,223 @		<b>1.0%</b>		(144,072)
Acquisition Legal fees	14,407,223 @		<b>0.5%</b>		(72,036)
Interest on Land	14,407,223 @		7.00%		(1,008,506)
Residual Land Value					<b>12,472,748</b>
<b>RLV analysis:</b>	<b>31,182 £ per plot</b>	<b>1,091,365 £ per ha (net)</b>	<b>441,670 £ per acre (net)</b>		
		<b>1,036,797 £ per ha (gross)</b>	<b>419,586 £ per acre (gross)</b>		
			<b>11.87% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		11.43 ha (net)		28.24 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		12.03 ha (gross)		29.73 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	<b>133,529</b> £ per acre (net)		<b>3,770,859</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)		<b>761,415</b> £ per ha (net)	<b>308,141</b> £ per acre (net)	<b>8,701,889</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BJ** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	308,141								
	0.00	496,550	462,662	428,775	394,885	360,990	327,094	293,199	
	10.00	485,329	452,002	418,676	385,342	352,008	318,674	285,340	
	CIL £ psm 58.84	20.00	474,108	441,342	408,571	375,799	343,026	310,253	277,481
		30.00	462,887	430,678	398,467	366,255	334,044	301,833	269,621
		40.00	451,666	420,012	388,362	356,712	325,062	293,412	261,760
		50.00	440,435	409,346	378,258	347,169	316,080	284,992	253,897
		60.00	429,208	398,680	368,153	337,626	307,099	276,569	246,033
		70.00	417,980	388,014	358,049	328,083	298,117	268,143	238,169
		80.00	406,753	377,349	347,944	318,540	289,130	259,718	230,305
		90.00	395,526	366,683	337,839	308,994	280,143	251,292	222,442
		100.00	384,298	356,017	327,734	299,445	271,156	242,867	214,578
		110.00	373,071	345,351	317,623	289,896	262,169	234,441	206,714
		120.00	361,844	334,678	307,513	280,347	253,182	226,016	198,850
		130.00	350,610	324,006	297,402	270,798	244,194	217,590	190,987
		140.00	339,376	313,334	287,292	261,249	235,207	209,165	183,123
		150.00	328,142	302,662	277,181	251,701	226,220	200,740	175,259
		160.00	316,908	291,989	267,071	242,152	217,233	192,314	167,395
		170.00	305,674	281,317	256,960	232,603	208,246	183,889	159,532
		180.00	294,440	270,645	246,850	223,054	199,259	175,463	151,668
190.00		283,206	259,973	236,739	213,505	190,272	167,038	143,804	
200.00	271,973	249,300	226,628	203,956	181,284	158,612	135,940		
210.00	260,739	238,628	216,518	194,408	172,297	150,187	128,077		
220.00	249,505	227,956	206,407	184,859	163,310	141,761	120,213		
230.00	238,271	217,284	196,297	175,310	154,323	133,336	112,349		
240.00	227,037	206,612	186,186	165,761	145,336	124,911	104,485		
250.00	215,803	195,939	176,076	156,212	136,349	116,485	96,622		

**TABLE 2**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	308,141							
	1,000	418,215	387,622	357,030	326,438	295,844	265,243	234,642
	2,000	405,919	375,327	344,735	314,142	283,542	252,941	222,340
	3,000	393,624	363,032	332,440	301,840	271,239	240,638	210,037
	4,000	381,329	350,737	320,139	289,538	258,937	228,336	197,735
	5,000	369,034	338,437	307,836	277,235	246,634	216,033	185,432
	6,000	356,736	326,135	295,534	264,933	234,332	203,731	173,130
	7,000	344,433	313,832	283,231	252,630	222,029	191,428	160,827
	8,000	332,131	301,530	270,929	240,328	209,727	179,126	148,525
	9,000	319,828	289,227	258,626	228,025	197,424	166,823	136,222
	10,000	307,526	276,925	246,324	215,723	185,122	154,521	123,920
	11,000	295,223	264,622	234,021	203,420	172,819	142,218	111,617
	12,000	282,921	252,320	221,719	191,118	160,517	129,916	99,315
	13,000	270,618	240,017	209,416	178,815	148,214	117,613	87,012
	14,000	258,316	227,715	197,114	166,513	135,912	105,311	74,710
	15,000	246,013	215,412	184,811	154,210	123,609	93,008	62,407

**TABLE 3**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	308,141							
	15.0%	606,634	567,236	527,837	488,439	449,040	409,639	370,232
	16.0%	571,409	533,772	496,135	458,497	420,860	383,221	345,575
	17.0%	536,185	500,308	464,432	428,556	392,680	356,802	320,917
	18.0%	500,960	466,845	432,730	398,615	364,500	330,383	296,260
	19.0%	465,735	433,381	401,028	368,674	336,320	303,965	271,602
20.0%	430,510	399,918	369,325	338,733	308,141	277,546	246,945	

**TABLE 4**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	308,141							
	100,000	464,039	433,447	402,854	372,262	341,670	311,075	280,474
	150,000	414,039	383,447	352,854	322,262	291,670	261,075	230,474
	200,000	364,039	333,447	302,854	272,262	241,670	211,075	180,474
	250,000	314,039	283,447	252,854	222,262	191,670	161,075	130,474
	300,000	264,039	233,447	202,854	172,262	141,670	111,075	80,474
	350,000	214,039	183,447	152,854	122,262	91,670	61,075	30,474
	400,000	164,039	133,447	102,854	72,262	41,670	11,075	(19,526)
	450,000	114,039	83,447	52,854	22,262	(8,330)	(38,925)	(69,526)
	500,000	64,039	33,447	2,854	(27,738)	(58,330)	(88,925)	(119,526)
	550,000	14,039	(16,553)	(47,146)	(77,738)	(108,330)	(138,925)	(169,526)
	600,000	(35,961)	(66,553)	(97,146)	(127,738)	(158,330)	(188,925)	(219,526)
	650,000	(85,961)	(116,553)	(147,146)	(177,738)	(208,330)	(238,925)	(269,526)
	700,000	(135,961)	(166,553)	(197,146)	(227,738)	(258,330)	(288,925)	(319,526)
	750,000	(185,961)	(216,553)	(247,146)	(277,738)	(308,330)	(338,925)	(369,526)
	800,000	(235,961)	(266,553)	(297,146)	(327,738)	(358,330)	(388,925)	(419,526)
850,000	(285,961)	(316,553)	(347,146)	(377,738)	(408,330)	(438,925)	(469,526)	

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Scheme Typology: **Scheme BJ** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,141	0	492,249	461,662	431,076	400,490	369,903	339,311	308,719
Net Zero	2,000	4,000	464,816	434,230	403,638	373,046	342,453	311,861	281,268
(£ per unit)	4,500	6,000	437,372	406,780	376,188	345,595	315,003	284,411	253,812
		8,000	409,922	379,330	348,738	318,145	287,545	256,944	226,343
		10,000	382,472	351,879	321,279	290,678	260,077	229,476	198,875
		12,000	355,012	324,411	293,810	263,209	232,608	202,007	171,406
		14,000	327,543	296,942	266,341	235,740	205,139	174,538	143,937
		16,000	300,074	269,473	238,873	208,272	177,671	147,070	116,469
		18,000	272,606	242,005	211,404	180,803	150,202	119,601	89,000
		20,000	245,137	214,536	183,935	153,334	122,733	92,132	61,531
		22,000	217,668	187,067	156,467	125,866	95,265	64,664	34,063
		24,000	190,200	159,599	128,998	98,397	67,796	37,195	6,594
		26,000	162,731	132,130	101,529	70,928	40,327	9,726	(20,875)
		28,000	135,262	104,661	74,061	43,460	12,859	(17,742)	(48,343)
		30,000	107,794	77,193	46,592	15,991	(14,610)	(45,211)	(75,812)
			80,325	49,724	19,123	(11,478)	(42,079)	(72,680)	(103,281)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,141	0.0%	437,091	406,828	376,565	346,301	316,038	285,775	255,506
M4(3) Category 3 Housing		2.5%	433,801	403,537	373,274	343,011	312,747	282,484	252,213
(% of OMS & AH units)		5.0%	430,510	400,247	369,983	339,720	309,457	279,192	248,921
		6.0%	427,219	396,956	366,693	336,429	306,166	275,900	245,628
		10.0%	423,929	393,665	363,402	333,139	302,876	272,607	242,335
		12.5%	420,638	390,375	360,112	329,848	299,585	269,314	239,042
		15.0%	417,348	387,084	356,821	326,558	296,293	266,021	235,749
		17.5%	414,057	383,794	353,530	323,267	293,000	262,728	232,457
		20.0%	410,766	380,503	350,240	319,977	289,707	259,435	229,164
		22.5%	407,476	377,213	346,949	316,686	286,414	256,143	225,871
		25.0%	404,185	373,922	343,659	313,393	283,122	252,850	222,578
		27.5%	400,895	370,631	340,368	310,100	279,829	249,557	219,285
		30.0%	397,604	367,341	337,078	306,808	276,536	246,264	215,993
		32.5%	394,314	364,050	333,786	303,515	273,243	242,971	212,700
		35.0%	391,023	360,760	330,494	300,222	269,950	239,679	209,407
		37.5%	387,732	357,469	327,201	296,929	266,657	236,386	206,114

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,141	70%	998,209	966,360	934,511	902,662	870,813	838,965	807,116
		75%	903,673	872,038	840,403	808,768	777,133	745,498	713,863
Build Cost		80%	809,118	777,694	746,269	714,844	683,419	651,995	620,570
100%		85%	714,523	683,310	652,097	620,884	589,671	558,458	527,245
(105% = 5% increase)		90%	619,899	588,895	557,891	526,887	495,884	464,880	433,876
		95%	525,232	494,435	463,638	432,841	402,044	371,247	340,451
		100%	430,510	399,918	369,325	338,733	308,141	277,546	246,945
		105%	335,720	305,330	274,940	244,549	214,159	183,769	153,379
		110%	240,889	210,710	180,530	150,351	120,172	89,992	59,813
		115%	146,059	116,090	86,121	56,153	26,184	(3,785)	(33,753)
		120%	51,228	21,470	(8,288)	(38,046)	(67,804)	(97,562)	(127,383)
		125%	(43,603)	(73,150)	(102,697)	(132,563)	(166,632)	(200,791)	(234,949)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,141	80%	(104,755)	(108,590)	(112,426)	(116,262)	(120,097)	(123,933)	(127,847)
		82%	(51,224)	(57,736)	(64,249)	(70,761)	(77,273)	(83,785)	(90,297)
Market Values		84%	2,306	(6,882)	(16,071)	(25,260)	(34,449)	(43,637)	(52,826)
100%		86%	55,837	43,972	32,106	20,241	8,376	(3,489)	(15,355)
(105% = 5% increase)		88%	109,367	94,826	80,284	65,742	51,200	36,659	22,117
		90%	162,898	145,680	128,461	111,243	94,025	76,806	59,588
		92%	216,428	196,534	176,639	156,744	136,849	116,954	97,059
		94%	269,959	247,388	224,816	202,245	179,674	157,102	134,531
		96%	323,490	298,242	272,994	247,746	222,498	197,250	172,002
		98%	377,010	349,092	321,171	293,247	265,322	237,398	209,474
		100%	430,510	399,918	369,325	338,733	308,141	277,546	246,945
		102%	483,998	450,738	417,476	384,208	350,941	317,673	284,406
		104%	537,471	501,538	465,604	429,670	393,736	357,799	321,856
		106%	590,943	552,337	513,730	475,122	436,515	397,908	359,300
		108%	644,392	603,119	561,846	520,573	479,294	438,013	396,732
		110%	697,841	653,896	609,950	566,005	522,060	478,114	434,163
		112%	751,290	704,673	658,055	611,437	564,819	518,201	471,583
		114%	804,718	755,436	706,154	656,869	607,579	558,288	508,998
		116%	858,146	806,193	754,239	702,285	650,332	598,375	546,412
		118%	911,575	856,950	802,324	747,699	693,074	638,449	583,824
		120%	965,003	907,706	850,410	793,113	735,817	678,520	621,224

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Scheme Typology: **Scheme BJ** No Units: **400**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	308,141							
	5,000	430,510	402,993	375,476	347,959	320,442	292,925	265,408
	10,000	430,510	406,068	381,627	357,185	332,744	308,303	283,861
Grant (£ per unit)	15,000	430,510	409,144	387,778	366,412	345,046	323,680	302,314
	20,000	430,510	412,219	393,929	375,638	357,347	339,057	320,766
	25,000	430,510	415,295	400,080	384,864	369,649	354,434	339,216
	30,000	430,510	418,370	406,230	394,091	381,947	369,802	357,657
	35,000	430,510	421,446	412,381	403,312	394,241	385,170	376,099
	40,000	430,510	424,521	418,530	412,533	406,536	400,538	394,541
	45,000	430,510	427,596	424,678	421,754	418,830	415,907	412,983
	50,000	430,510	430,672	430,825	430,975	431,125	431,275	431,416
	55,000	430,510	433,747	436,972	440,196	443,419	446,639	449,848

**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: **BK** (see Typologies Matrix)  
 Scheme Typology: **Scheme BK**  
 Site Typology: **Location / Value Zone: Norton Canes Greenfield/Brownfield: Greenfield**  
 Notes: No Units: **500**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				500 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	70.0	20.0%	20.0	18%	90.0			
3 bed House	40.0%	160.0	30.0%	30.0	38%	190.0			
4 bed House	15.0%	60.0	10.0%	10.0	14%	70.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	40.0	20.0%	20.0	12%	60.0			
2 bed Flat	17.5%	70.0	20.0%	20.0	18%	90.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	400.0	100.0%	100.0	100%	500.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	5,530	59,524	1,580	17,007	7,110	76,531			
3 bed House	14,880	160,167	2,790	30,031	17,670	190,198			
4 bed House	6,900	74,271	1,150	12,378	8,050	86,649			
5 bed House	0	0	0	0	0	0			
1 bed Flat	2,353	25,327	1,176	12,663	3,529	37,990			
2 bed Flat	5,765	62,051	1,647	17,729	7,412	79,780			
3 bed Flat	0	0	0	0	0	0			
	35,428	381,340	8,344	89,809	43,771	471,149			
AH % by floor area:		19.06% 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	160,000	2,759	256				0		
2 bed House	260,000	3,291	306				23,400,000		
3 bed House	315,000	3,387	315				59,850,000		
4 bed House	450,000	3,913	364				31,500,000		
5 bed House	0	0	0				0		
1 bed Flat	135,000	2,700	251				8,100,000		
2 bed Flat	200,000	2,857	265				18,000,000		
3 bed Flat	0	0	0				0		
							140,850,000		
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	112,000	70%	88,000	55%	112,000	70%	104,000	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	220,500	70%	173,250	55%	220,500	70%	204,750	65%	
4 bed House	315,000	70%	247,500	55%	250,000	70%	292,500	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	140,000	70%	110,000	55%	140,000	70%	130,000	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BK** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	70.0	@	260,000	18,200,000
3 bed House	160.0	@	315,000	50,400,000
4 bed House	60.0	@	450,000	27,000,000
5 bed House	0.0	@	0	-
1 bed Flat	40.0	@	135,000	5,400,000
2 bed Flat	70.0	@	200,000	14,000,000
3 bed Flat	0.0	@	0	-
	400.0			115,000,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	5.0	@	182,000	910,000
3 bed House	7.5	@	220,500	1,653,750
4 bed House	2.5	@	315,000	787,500
5 bed House	0.0	@	0	-
1 bed Flat	5.0	@	94,500	472,500
2 bed Flat	5.0	@	140,000	700,000
3 bed Flat	0.0	@	0	-
	25.0			4,523,750
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	88,000	-
2 bed House	7.0	@	143,000	1,001,000
3 bed House	10.5	@	173,250	1,819,125
4 bed House	3.5	@	247,500	866,250
5 bed House	0.0	@	0	-
1 bed Flat	7.0	@	74,250	519,750
2 bed Flat	7.0	@	110,000	770,000
3 bed Flat	0.0	@	0	-
	35.0			4,976,125
<b>First Homes GDV -</b>				
1 bed House	0.0	@	112,000	-
2 bed House	5.0	@	182,000	910,000
3 bed House	7.5	@	220,500	1,653,750
4 bed House	2.5	@	250,000	625,000
5 bed House	0.0	@	0	-
1 bed Flat	5.0	@	94,500	472,500
2 bed Flat	5.0	@	140,000	700,000
3 bed Flat	0.0	@	0	-
	25.0			4,361,250
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	104,000	-
2 bed House	3.0	@	169,000	507,000
3 bed House	4.5	@	204,750	921,375
4 bed House	1.5	@	292,500	438,750
5 bed House	0.0	@	0	-
1 bed Flat	3.0	@	87,750	263,250
2 bed Flat	3.0	@	130,000	390,000
3 bed Flat	0.0	@	0	-
	15.0	100.0		2,520,375
<b>Sub-total GDV Residential</b>				
	<b>500</b>			<b>131,381,500</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>9,468,500</b>
			216 £ psm (total GIA sqm)	18,937 £ per unit (total units)
<b>Grant</b>				
	100	AH units @	0	per unit
<b>Total GDV</b>				
				<b>131,381,500</b>

# 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BK** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(84,959)
Planning Application Professional Fees, Surveys and reports						(250,000)
CIL (Mrkt only + garages)						(2,149,169)
		36,526 sqm		58.84 £ psm		
		1.64% % of GDV		4,298 £ 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	500 units @		0 per unit		-
	Sub-total					-
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)		
AH Commuted Sum		43,771 sqm (total)		0 £ psm		-
<b>Comm. Sum analysis:</b>			0.00% % of GDV			
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation						-
		14.29 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	500 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 @		1,315 psm		-
2 bed House		7,110 sqm @		1,315 psm		(9,349,650)
3 bed House		17,670 sqm @		1,315 psm		(23,236,050)
4 bed House		8,050 sqm @		1,315 psm		(10,585,750)
5 bed House		- sqm @		1,315 psm		-
1 bed Flat		3,529 sqm @		1,493 psm		(5,269,412)
2 bed Flat		7,412 sqm @		1,493 psm		(11,065,765)
3 bed Flat		- sqm @		1,493 psm		-
Garages for 3B House (Mrkt only)	160	10% units @		18 sqm @ 640 psm		(184,320)
Garages for 4B House (Mrkt only)	60	75% units @		18 sqm @ 640 psm		(518,400)
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @ 640 psm		-
		1,098				
External works		60,209,346 @		15.0%		(9,031,402)
<b>Ext. Works analysis:</b>				18,063 £ per unit (total units)		
<b>Policy Costs on design -</b>						
Net Biodiversity costs						(501,500)
M4(2) Category 2 Housing	tenure weighted u	500 units @	94.0% @	521 £ per unit		(244,870)
M4(3) (10%AH 5%OMS)	tenure weighted u	500 units @	6.0% @	10,111 £ per unit		(303,330)
Net Zero Cost (2025 FHS Part L)		500 units @		4,500 £ per unit		(2,250,000)
SAC		500 units @		291 £ per unit		(145,290)
EV Charging Points - Houses		350 units @		1,000 £ per unit		(350,000)
EV Charging Points - Flats		150 units @	4 flats per charger	10,000 £ per 4 units		(375,000)
Water Efficiency (Climate change policy)		500 units @		10 £ per unit		(5,000)
	Sub-total					(4,174,990)
<b>Policy Costs analysis: (design costs only)</b>				8,350 £ per unit (total units)		
Contingency (on construction)		73,415,738 @		5.0%		(3,670,787)

# 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BK** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

<b>Professional Fees</b>	73,415,738 @		<b>6.5%</b>		(4,772,023)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	115,000,000 OMS @		<b>3.00%</b>	6,900 £ per unit	(3,450,000)
Residential Sales Agent Costs	115,000,000 OMS @		<b>1.00%</b>	2,300 £ per unit	(1,150,000)
Residential Sales Legal Costs	115,000,000 OMS @		<b>0.25%</b>	575 £ per unit	(287,500)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,755 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(138,829)
<b>Developers Profit -</b>					
Profit on OMS	115,000,000		<b>20.00%</b>		(23,000,000)
Margin on AH	16,381,500		<b>6.00%</b> on AH values		(982,890)
<b>Profit analysis:</b>	<b>131,381,500</b>		<b>18.25% blended GDV</b>	<b>(23,982,890)</b>	
	<b>89,359,005</b>		<b>26.84% on costs</b>	<b>(23,982,890)</b>	
<b>TOTAL COSTS</b>					<b>(113,341,895)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					18,039,605
SDLT	18,039,605 @		HMRC formula		(891,480)
Acquisition Agent fees	18,039,605 @		<b>1.0%</b>		(180,396)
Acquisition Legal fees	18,039,605 @		<b>0.5%</b>		(90,198)
Interest on Land	18,039,605 @		7.00%		(1,262,772)
Residual Land Value					<b>15,614,758</b>
<b>RLV analysis:</b>	<b>31,230 £ per plot</b>	<b>1,093,033 £ per ha (net)</b>	<b>442,344 £ per acre (net)</b>		
		<b>1,038,381 £ per ha (gross)</b>	<b>420,227 £ per acre (gross)</b>		
			<b>11.89% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		14.29 ha (net)		35.30 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		15.04 ha (gross)		37.16 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)		<b>133,529 £ per acre (net)</b>	<b>4,713,574</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>		<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>763,083 £ per ha (net)</b>	<b>308,815 £ per acre (net)</b>	<b>10,901,185</b>



# 240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BK** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	308,815	0.00	497,244	463,347	429,449	395,544	361,639	327,735	293,830
	10.00	486,028	452,691	419,349	386,005	352,662	319,318	285,975	
	20.00	474,811	442,032	409,249	376,467	343,684	310,902	278,119	
	30.00	463,592	431,371	399,149	366,928	334,707	302,485	270,261	
	40.00	452,370	420,710	389,050	357,389	325,729	294,069	262,402	
	50.00	441,148	410,049	378,950	347,851	316,752	285,650	254,543	
	60.00	429,926	399,388	368,850	338,312	307,774	277,229	246,683	
	70.00	418,704	388,727	358,750	328,773	298,792	268,808	238,824	
	80.00	407,482	378,066	348,651	319,232	289,810	260,387	230,965	
	90.00	396,260	367,405	338,550	309,689	280,828	251,966	223,105	
	100.00	385,038	356,745	328,445	300,145	271,845	243,546	215,246	
	110.00	373,816	346,079	318,340	290,602	262,863	235,125	207,386	
	120.00	362,590	335,412	308,235	281,058	253,881	226,704	199,527	
	130.00	351,362	324,746	298,130	271,515	244,899	218,283	191,668	
	140.00	340,134	314,080	288,025	261,971	235,917	209,862	183,808	
	150.00	328,906	303,413	277,921	252,428	226,935	201,442	175,949	
	160.00	317,679	292,747	267,816	242,884	217,952	193,021	168,089	
	170.00	306,451	282,081	257,711	233,340	208,970	184,600	160,230	
	180.00	295,223	271,415	247,606	223,797	199,988	176,179	152,371	
	190.00	283,996	260,748	237,501	214,253	191,006	167,759	144,511	
200.00	272,768	250,082	227,396	204,710	182,024	159,338	136,652		
210.00	261,540	239,416	217,291	195,166	173,042	150,917	128,792		
220.00	250,312	228,749	207,186	185,623	164,059	142,496	120,933		
230.00	239,085	218,083	197,081	176,079	155,077	134,075	113,074		
240.00	227,857	207,417	186,976	166,536	146,095	125,655	105,214		
250.00	216,629	196,750	176,871	156,992	137,113	117,234	97,355		

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106 -	308,815	1,000	418,938	388,335	357,732	327,129	296,520	265,910	235,299
	2,000	406,649	376,046	345,443	314,835	284,225	253,614	223,004	
	3,000	394,360	363,757	333,150	302,540	271,929	241,318	210,708	
	4,000	382,070	351,465	320,854	290,244	259,633	229,023	198,412	
	5,000	369,780	339,169	308,559	277,948	247,338	216,727	186,117	
	6,000	357,484	326,873	296,263	265,652	235,042	204,431	173,821	
	7,000	345,188	314,578	283,967	253,357	222,746	192,136	161,525	
	8,000	332,893	302,282	271,672	241,061	210,450	179,840	149,229	
	9,000	320,597	289,986	259,376	228,765	198,155	167,544	136,934	
	10,000	308,301	277,691	247,080	216,470	185,859	155,249	124,638	
	11,000	296,006	265,395	234,784	204,174	173,563	142,953	112,342	
	12,000	283,710	253,099	222,489	191,878	161,268	130,657	100,047	
	13,000	271,414	240,804	210,193	179,583	148,972	118,361	87,751	
	14,000	259,118	228,508	197,897	167,287	136,676	106,066	75,455	
	15,000	246,823	216,212	185,602	154,991	124,381	93,770	63,160	

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Profit 20.0%	308,815	15.0%	607,352	567,943	528,533	489,124	449,715	410,299	370,882
	16.0%	572,127	534,479	496,831	459,183	421,535	383,880	346,225	
	17.0%	536,902	501,016	465,129	429,242	393,355	357,461	321,567	
	18.0%	501,678	467,552	433,426	399,301	365,175	331,043	296,910	
	19.0%	466,453	434,088	401,724	369,360	336,995	304,624	272,252	
	20.0%	431,228	400,625	370,022	339,419	308,815	278,206	247,595	

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
BLV (£ per acre) 133,529	308,815	100,000	464,757	434,154	403,551	372,948	342,344	311,735	281,124
	150,000	414,757	384,154	353,551	322,948	292,344	261,735	231,124	
	200,000	364,757	334,154	303,551	272,948	242,344	211,735	181,124	
	250,000	314,757	284,154	253,551	222,948	192,344	161,735	131,124	
	300,000	264,757	234,154	203,551	172,948	142,344	111,735	81,124	
	350,000	214,757	184,154	153,551	122,948	92,344	61,735	31,124	
	400,000	164,757	134,154	103,551	72,948	42,344	11,735	(18,876)	
	450,000	114,757	84,154	53,551	22,948	(7,656)	(38,265)	(68,876)	
	500,000	64,757	34,154	3,551	(27,052)	(57,656)	(88,265)	(118,876)	
	550,000	14,757	(15,846)	(46,449)	(77,052)	(107,656)	(138,265)	(168,876)	
	600,000	(35,243)	(65,846)	(96,449)	(127,052)	(157,656)	(188,265)	(218,876)	
	650,000	(85,243)	(115,846)	(146,449)	(177,052)	(207,656)	(238,265)	(268,876)	
	700,000	(135,243)	(165,846)	(196,449)	(227,052)	(257,656)	(288,265)	(318,876)	
	750,000	(185,243)	(215,846)	(246,449)	(277,052)	(307,656)	(338,265)	(368,876)	
	800,000	(235,243)	(265,846)	(296,449)	(327,052)	(357,656)	(388,265)	(418,876)	
850,000	(285,243)	(315,846)	(346,449)	(377,052)	(407,656)	(438,265)	(468,876)		

240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BK** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,815	0	492,936	462,338	431,740	401,142	370,540	339,937	309,334
Net Zero	2,000	4,000	465,518	434,916	404,313	373,710	343,107	312,504	281,901
(£ per unit)	4,500	6,000	438,086	407,483	376,880	346,277	315,674	285,068	254,457
	8,000	10,000	410,653	380,050	349,447	318,840	288,229	257,619	227,008
	12,000	14,000	383,220	352,612	322,001	291,391	260,780	230,170	199,559
	16,000	18,000	355,773	325,163	294,552	263,941	233,331	202,720	172,110
	20,000	22,000	328,324	297,713	267,103	236,492	205,882	175,271	144,661
	24,000	26,000	300,875	270,264	239,654	209,043	178,433	147,822	117,212
	28,000	30,000	273,426	242,815	212,205	181,594	150,983	120,373	89,762
			245,976	215,366	184,755	154,145	123,534	92,924	62,313
			218,527	187,917	157,306	126,696	96,085	65,475	34,864
			191,078	160,468	129,857	99,247	68,636	38,025	7,415
			163,629	133,019	102,408	71,797	41,187	10,576	(20,034)
			136,180	105,569	74,959	44,348	13,738	(16,873)	(47,483)
			108,731	78,120	47,510	16,899	(13,711)	(44,322)	(74,932)
			81,282	50,671	20,061	(10,550)	(41,161)	(71,771)	(102,382)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,815	0.0%	437,805	407,531	377,256	346,982	316,708	286,432	256,150
M4(3) Category 3 Housing	2.5%	5.0%	434,516	404,242	373,968	343,694	313,419	283,141	252,860
(% of OMS & AH units)	7.5%	10.0%	431,228	400,954	370,679	340,405	310,131	279,851	249,569
6.0%	12.5%	15.0%	427,939	397,665	367,391	337,117	306,842	276,560	246,279
	17.5%	20.0%	424,651	394,376	364,102	333,828	303,551	273,270	242,988
	22.5%	25.0%	421,362	391,088	360,814	330,539	300,261	269,979	239,698
	27.5%	30.0%	418,074	387,799	357,525	327,251	296,970	266,689	236,407
	32.5%	35.0%	414,785	384,511	354,237	323,961	293,680	263,398	233,117
	37.5%		411,497	381,222	350,948	320,671	290,389	260,108	229,826
			408,208	377,934	347,660	317,380	287,099	256,818	226,536
			404,919	374,645	344,371	314,090	283,809	253,527	223,246
			401,631	371,357	341,081	310,800	280,518	250,237	219,955
			398,342	368,068	337,791	307,509	277,228	246,946	216,665
			395,054	364,780	334,500	304,219	273,937	243,656	213,374
			391,765	361,491	331,210	300,928	270,647	240,365	210,084
			388,477	358,201	327,919	297,638	267,356	237,075	206,793

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,815	70%	998,718	966,858	934,998	903,138	871,278	839,419	807,559
		75%	904,205	872,559	840,912	809,266	777,619	745,973	714,327
Build Cost	80%	809,681	778,245	746,808	715,372	683,936	652,499	621,063	
100%	85%	715,117	683,892	652,667	621,442	590,218	558,993	527,768	
(105% = 5% increase)	90%	620,528	589,512	558,497	527,481	496,465	465,450	434,434	
	95%	525,902	495,093	464,285	433,477	402,668	371,860	341,052	
	100%	431,228	400,625	370,022	339,419	308,815	278,206	247,595	
	105%	336,495	306,095	275,695	245,295	214,895	184,495	154,095	
	110%	241,732	211,542	181,353	151,164	120,974	90,785	60,596	
	115%	146,968	116,990	87,011	57,032	27,054	(2,925)	(32,904)	
	120%	52,205	22,437	(7,331)	(37,099)	(66,867)	(96,635)	(126,404)	
	125%	(42,558)	(72,116)	(101,673)	(131,412)	(165,386)	(199,557)	(233,727)	

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	308,815	80%	(103,827)	(107,684)	(111,540)	(115,396)	(119,252)	(123,109)	(126,965)
		82%	(50,319)	(56,850)	(63,382)	(69,914)	(76,446)	(82,977)	(89,509)
Market Values	84%	3,190	(6,017)	(15,224)	(24,432)	(33,639)	(42,846)	(52,053)	
100%	86%	56,698	44,816	32,933	21,051	9,168	(2,714)	(14,597)	
(105% = 5% increase)	88%	110,207	95,649	81,091	66,533	51,975	37,417	22,859	
	90%	163,715	146,482	129,249	112,015	94,782	77,548	60,315	
	92%	217,224	197,315	177,406	157,498	137,589	117,680	97,771	
	94%	270,733	248,148	225,564	202,980	180,396	157,811	135,227	
	96%	324,241	298,981	273,722	248,462	223,202	197,943	172,683	
	98%	377,745	349,815	321,879	293,944	266,009	238,074	210,139	
	100%	431,228	400,625	370,022	339,419	308,815	278,206	247,595	
	102%	484,704	451,433	418,156	384,879	351,601	318,324	285,047	
	104%	538,163	502,220	466,276	430,332	394,387	358,436	322,485	
	106%	591,622	553,006	514,389	475,772	437,155	398,538	359,922	
	108%	645,064	603,781	562,498	521,212	479,922	438,633	397,343	
	110%	698,502	654,547	610,593	566,638	522,683	478,727	434,764	
	112%	751,940	705,313	658,687	612,060	565,434	518,807	472,181	
	114%	805,364	756,072	706,781	657,483	608,184	558,886	509,588	
	116%	858,784	806,821	754,859	702,897	650,934	598,964	546,994	
	118%	912,204	857,570	802,937	748,304	693,670	639,037	584,401	
	120%	965,624	908,319	851,015	793,710	736,406	679,102	621,797	

240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1

Scheme Typology: **Scheme BK** No Units: **500**  
 Site Typology: Location / Value Zone: **Norton Canes** Greenfield/Brownfield: **Greenfield**  
 Notes:

**TABLE 9**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	308,815							
	5,000	431,228	403,698	376,169	348,640	321,111	293,581	266,048
	10,000	431,228	406,772	382,317	357,861	333,406	308,950	284,495
Grant (£ per unit)	15,000	431,228	409,846	388,464	367,083	345,701	324,319	302,937
	20,000	431,228	412,920	394,612	376,304	357,996	339,688	321,380
	25,000	431,228	415,994	400,759	385,525	370,291	355,057	339,823
	30,000	431,228	419,067	406,907	394,747	382,586	370,423	358,258
	35,000	431,228	422,141	413,055	403,968	394,876	385,784	376,691
	40,000	431,228	425,215	419,202	413,185	407,165	401,145	395,125
	45,000	431,228	428,289	425,350	422,402	419,454	416,506	413,558
	50,000	431,228	431,363	431,494	431,619	431,743	431,867	431,989
	55,000	431,228	434,436	437,639	440,835	444,032	447,228	450,413

**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

240819 Norton Canes & Heath Hayes\_WPV Apps BG - BK v0.1 - Summary Table

Appraisal Ref:	BG	BH	BI	BJ	BK
Scheme Typology:	Scheme BG	Scheme BH	Scheme BI	Scheme BJ	Scheme BK
No Units:	50	100	200	400	500
Location / Value Zone:	Norton Canes / Heath Hayes - Edge of	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	0	0	0	0	0
Total GDV (£)	13,138,150	26,276,300	52,552,600	105,105,200	131,381,500
<b>Policy Assumptions</b>	-	-	-	-	-
AH Target % (& mix):	20%	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298	4,298
<b>Profit KPI's</b>	-	-	-	-	-
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.25%	18.25%	18.25%	18.25%	18.25%
Developers Profit (% on costs)	23.38%	26.71%	26.79%	26.83%	26.84%
Developers Profit Total (£)	2,398,289	4,796,578	9,593,156	19,186,312	23,982,890
<b>Land Value KPI's</b>	-	-	-	-	-
RLV (£/acre (net))	120,918	432,603	438,405	441,670	442,344
RLV (£/ha (net))	298,789	1,068,961	1,083,298	1,091,365	1,093,033
RLV (% of GDV)	3.25%	11.62%	11.78%	11.87%	11.89%
RLV Total (£)	426,842	3,054,174	6,190,273	12,472,748	15,614,758
BLV (£/acre (net))	117,647	133,529	133,529	133,529	133,529
BLV (£/ha (net))	290,706	329,950	329,950	329,950	329,950
BLV Total (£)	415,294	942,715	1,885,429	3,770,859	4,713,574
Surplus/Deficit (£/acre) [RLV-BLV]	3,271	299,074	304,876	308,141	308,815
Surplus/Deficit (£/ha)	8,083	739,011	753,348	761,415	763,083
Surplus/Deficit Total (£)	11,548	2,111,459	4,304,843	8,701,889	10,901,185
<b>Plan Viability comments</b>	Viable	Viable	Viable	Viable	Viable

Plan Viability comments	Viable	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viable	if RLV < BLV, and RLV is negative

## 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivity for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240831	v0.1	Updated the appraisal
240903	v0.1	Issued the final version to client

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Appraisal Ref: **AG** (see Typologies Matrix)  
 Scheme Typology: **Scheme AG**  
 Site Typology: **Location / Value Zone: Rugeley** No Units: **20** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				20 Units													
AH Policy requirement (% Target)				20%													
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%													
AH tenure split %		Affordable Rent:		25.0%													
		Social Rent:		35.0%		60.0% % Rented											
		First Homes:		25.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)				58.84		£ 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		17.5%		2.8		20.0%		0.8		18%		3.6					
3 bed House		40.0%		6.4		30.0%		1.2		38%		7.6					
4 bed House		15.0%		2.4		10.0%		0.4		14%		2.8					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		10.0%		1.6		20.0%		0.8		12%		2.4					
2 bed Flat		17.5%		2.8		20.0%		0.8		18%		3.6					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		16.0		100.0%		4.0		100%		20.0					
<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		58.0		624				58.0		624							
2 bed House		79.0		850				79.0		850							
3 bed House		93.0		1,001				93.0		1,001							
4 bed House		115.0		1,238				115.0		1,238							
5 bed House		0.0		0				0.0		0							
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<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		58.0		624				58.0		624							
2 bed House		79.0		850				79.0		850							
3 bed House		93.0		1,001				93.0		1,001							
4 bed House		115.0		1,238				115.0		1,238							
5 bed House		0.0		0				0.0		0							
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<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		221		2,381		63		680		284		3,061					
3 bed House		595		6,407		112		1,201		707		7,608					
4 bed House		276		2,971		46		495		322		3,466					
5 bed House		0		0		0		0		0		0					
1 bed Flat		94		1,013		47		507		141		1,520					
2 bed Flat		231		2,482		66		709		296		3,191					
3 bed Flat		0		0		0		0		0		0					
		1,417		15,254		334		3,592		1,751		18,846					
<b>AH % by floor area:</b>												19.06% 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		2,500		232				0							
2 bed House		260,000		3,291		306				936,000							
3 bed House		305,000		3,280		305				2,318,000							
4 bed House		420,000		3,652		339				1,176,000							
5 bed House		0		0		0				0							
1 bed Flat		135,000		2,700		251				324,000							
2 bed Flat		185,000		2,643		246				666,000							
3 bed Flat		0		0		0				0							
										5,420,000							
<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		101,500		70%		79,750		55%		101,500		70%		94,250		65%	
2 bed House		182,000		70%		143,000		55%		182,000		70%		169,000		65%	
3 bed House		213,500		70%		167,750		55%		213,500		70%		198,250		65%	
4 bed House		294,000		70%		231,000		55%		294,000		70%		273,000		65%	
5 bed House		0		70%		0		55%		0		70%		0		65%	
1 bed Flat		94,500		70%		74,250		55%		94,500		70%		87,750		65%	
2 bed Flat		129,500		70%		101,750		55%		129,500		70%		120,250		65%	
3 bed Flat		0		70%		0		55%		0		70%		0		65%	
																* capped @£250K	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AG** No Units: **20**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	2.8	@	260,000	728,000
3 bed House	6.4	@	305,000	1,952,000
4 bed House	2.4	@	420,000	1,008,000
5 bed House	0.0	@	0	-
1 bed Flat	1.6	@	135,000	216,000
2 bed Flat	2.8	@	185,000	518,000
3 bed Flat	0.0	@	0	-
	16.0			4,422,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.2	@	182,000	36,400
3 bed House	0.3	@	213,500	64,050
4 bed House	0.1	@	294,000	29,400
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	94,500	18,900
2 bed Flat	0.2	@	129,500	25,900
3 bed Flat	0.0	@	0	-
	1.0			174,650
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	0.3	@	143,000	40,040
3 bed House	0.4	@	167,750	70,455
4 bed House	0.1	@	231,000	32,340
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	74,250	20,790
2 bed Flat	0.3	@	101,750	28,490
3 bed Flat	0.0	@	0	-
	1.4			192,115
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.2	@	182,000	36,400
3 bed House	0.3	@	213,500	64,050
4 bed House	0.1	@	250,000	25,000
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	94,500	18,900
2 bed Flat	0.2	@	129,500	25,900
3 bed Flat	0.0	@	0	-
	1.0			170,250
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.1	@	169,000	20,280
3 bed House	0.2	@	198,250	35,685
4 bed House	0.1	@	273,000	16,380
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	87,750	10,530
2 bed Flat	0.1	@	120,250	14,430
3 bed Flat	0.0	@	0	-
	0.6	4.0		97,305
<b>Sub-total GDV Residential</b>				
	<b>20</b>			<b>5,056,320</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>363,680</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	4	AH units @	0	per unit
<b>Total GDV</b>				
				<b>5,056,320</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AG** No Units: **20**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (9,240)									
Planning Application Professional Fees, Surveys and reports (30,000)									
CIL (Mrkt only + garages) (85,967)									
CIL analysis: 1,461 sqm 58.84 £ psm 1.70% % of GDV 4,298 £ 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		20 units @		0				-
	Sub-total								-
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			1,751 sqm (total)		0				-
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.57 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		20 units @		0				-
	Sub-total								-
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,531				-
2 bed House			284 sqm @		1,531				(435,416)
3 bed House			707 sqm @		1,531				(1,082,111)
4 bed House			322 sqm @		1,531				(492,982)
5 bed House			- sqm @		1,531				-
1 bed Flat			141 sqm @		1,681				(237,318)
2 bed Flat			296 sqm @		1,681				(498,367)
3 bed Flat		1,751	- sqm @		1,681				-
Garages for 3B House (Mrkt only)	6	10%	units @		18 sqm @	640	psm		(7,373)
Garages for 4B House (Mrkt only)	2	75%	units @		18 sqm @	640	psm		(20,736)
Garages for 5B House (Mrkt only)	-	120%	units @		18 sqm @	640	psm		-
			44						
External works 2,774,303 @ 15.0% (416,145)									
Ext. Works analysis: 20,807 £ per unit (total units)									
<b>Policy Costs on design -</b>									
Net Biodiversity costs 20 units @ 1,003 £ per unit (20,060)									
M4(2) Category 2 Housing	tenure weighted u		20 units @	94.0%	@	521	£ per unit		(9,795)
M4(3) (10%AH 5%OMS)	tenure weighted u		20 units @	6.0%	@	10,111	£ per unit		(12,133)
Net Zero Cost (2025 FHS Part L)			20 units @			4,500	£ per unit		(90,000)
SAC			20 units @			291	£ per unit		(5,812)
EV Charging Points - Houses			14 units @			1,000	£ per unit		(14,000)
EV Charging Points - Flats			6 units @		4 flats per charger	10,000	£ per 4 units		(15,000)
Water Efficiency (Climate change policy)			20 units @			10	£ per unit		(200)
	Sub-total								(167,000)
Policy Costs analysis: (design costs only) 8,350 £ per unit (total units)									
Contingency (on construction)			3,357,448 @			5.0%			(167,872)



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Scheme Typology: **Scheme AG** No Units: **20**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

<b>Professional Fees</b>	3,357,448 @		<b>6.5%</b>		(218,234)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	4,422,000 OMS @		<b>3.00%</b>	6,633 £ per unit	(132,660)
Residential Sales Agent Costs	4,422,000 OMS @		<b>1.00%</b>	2,211 £ per unit	(44,220)
Residential Sales Legal Costs	4,422,000 OMS @		<b>0.25%</b>	553 £ per unit	(11,055)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>8,897 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(79,428)
<b>Developers Profit -</b>					
Profit on OMS	4,422,000		<b>20.00%</b>		(884,400)
Margin on AH	634,320		<b>6.00%</b> on AH values		(38,059)
<b>Profit analysis:</b>	<b>5,056,320</b>		<b>18.24% blended GDV</b>	<b>(922,459)</b>	
	<b>4,126,124</b>		<b>22.36% on costs</b>	<b>(922,459)</b>	
<b>TOTAL COSTS</b>					<b>(5,048,583)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					7,737
SDLT	7,737 @		HMRC formula		-
Acquisition Agent fees	7,737 @		<b>1.0%</b>		(77)
Acquisition Legal fees	7,737 @		<b>0.5%</b>		(39)
Interest on Land	7,737 @		7.00%		(542)
Residual Land Value					<b>7,079</b>
<b>RLV analysis:</b>	<b>354 £ per plot</b>	<b>12,389 £ per ha (net)</b>	<b>5,014 £ per acre (net)</b>		
		<b>11,769 £ per ha (gross)</b>	<b>4,763 £ per acre (gross)</b>		
			<b>0.14% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		0.57 ha (net)		1.41 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		0.60 ha (gross)		1.49 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	8,306 £ per plot	290,706 £ per ha (net)		<b>117,647 £ per acre (net)</b>	<b>166,118</b>
<b>BLV analysis:</b>		<b>276,170 £ per ha (gross)</b>		<b>111,765 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(278,317) £ per ha (net)</b>		<b>(112,633) £ per acre (net)</b>	<b>(159,038)</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AG** No Units: **20**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

## 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	(112,633)							
	0.00	68,021	38,146	7,401	(23,409)	(54,841)	(86,273)	(117,711)
	10.00	56,415	26,737	(3,407)	(33,845)	(64,663)	(95,481)	(127,103)
	20.00	44,808	15,329	(14,215)	(44,281)	(74,485)	(104,689)	(136,496)
	30.00	32,864	3,920	(25,126)	(54,716)	(84,307)	(113,898)	(145,889)
	40.00	20,855	(7,488)	(36,176)	(65,152)	(94,129)	(123,613)	(155,281)
	50.00	8,846	(18,897)	(47,225)	(75,588)	(103,951)	(133,676)	(164,674)
	60.00	(3,163)	(30,526)	(58,275)	(86,024)	(113,773)	(143,740)	(174,066)
	70.00	(15,172)	(42,189)	(69,325)	(96,460)	(124,147)	(153,803)	(183,459)
	80.00	(27,332)	(53,853)	(80,374)	(106,895)	(134,882)	(163,866)	(192,878)
	90.00	(39,609)	(65,517)	(91,424)	(117,331)	(145,616)	(173,930)	(202,323)
	100.00	(51,887)	(77,180)	(102,474)	(128,707)	(156,350)	(183,956)	(211,769)
	110.00	(64,164)	(88,844)	(113,523)	(140,112)	(167,085)	(194,116)	(221,215)
	120.00	(76,441)	(100,507)	(125,216)	(151,518)	(177,819)	(204,236)	(230,660)
	130.00	(88,719)	(112,171)	(137,292)	(162,923)	(188,607)	(214,356)	(240,106)
	140.00	(100,996)	(124,409)	(149,369)	(174,328)	(199,402)	(224,477)	(249,552)
	150.00	(113,274)	(137,156)	(161,445)	(185,797)	(210,197)	(234,597)	(259,997)
	160.00	(126,286)	(149,903)	(173,541)	(197,267)	(220,992)	(244,717)	(268,443)
	170.00	(139,703)	(162,650)	(185,686)	(208,737)	(231,787)	(254,838)	(277,889)
	180.00	(153,121)	(175,454)	(197,830)	(220,206)	(242,582)	(264,958)	(287,334)
190.00	(166,572)	(188,273)	(209,975)	(231,676)	(253,377)	(275,079)	(296,780)	
200.00	(180,066)	(201,093)	(222,119)	(243,146)	(264,172)	(285,199)	(306,225)	
210.00	(193,560)	(213,912)	(234,264)	(254,615)	(274,967)	(295,319)	(315,671)	
220.00	(207,054)	(226,731)	(246,408)	(266,085)	(285,762)	(305,440)	(325,117)	
230.00	(220,547)	(239,550)	(258,552)	(277,555)	(296,557)	(315,560)	(334,562)	
240.00	(234,041)	(252,369)	(270,697)	(289,025)	(307,352)	(325,680)	(344,008)	
250.00	(247,535)	(265,188)	(282,841)	(300,494)	(318,148)	(335,801)	(353,454)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	(112,633)							
	1,000	(14,922)	(42,618)	(70,438)	(98,259)	(126,862)	(157,266)	(187,671)
	2,000	(28,243)	(56,063)	(83,884)	(111,704)	(141,556)	(171,961)	(202,445)
	3,000	(41,689)	(69,509)	(97,329)	(125,846)	(156,250)	(186,672)	(217,223)
	4,000	(55,134)	(82,954)	(110,774)	(140,540)	(170,945)	(201,449)	(232,000)
	5,000	(68,579)	(96,399)	(124,830)	(155,234)	(185,676)	(216,227)	(246,777)
	6,000	(82,024)	(109,844)	(139,524)	(169,929)	(200,454)	(231,004)	(261,555)
	7,000	(95,470)	(123,814)	(154,218)	(184,680)	(215,231)	(245,781)	(276,332)
	8,000	(108,915)	(138,508)	(168,913)	(199,458)	(230,008)	(260,559)	(291,109)
	9,000	(122,798)	(153,202)	(183,685)	(214,235)	(244,786)	(275,336)	(305,887)
	10,000	(137,492)	(167,911)	(198,462)	(229,012)	(259,563)	(290,113)	(320,664)
	11,000	(152,186)	(182,689)	(213,239)	(243,790)	(274,340)	(304,891)	(335,441)
	12,000	(166,916)	(197,466)	(228,017)	(258,567)	(289,118)	(319,668)	(350,219)
	13,000	(181,693)	(212,243)	(242,794)	(273,344)	(303,895)	(334,446)	(364,996)
	14,000	(196,470)	(227,021)	(257,571)	(288,122)	(318,672)	(349,223)	(379,773)
15,000	(211,248)	(241,798)	(272,349)	(302,899)	(333,450)	(364,000)	(394,551)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	(112,633)							
	15.0%	169,038	134,272	99,507	64,741	29,526	(6,445)	(42,907)
	16.0%	135,176	102,104	69,031	35,717	1,498	(32,996)	(67,980)
	17.0%	101,314	69,935	38,404	5,936	(26,667)	(59,860)	(93,054)
	18.0%	67,452	37,587	6,871	(23,921)	(55,323)	(86,725)	(118,171)
	19.0%	33,266	4,302	(24,756)	(54,367)	(83,978)	(113,589)	(145,574)
20.0%	(1,770)	(29,173)	(56,993)	(84,813)	(112,633)	(142,572)	(172,977)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 117,647	(112,633)							
	100,000	15,877	(11,526)	(39,346)	(67,166)	(94,986)	(124,925)	(155,330)
	150,000	(34,123)	(61,526)	(89,346)	(117,166)	(144,986)	(174,925)	(205,330)
	200,000	(84,123)	(111,526)	(139,346)	(167,166)	(194,986)	(224,925)	(255,330)
	250,000	(134,123)	(161,526)	(189,346)	(217,166)	(244,986)	(274,925)	(305,330)
	300,000	(184,123)	(211,526)	(239,346)	(267,166)	(294,986)	(324,925)	(355,330)
	350,000	(234,123)	(261,526)	(289,346)	(317,166)	(344,986)	(374,925)	(405,330)
	400,000	(284,123)	(311,526)	(339,346)	(367,166)	(394,986)	(424,925)	(455,330)
	450,000	(334,123)	(361,526)	(389,346)	(417,166)	(444,986)	(474,925)	(505,330)
	500,000	(384,123)	(411,526)	(439,346)	(467,166)	(494,986)	(524,925)	(555,330)
	550,000	(434,123)	(461,526)	(489,346)	(517,166)	(544,986)	(574,925)	(605,330)
	600,000	(484,123)	(511,526)	(539,346)	(567,166)	(594,986)	(624,925)	(655,330)
	650,000	(534,123)	(561,526)	(589,346)	(617,166)	(644,986)	(674,925)	(705,330)
	700,000	(584,123)	(611,526)	(639,346)	(667,166)	(694,986)	(724,925)	(755,330)
	750,000	(634,123)	(661,526)	(689,346)	(717,166)	(744,986)	(774,925)	(805,330)
	800,000	(684,123)	(711,526)	(739,346)	(767,166)	(794,986)	(824,925)	(855,330)
	850,000	(734,123)	(761,526)	(789,346)	(817,166)	(844,986)	(874,925)	(905,330)

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Scheme Typology: **Scheme AG** No Units: **20**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(112,633)	0	63,867	37,381	10,169	(17,043)	(44,787)	(72,607)	(100,427)
Net Zero (£ per unit)	2,000	35,098	7,886	(19,326)	(47,121)	(74,941)	(102,761)	(131,783)	(164,738)
4,500	4,000	5,604	(21,635)	(49,455)	(77,275)	(105,095)	(134,333)	(164,738)	(197,747)
	6,000	(23,968)	(51,788)	(79,609)	(107,429)	(136,884)	(167,288)	(197,747)	(230,888)
	8,000	(54,122)	(81,942)	(109,762)	(139,434)	(169,839)	(200,337)	(230,888)	(264,029)
	10,000	(84,276)	(112,096)	(141,985)	(172,390)	(202,928)	(233,479)	(264,029)	(297,171)
	12,000	(114,430)	(144,536)	(174,969)	(205,519)	(236,070)	(266,620)	(297,171)	(330,312)
	14,000	(147,086)	(177,560)	(208,110)	(238,661)	(269,211)	(299,762)	(330,312)	(363,453)
	16,000	(180,150)	(210,701)	(241,251)	(271,802)	(302,352)	(332,903)	(363,453)	(396,595)
	18,000	(213,292)	(243,842)	(274,393)	(304,943)	(335,494)	(366,044)	(396,595)	(429,736)
	20,000	(246,433)	(276,984)	(307,534)	(338,085)	(368,635)	(399,186)	(429,736)	(462,947)
	22,000	(279,575)	(310,125)	(340,676)	(371,226)	(401,777)	(432,327)	(462,947)	(496,276)
	24,000	(312,716)	(343,266)	(373,817)	(404,367)	(434,918)	(465,473)	(496,276)	(529,605)
	26,000	(345,857)	(376,408)	(406,958)	(437,509)	(468,059)	(498,614)	(529,605)	(562,933)
	28,000	(378,999)	(409,549)	(440,100)	(470,650)	(501,327)	(532,130)	(562,933)	(596,262)
	30,000	(412,140)	(442,691)	(473,241)	(503,852)	(534,656)	(565,459)	(596,262)	

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(112,633)	0.0%	5,301	(21,582)	(49,041)	(76,499)	(103,958)	(132,696)	(162,705)
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	1,766	(25,197)	(52,655)	(80,114)	(107,573)	(136,646)	(166,656)	(196,666)
6.0%	5.0%	(1,770)	(28,812)	(56,270)	(83,729)	(111,188)	(140,597)	(170,606)	(200,616)
	7.5%	(5,306)	(32,426)	(59,885)	(87,344)	(114,802)	(144,547)	(174,557)	(204,567)
	10.0%	(8,842)	(36,041)	(63,500)	(90,958)	(118,488)	(148,498)	(178,507)	(208,517)
	12.5%	(12,377)	(39,656)	(67,114)	(94,573)	(122,439)	(152,448)	(182,458)	(212,468)
	15.0%	(15,913)	(43,270)	(70,729)	(98,188)	(126,389)	(156,399)	(186,408)	(216,418)
	17.5%	(19,449)	(46,885)	(74,344)	(101,802)	(130,340)	(160,349)	(190,359)	(220,368)
	20.0%	(23,041)	(50,500)	(77,958)	(105,417)	(134,290)	(164,300)	(194,344)	(224,378)
	22.5%	(26,656)	(54,114)	(81,573)	(109,032)	(138,241)	(168,250)	(198,317)	(228,388)
	25.0%	(30,270)	(57,729)	(85,188)	(112,646)	(142,191)	(172,201)	(202,289)	(232,398)
	27.5%	(33,885)	(61,344)	(88,802)	(116,261)	(146,142)	(176,151)	(206,262)	(236,408)
	30.0%	(37,500)	(64,958)	(92,417)	(120,083)	(150,092)	(180,102)	(210,235)	(240,418)
	32.5%	(41,114)	(68,573)	(96,032)	(124,033)	(154,043)	(184,055)	(214,208)	(244,428)
	35.0%	(44,729)	(72,188)	(99,647)	(127,984)	(157,993)	(188,027)	(218,181)	(248,438)
	37.5%	(48,344)	(75,803)	(103,261)	(131,934)	(161,944)	(192,000)	(222,154)	

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(112,633)	70%	677,644	649,724	621,803	593,882	565,962	538,041	510,121
Build Cost (105% = 5% increase)	75%	565,293	537,643	509,992	482,342	454,691	427,041	399,391	371,741
	80%	452,670	425,318	397,965	370,613	343,260	315,908	288,555	261,203
	85%	339,683	312,603	285,522	258,441	231,361	204,280	177,199	150,118
	90%	226,697	199,888	173,079	146,270	119,461	92,652	65,843	39,034
	95%	113,354	86,781	60,208	33,635	7,062	(21,706)	(49,815)	(77,924)
	100%	(1,770)	(29,173)	(56,993)	(84,813)	(112,633)	(140,453)	(168,273)	(196,093)
	105%	(121,908)	(151,997)	(182,155)	(212,387)	(242,620)	(272,853)	(303,086)	(333,318)
	110%	(253,790)	(283,706)	(313,621)	(343,536)	(373,451)	(403,366)	(433,281)	(463,196)
	115%	(385,892)	(415,489)	(445,087)	(474,684)	(504,281)	(533,878)	(563,475)	(593,072)
	120%	(517,993)	(547,420)	(576,847)	(606,274)	(635,711)	(665,148)	(694,585)	(724,022)
	125%	(650,743)	(679,949)	(709,154)	(738,360)	(767,566)	(796,772)	(825,978)	(855,184)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(112,633)	80%	(599,032)	(599,209)	(599,386)	(599,562)	(599,739)	(599,916)	(600,092)
Market Values (105% = 5% increase)	82%	(537,779)	(541,018)	(544,258)	(547,497)	(550,736)	(553,976)	(557,215)	(560,454)
	84%	(476,526)	(482,828)	(489,130)	(495,432)	(501,734)	(508,036)	(514,338)	(520,640)
	86%	(415,620)	(424,869)	(434,118)	(443,367)	(452,616)	(461,865)	(471,114)	(480,363)
	88%	(354,758)	(367,050)	(379,342)	(391,634)	(403,926)	(416,218)	(428,510)	(440,802)
	90%	(293,896)	(309,231)	(324,566)	(339,902)	(355,237)	(370,572)	(385,907)	(401,242)
	92%	(233,035)	(251,413)	(269,791)	(288,169)	(306,547)	(324,925)	(343,303)	(361,681)
	94%	(172,173)	(193,594)	(215,015)	(236,437)	(257,858)	(279,279)	(300,700)	(322,121)
	96%	(112,095)	(135,932)	(160,285)	(184,704)	(209,168)	(233,633)	(258,097)	(282,561)
	98%	(56,724)	(81,775)	(106,827)	(133,201)	(160,575)	(187,949)	(215,323)	(242,697)
	100%	(1,770)	(29,173)	(56,993)	(84,813)	(112,633)	(140,453)	(168,273)	(196,093)
	102%	52,074	22,470	(7,450)	(37,748)	(68,337)	(98,925)	(129,513)	(160,101)
	104%	104,419	72,885	41,295	8,667	(24,040)	(57,397)	(90,754)	(124,111)
	106%	156,764	122,613	88,461	54,309	19,367	(15,969)	(47,326)	(80,683)
	108%	209,057	172,341	135,572	98,803	62,034	24,652	(13,392)	(46,740)
	110%	261,140	221,854	182,567	143,281	103,910	64,524	24,520	(15,924)
	112%	313,223	271,333	229,442	187,552	145,661	103,771	61,779	(21,972)
	114%	365,307	320,812	276,317	231,823	187,328	142,833	98,339	(28,020)
	116%	417,390	370,291	323,192	276,093	228,995	181,896	134,797	(34,068)
	118%	469,473	419,770	370,067	320,364	270,661	220,958	171,255	(40,116)
	120%	521,556	469,249	416,942	364,635	312,328	260,021	207,714	(46,164)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AG** No Units: **20**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(112,633)							
	5,000	(1,770)	(25,812)	(50,270)	(74,729)	(99,188)	(124,203)	(150,934)
	10,000	(1,770)	(22,450)	(43,547)	(64,644)	(85,742)	(106,839)	(128,892)
Grant (£ per unit)	15,000	(1,770)	(19,118)	(36,824)	(54,560)	(72,296)	(90,031)	(107,767)
	20,000	(1,770)	(15,830)	(30,101)	(44,476)	(58,850)	(73,224)	(87,598)
	25,000	(1,770)	(12,542)	(23,378)	(34,391)	(45,404)	(56,417)	(67,430)
	30,000	(1,770)	(9,254)	(16,738)	(24,307)	(31,958)	(39,609)	(47,261)
	35,000	(1,770)	(5,966)	(10,162)	(14,358)	(18,554)	(22,802)	(27,092)
	40,000	(1,770)	(2,678)	(3,586)	(4,494)	(5,402)	(6,311)	(7,219)
	45,000	(1,770)	610	2,990	5,370	7,750	10,129	12,509
	50,000	(1,770)	3,898	9,566	15,234	20,902	26,569	32,237
	55,000	(1,770)	7,186	16,142	25,098	34,054	43,007	51,663

**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



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AH** No Units: **40**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	5.6	@	260,000	1,456,000
3 bed House	12.8	@	305,000	3,904,000
4 bed House	4.8	@	420,000	2,016,000
5 bed House	0.0	@	0	-
1 bed Flat	3.2	@	135,000	432,000
2 bed Flat	5.6	@	185,000	1,036,000
3 bed Flat	0.0	@	0	-
	<b>32.0</b>			<b>8,844,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.4	@	182,000	72,800
3 bed House	0.6	@	213,500	128,100
4 bed House	0.2	@	294,000	58,800
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	94,500	37,800
2 bed Flat	0.4	@	129,500	51,800
3 bed Flat	0.0	@	0	-
	<b>2.0</b>			<b>349,300</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	0.6	@	143,000	80,080
3 bed House	0.8	@	167,750	140,910
4 bed House	0.3	@	231,000	64,680
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	74,250	41,580
2 bed Flat	0.6	@	101,750	56,980
3 bed Flat	0.0	@	0	-
	<b>2.8</b>			<b>384,230</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.4	@	182,000	72,800
3 bed House	0.6	@	213,500	128,100
4 bed House	0.2	@	250,000	50,000
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	94,500	37,800
2 bed Flat	0.4	@	129,500	51,800
3 bed Flat	0.0	@	0	-
	<b>2.0</b>			<b>340,500</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.2	@	169,000	40,560
3 bed House	0.4	@	198,250	71,370
4 bed House	0.1	@	273,000	32,760
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	87,750	21,060
2 bed Flat	0.2	@	120,250	28,860
3 bed Flat	0.0	@	0	-
	<b>1.2</b>	<b>8.0</b>		<b>194,610</b>
<b>Sub-total GDV Residential</b>				
	<b>40</b>			<b>10,112,640</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>727,360</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ 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>10,112,640</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AH** No Units: **40**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (18,480)									
Planning Application Professional Fees, Surveys and reports (60,000)									
CIL (Mrkt only + garages) 2,922 sqm 58.84 £ psm (171,934)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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		40 units @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 3,502 sqm (total) 0 £ psm									
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 1.14 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		40 units @		0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,531	psm			
2 bed House			569 sqm @		1,531	psm			(870,833)
3 bed House			1,414 sqm @		1,531	psm			(2,164,222)
4 bed House			644 sqm @		1,531	psm			(985,964)
5 bed House			- sqm @		1,531	psm			
1 bed Flat			282 sqm @		1,681	psm			(474,635)
2 bed Flat			593 sqm @		1,681	psm			(996,734)
3 bed Flat		3,502	- sqm @		1,681	psm			
Garages for 3B House (Mrkt only)	13		10% units @		18	sqm @	640	psm	(14,746)
Garages for 4B House (Mrkt only)	5		75% units @		18	sqm @	640	psm	(41,472)
Garages for 5B House (Mrkt only)	-		120% units @		18	sqm @	640	psm	
		88							
External works 5,548,605 @ 15.0% (832,291)									
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 40 units @ 1,003 £ per unit (40,120)									
M4(2) Category 2 Housing	tenure weighted t		40 units @	94.0%	@		521	£ per unit	(19,590)
M4(3) (10%AH 5%OMS)	tenure weighted t		40 units @	6.0%	@		10,111	£ per unit	(24,266)
Net Zero Cost (2025 FHS Part L)			40 units @				4,500	£ per unit	(180,000)
SAC			40 units @				291	£ per unit	(11,623)
EV Charging Points - Houses			28 units @				1,000	£ per unit	(28,000)
EV Charging Points - Flats			12 units @		4 flats per charger		10,000	£ per 4 units	(30,000)
Water Efficiency (Climate change policy)			40 units @				10	£ per unit	(400)
	Sub-total								(333,999)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction) 6,714,895 @ 5.0% (335,745)									

## 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AH** No Units: **40**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

<b>Professional Fees</b>	6,714,895 @		<b>6.5%</b>		(436,468)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	8,844,000 OMS @		<b>3.00%</b>	6,633 £ per unit	(265,320)
Residential Sales Agent Costs	8,844,000 OMS @		<b>1.00%</b>	2,211 £ per unit	(88,440)
Residential Sales Legal Costs	8,844,000 OMS @		<b>0.25%</b>	553 £ per unit	(22,110)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,147 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(105,473)
<b>Developers Profit -</b>					
Profit on OMS	8,844,000		<b>20.00%</b>		(1,768,800)
Margin on AH	1,268,640		<b>6.00%</b> on AH values		(76,118)
<b>Profit analysis:</b>	<b>10,112,640</b>		<b>18.24% blended GDV</b>	<b>(1,844,918)</b>	
	<b>8,208,865</b>		<b>22.47% on costs</b>	<b>(1,844,918)</b>	
<b>TOTAL COSTS</b>					<b>(10,053,784)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					58,856
SDLT	58,856 @		HMRC formula		-
Acquisition Agent fees	58,856 @		<b>1.0%</b>		(589)
Acquisition Legal fees	58,856 @		<b>0.5%</b>		(294)
Interest on Land	58,856 @		7.00%		(4,120)
Residual Land Value					<b>53,854</b>
<b>RLV analysis:</b>	<b>1,346 £ per plot</b>	<b>47,122 £ per ha (net)</b>	<b>19,070 £ per acre (net)</b>	<b>18,116 £ per acre (gross)</b>	<b>0.53% % RLV / GDV</b>
		<b>44,766 £ per ha (gross)</b>			

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.14 ha (net)		2.82 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.20 ha (gross)		2.97 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	8,306 £ per plot	290,706 £ per ha (net)		<b>117,647 £ per acre (net)</b>	<b>332,235</b>
<b>BLV analysis:</b>		<b>276,170 £ per ha (gross)</b>		<b>111,765 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(243,584) £ per ha (net)</b>		<b>(98,577) £ per acre (net)</b>	<b>(278,382)</b>



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AH** No Units: **40**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

## 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(98,577)								
	0.00	79,679	49,335	18,991	(11,353)	(41,848)	(73,338)	(105,436)	
	10.00	68,164	38,396	8,627	(21,141)	(51,379)	(82,474)	(113,963)	
	CIL £ psm 58.84	20.00	56,649	27,456	(1,736)	(30,929)	(60,911)	(91,609)	(122,939)
		30.00	45,134	16,517	(12,100)	(40,833)	(70,474)	(100,745)	(132,258)
		40.00	33,619	5,578	(22,463)	(50,960)	(80,218)	(109,880)	(141,576)
		50.00	22,104	(5,361)	(32,827)	(61,088)	(89,963)	(119,143)	(150,895)
		60.00	10,589	(16,301)	(43,393)	(71,263)	(99,707)	(129,127)	(160,213)
		70.00	(926)	(27,240)	(54,116)	(81,617)	(109,452)	(139,111)	(169,532)
		80.00	(12,441)	(38,208)	(64,839)	(91,971)	(119,340)	(149,095)	(178,851)
		90.00	(23,956)	(49,527)	(75,707)	(102,324)	(129,990)	(159,080)	(188,169)
		100.00	(35,471)	(60,845)	(86,670)	(112,678)	(140,640)	(169,064)	(197,488)
		110.00	(47,321)	(72,234)	(97,633)	(123,532)	(151,290)	(179,048)	(206,806)
		120.00	(59,235)	(83,806)	(108,595)	(134,847)	(161,940)	(189,032)	(216,125)
		130.00	(71,197)	(95,377)	(119,735)	(146,162)	(172,589)	(199,016)	(225,443)
		140.00	(83,377)	(106,949)	(131,716)	(157,478)	(183,239)	(209,000)	(234,762)
		150.00	(95,558)	(118,602)	(143,697)	(168,793)	(193,889)	(218,985)	(244,080)
		160.00	(107,739)	(131,248)	(155,678)	(180,109)	(204,539)	(228,969)	(253,399)
		170.00	(120,130)	(143,895)	(167,659)	(191,424)	(215,188)	(238,953)	(262,718)
		180.00	(133,443)	(156,541)	(179,640)	(202,739)	(225,838)	(248,937)	(272,036)
190.00		(146,755)	(169,188)	(191,621)	(214,055)	(236,488)	(258,921)	(281,355)	
200.00	(160,067)	(181,835)	(203,602)	(225,370)	(247,138)	(268,905)	(290,673)		
210.00	(173,379)	(194,481)	(215,583)	(236,685)	(257,788)	(278,890)	(299,992)		
220.00	(186,691)	(207,128)	(227,564)	(248,001)	(268,437)	(288,874)	(309,310)		
230.00	(200,004)	(219,775)	(239,545)	(259,316)	(279,087)	(298,858)	(318,629)		
240.00	(213,316)	(232,421)	(251,526)	(270,632)	(289,737)	(308,842)	(327,947)		
250.00	(226,628)	(245,068)	(263,507)	(281,947)	(300,387)	(318,826)	(337,266)		

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(98,577)								
	1,000	(686)	(27,642)	(55,197)	(83,402)	(111,916)	(142,547)	(173,711)	
	2,000	(13,296)	(40,353)	(68,244)	(96,741)	(125,963)	(157,126)	(188,289)	
	Site Specific S106 -	3,000	(25,907)	(53,401)	(81,566)	(110,080)	(140,541)	(171,704)	(202,868)
		4,000	(38,557)	(66,449)	(94,905)	(123,956)	(155,119)	(186,283)	(217,446)
		5,000	(51,605)	(79,730)	(108,245)	(138,535)	(169,698)	(200,861)	(232,205)
		6,000	(64,653)	(93,069)	(121,950)	(153,113)	(184,276)	(215,440)	(246,603)
		7,000	(77,894)	(106,409)	(136,528)	(167,692)	(198,855)	(230,018)	(261,182)
		8,000	(91,233)	(119,943)	(151,107)	(182,270)	(213,433)	(244,597)	(275,760)
		9,000	(104,573)	(134,522)	(165,685)	(196,848)	(228,012)	(259,175)	(290,339)
		10,000	(117,937)	(149,100)	(180,264)	(211,427)	(242,590)	(273,754)	(304,917)
		11,000	(132,515)	(163,679)	(194,842)	(226,005)	(257,169)	(288,332)	(319,496)
		12,000	(147,094)	(178,257)	(209,421)	(240,584)	(271,747)	(302,911)	(334,074)
		13,000	(161,672)	(192,836)	(223,999)	(255,162)	(286,326)	(317,489)	(348,653)
		14,000	(176,251)	(207,414)	(238,577)	(269,741)	(300,904)	(332,068)	(363,231)
		15,000	(190,829)	(221,993)	(253,156)	(284,319)	(315,483)	(346,646)	(377,810)

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(98,577)								
	15.0%	181,234	145,812	110,390	74,968	39,546	4,124	(31,297)	
	16.0%	147,372	113,643	79,914	46,186	12,457	(21,272)	(55,613)	
	Profit 20.0%	17.0%	113,510	81,474	49,439	17,403	(14,633)	(46,991)	(80,386)
		18.0%	79,648	49,306	18,963	(11,380)	(41,874)	(73,363)	(105,459)
		19.0%	45,786	17,137	(11,513)	(40,259)	(69,922)	(100,227)	(131,730)
		20.0%	11,925	(15,032)	(42,149)	(70,062)	(98,577)	(127,969)	(159,132)

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(98,577)								
	100,000	29,572	2,615	(24,502)	(52,415)	(80,930)	(110,322)	(141,485)	
	150,000	(20,428)	(47,385)	(74,502)	(102,415)	(130,930)	(160,322)	(191,485)	
	BLV (£ per acre) 117,647	200,000	(70,428)	(97,385)	(124,502)	(152,415)	(180,930)	(210,322)	(241,485)
		250,000	(120,428)	(147,385)	(174,502)	(202,415)	(230,930)	(260,322)	(291,485)
		300,000	(170,428)	(197,385)	(224,502)	(252,415)	(280,930)	(310,322)	(341,485)
		350,000	(220,428)	(247,385)	(274,502)	(302,415)	(330,930)	(360,322)	(391,485)
		400,000	(270,428)	(297,385)	(324,502)	(352,415)	(380,930)	(410,322)	(441,485)
		450,000	(320,428)	(347,385)	(374,502)	(402,415)	(430,930)	(460,322)	(491,485)
		500,000	(370,428)	(397,385)	(424,502)	(452,415)	(480,930)	(510,322)	(541,485)
		550,000	(420,428)	(447,385)	(474,502)	(502,415)	(530,930)	(560,322)	(591,485)
		600,000	(470,428)	(497,385)	(524,502)	(552,415)	(580,930)	(610,322)	(641,485)
		650,000	(520,428)	(547,385)	(574,502)	(602,415)	(630,930)	(660,322)	(691,485)
		700,000	(570,428)	(597,385)	(624,502)	(652,415)	(680,930)	(710,322)	(741,485)
		750,000	(620,428)	(647,385)	(674,502)	(702,415)	(730,930)	(760,322)	(791,485)
		800,000	(670,428)	(697,385)	(724,502)	(752,415)	(780,930)	(810,322)	(841,485)
		850,000	(720,428)	(747,385)	(774,502)	(802,415)	(830,930)	(860,322)	(891,485)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AH** No Units: **40**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(98,577)	0	75,541	48,585	21,628	(5,328)	(32,284)	(60,000)	(88,312)
Net Zero	2,000	4,000	18,993	(7,963)	(34,920)	(62,727)	(91,100)	(119,797)	(150,961)
(£ per unit)	4,500	6,000	(9,281)	(36,237)	(64,090)	(92,494)	(121,321)	(152,484)	(183,648)
		8,000	(37,562)	(65,453)	(93,888)	(122,844)	(154,007)	(185,171)	(216,334)
		10,000	(66,817)	(95,281)	(124,367)	(155,531)	(186,694)	(217,858)	(249,021)
		12,000	(96,675)	(125,891)	(157,054)	(188,217)	(219,381)	(250,544)	(281,708)
		14,000	(127,414)	(158,577)	(189,741)	(220,904)	(252,068)	(283,231)	(314,395)
		16,000	(160,101)	(191,264)	(222,428)	(253,591)	(284,754)	(315,918)	(347,081)
		18,000	(192,787)	(223,951)	(255,114)	(286,278)	(317,441)	(348,605)	(379,768)
		20,000	(225,474)	(256,638)	(287,801)	(318,965)	(350,128)	(381,291)	(412,455)
		22,000	(258,161)	(289,324)	(320,488)	(351,651)	(382,815)	(413,978)	(445,142)
		24,000	(290,848)	(322,011)	(353,175)	(384,338)	(415,502)	(446,665)	(477,828)
		26,000	(323,534)	(354,698)	(385,861)	(417,025)	(448,188)	(479,352)	(510,515)
		28,000	(356,221)	(387,385)	(418,548)	(449,712)	(480,875)	(512,039)	(543,202)
		30,000	(388,908)	(420,071)	(451,235)	(482,398)	(513,562)	(544,725)	(575,889)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(98,577)	0.0%	18,703	(7,914)	(34,532)	(61,974)	(89,972)	(118,173)	(148,945)
M4(3) Category 3 Housing	2.5%	5.0%	15,314	(11,304)	(37,941)	(65,481)	(93,558)	(122,091)	(152,863)
(% of OMS & AH units)	6.0%	7.5%	11,925	(14,693)	(41,448)	(68,988)	(97,143)	(126,010)	(156,781)
		10.0%	8,535	(18,082)	(44,954)	(72,572)	(100,728)	(129,928)	(160,700)
		12.5%	5,146	(21,472)	(48,461)	(76,157)	(104,313)	(133,846)	(164,618)
		15.0%	1,757	(24,861)	(51,968)	(79,743)	(107,899)	(137,765)	(168,536)
		17.5%	(1,633)	(28,250)	(55,475)	(83,328)	(111,484)	(141,683)	(172,455)
		20.0%	(5,022)	(31,640)	(58,982)	(86,913)	(115,069)	(145,601)	(176,373)
		22.5%	(8,412)	(35,029)	(62,489)	(90,499)	(118,748)	(149,520)	(180,291)
		25.0%	(11,801)	(38,455)	(65,996)	(94,084)	(122,666)	(153,438)	(184,210)
		27.5%	(15,190)	(41,962)	(69,513)	(97,669)	(126,585)	(157,356)	(188,128)
		30.0%	(18,580)	(45,469)	(73,098)	(101,254)	(130,503)	(161,275)	(192,046)
		32.5%	(21,969)	(48,976)	(76,684)	(104,840)	(134,421)	(165,193)	(195,965)
		35.0%	(25,358)	(52,483)	(80,269)	(108,425)	(138,340)	(169,111)	(199,883)
		37.5%	(28,748)	(55,990)	(83,854)	(112,010)	(142,258)	(173,030)	(203,801)
			(32,137)	(59,497)	(87,439)	(115,595)	(146,176)	(176,948)	(207,720)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(98,577)	70%	684,036	655,559	627,083	598,606	570,121	541,630	513,140
		75%	573,057	544,845	516,634	488,423	460,212	432,001	403,789
Build Cost	80%	461,676	433,717	405,757	377,797	349,837	321,878	293,918	265,958
100%	85%	349,799	322,076	294,354	266,632	238,910	211,178	183,446	155,714
(105% = 5% increase)	90%	237,325	209,827	182,328	154,830	127,331	99,833	72,334	44,836
	95%	124,625	97,397	70,170	42,943	15,715	(11,512)	(38,788)	(65,864)
	100%	11,925	(15,032)	(42,149)	(70,062)	(98,577)	(127,969)	(159,132)	(190,295)
	105%	(103,734)	(133,291)	(164,141)	(194,991)	(225,842)	(256,692)	(287,542)	(318,393)
	110%	(232,731)	(263,267)	(293,804)	(324,341)	(354,878)	(385,414)	(415,951)	(446,488)
	115%	(363,020)	(393,243)	(423,467)	(453,690)	(483,914)	(514,137)	(544,361)	(574,584)
	120%	(493,309)	(523,219)	(553,130)	(583,040)	(612,950)	(642,860)	(672,770)	(702,680)
	125%	(623,599)	(653,196)	(682,792)	(712,389)	(741,986)	(771,582)	(801,179)	(830,776)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(98,577)	80%	(577,133)	(578,047)	(578,962)	(579,876)	(580,790)	(581,705)	(582,619)
		82%	(516,635)	(520,574)	(524,513)	(528,453)	(532,392)	(536,331)	(540,271)
Market Values	84%	(456,137)	(463,101)	(470,065)	(477,029)	(483,993)	(490,958)	(497,922)	(504,886)
100%	86%	(395,638)	(405,628)	(415,617)	(425,606)	(435,595)	(445,584)	(455,573)	(465,562)
(105% = 5% increase)	88%	(335,140)	(348,154)	(361,168)	(374,182)	(387,196)	(400,211)	(413,225)	(426,239)
	90%	(274,642)	(290,681)	(306,720)	(322,759)	(338,798)	(354,837)	(370,876)	(386,915)
	92%	(214,144)	(233,208)	(252,272)	(271,336)	(290,400)	(309,463)	(328,527)	(347,591)
	94%	(153,646)	(175,735)	(197,824)	(219,912)	(242,001)	(264,090)	(286,178)	(308,267)
	96%	(95,230)	(118,262)	(143,375)	(168,488)	(193,603)	(218,716)	(243,830)	(268,943)
	98%	(40,512)	(65,696)	(91,368)	(117,115)	(142,862)	(168,609)	(194,356)	(220,103)
	100%	11,925	(15,032)	(42,149)	(70,062)	(98,577)	(127,969)	(159,132)	(190,295)
	102%	64,255	34,683	5,110	(24,463)	(54,615)	(85,767)	(116,919)	(148,071)
	104%	116,586	84,397	52,207	20,018	(12,172)	(44,604)	(78,108)	(111,612)
	106%	168,917	134,111	99,305	64,499	29,693	(5,113)	(40,008)	(74,512)
	108%	221,248	183,826	146,403	108,980	71,558	34,135	(3,287)	(37,109)
	110%	273,579	233,540	193,501	153,462	113,422	73,383	33,344	(7,304)
	112%	325,910	283,254	240,599	197,943	155,287	112,632	69,976	(21,320)
	114%	378,135	332,968	287,696	242,424	197,152	151,880	106,607	(35,335)
	116%	430,278	382,508	334,739	286,905	239,017	191,128	143,239	(49,346)
	118%	482,344	432,043	381,667	331,290	280,881	230,376	179,871	(63,357)
	120%	534,317	481,446	428,575	375,611	322,627	269,624	216,502	(77,368)

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Scheme Typology: **Scheme AH** No Units: **40**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

	(98,577)	0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	5,000	11,925	(11,876)	(35,676)	(60,243)	(85,222)	(110,398)	(137,240)
	10,000	11,925	(8,719)	(29,363)	(50,446)	(71,868)	(93,705)	(115,542)
Grant (£ per unit)	15,000	11,925	(5,563)	(23,051)	(40,649)	(58,743)	(77,012)	(95,510)
	20,000	11,925	(2,407)	(16,738)	(31,070)	(45,681)	(60,509)	(75,478)
	25,000	11,925	749	(10,426)	(21,601)	(32,777)	(44,181)	(55,744)
	30,000	11,925	3,906	(4,114)	(12,133)	(20,152)	(28,171)	(36,190)
	35,000	11,925	7,062	2,199	(2,664)	(7,527)	(12,390)	(17,253)
	40,000	11,925	10,218	8,511	6,805	5,098	3,391	1,685
	45,000	11,925	13,374	14,824	16,273	17,723	19,173	20,622
	50,000	11,925	16,530	21,136	25,742	30,348	34,954	39,559
	55,000	11,925	19,687	27,449	35,211	42,973	50,735	58,497

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Appraisal Ref: **AI** (see Typologies Matrix)  
 Scheme Typology: **Scheme AI**  
 Site Typology: **Location / Value Zone: Rugeley** No Units: **80**  
 Notes: **n/a** Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		80 Units							
AH Policy requirement (% Target)		20%							
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%							
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)		58.84 £ 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	17.5%	11.2	20.0%	3.2	18%	14.4			
3 bed House	40.0%	25.6	30.0%	4.8	38%	30.4			
4 bed House	15.0%	9.6	10.0%	1.6	14%	11.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	6.4	20.0%	3.2	12%	9.6			
2 bed Flat	17.5%	11.2	20.0%	3.2	18%	14.4			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	64.0	100.0%	16.0	100%	80.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	885	9,524	253	2,721	1,138		12,245		
3 bed House	2,381	25,627	446	4,805	2,827		30,432		
4 bed House	1,104	11,883	184	1,981	1,288		13,864		
5 bed House	0	0	0	0	0		0		
1 bed Flat	376	4,052	188	2,026	565		6,078		
2 bed Flat	922	9,928	264	2,837	1,186		12,765		
3 bed Flat	0	0	0	0	0		0		
	5,668	61,014	1,335	14,369	7,003		75,384		
AH % by floor area:		19.06% 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	2,500	232	0					
2 bed House	260,000	3,291	306	3,744,000					
3 bed House	305,000	3,280	305	9,272,000					
4 bed House	420,000	3,652	339	4,704,000					
5 bed House	0	0	0	0					
1 bed Flat	135,000	2,700	251	1,296,000					
2 bed Flat	185,000	2,643	246	2,664,000					
3 bed Flat	0	0	0	0					
				21,680,000					
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
					* capped @£250K				

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Scheme Typology: **Scheme A1** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	11.2	@	260,000	2,912,000
3 bed House	25.6	@	305,000	7,808,000
4 bed House	9.6	@	420,000	4,032,000
5 bed House	0.0	@	0	-
1 bed Flat	6.4	@	135,000	864,000
2 bed Flat	11.2	@	185,000	2,072,000
3 bed Flat	0.0	@	0	-
	<b>64.0</b>			<b>17,688,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.8	@	182,000	145,600
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	294,000	117,600
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	94,500	75,600
2 bed Flat	0.8	@	129,500	103,600
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>698,600</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	1.1	@	143,000	160,160
3 bed House	1.7	@	167,750	281,820
4 bed House	0.6	@	231,000	129,360
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	74,250	83,160
2 bed Flat	1.1	@	101,750	113,960
3 bed Flat	0.0	@	0	-
	<b>5.6</b>			<b>768,460</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.8	@	182,000	145,600
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	250,000	100,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	94,500	75,600
2 bed Flat	0.8	@	129,500	103,600
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>681,000</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.5	@	169,000	81,120
3 bed House	0.7	@	198,250	142,740
4 bed House	0.2	@	273,000	65,520
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	87,750	42,120
2 bed Flat	0.5	@	120,250	57,720
3 bed Flat	0.0	@	0	-
	<b>2.4</b>	<b>16.0</b>		<b>389,220</b>
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>20,225,280</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,454,720</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>16</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>20,225,280</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme A1** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (26,999)									
Planning Application Professional Fees, Surveys and reports (80,000)									
CIL (Mrkt only + garages) 5,844 sqm 58.84 £ psm (343,867)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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 @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			7,003 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.29 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				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			-
2 bed House			1,138 sqm @		1,315	psm			(1,495,944)
3 bed House			2,827 sqm @		1,315	psm			(3,717,768)
4 bed House			1,288 sqm @		1,315	psm			(1,693,720)
5 bed House			- sqm @		1,315	psm			-
1 bed Flat			565 sqm @		1,493	psm			(843,106)
2 bed Flat			1,186 sqm @		1,493	psm			(1,770,522)
3 bed Flat		7,003	- sqm @		1,493	psm			-
Garages for 3B House (Mrkt only)	26	10%	units @		18	sqm @	640	psm	(29,491)
Garages for 4B House (Mrkt only)	10	75%	units @		18	sqm @	640	psm	(82,944)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	-
			176						
External works 9,633,495 @ 15.0% (1,445,024)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 80 units @ 1,003 £ per unit (80,240)									
M4(2) Category 2 Housing	tenure weighted t		80 units @	94.0%	@		521	£ per unit	(39,179)
M4(3) (10%AH 5%OMS)	tenure weighted t		80 units @	6.0%	@		10,111	£ per unit	(48,533)
Net Zero Cost (2025 FHS Part L) 80 units @ 4,500 £ per unit (360,000)									
SAC 80 units @ 291 £ per unit (23,246)									
EV Charging Points - Houses 56 units @ 1,000 £ per unit (56,000)									
EV Charging Points - Flats 24 units @ 4 flats per charger 10,000 £ per 4 units (60,000)									
Water Efficiency (Climate change policy) 80 units @ 10 £ per unit (800)									
			Sub-total						(667,998)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction) 11,746,518 @ 5.0% (587,326)									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme A1** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

<b>Professional Fees</b>	11,746,518 @		<b>6.5%</b>		(763,524)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	17,688,000 OMS @		<b>3.00%</b>	6.633 £ per unit	(530,640)
Residential Sales Agent Costs	17,688,000 OMS @		<b>1.00%</b>	2,211 £ per unit	(176,880)
Residential Sales Legal Costs	17,688,000 OMS @		<b>0.25%</b>	553 £ per unit	(44,220)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,272 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(92,110)
<b>Developers Profit -</b>					
Profit on OMS	17,688,000		<b>20.00%</b>		(3,537,600)
Margin on AH	2,537,280		<b>6.00%</b> on AH values		(152,237)
<b>Profit analysis:</b>	<b>20,225,280</b>		<b>18.24% blended GDV</b>	<b>(3,689,837)</b>	
	<b>14,382,084</b>		<b>25.66% on costs</b>	<b>(3,689,837)</b>	
<b>TOTAL COSTS</b>					<b>(18,071,921)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					2,153,359
SDLT	2,153,359 @		HMRC formula		(97,168)
Acquisition Agent fees	2,153,359 @		<b>1.0%</b>		(21,534)
Acquisition Legal fees	2,153,359 @		<b>0.5%</b>		(10,767)
Interest on Land	2,153,359 @		7.00%		(150,735)
Residual Land Value					<b>1,873,156</b>
<b>RLV analysis:</b>	<b>23,414 £ per plot</b>	<b>819,506 £ per ha (net)</b>	<b>331,649 £ per acre (net)</b>		
		<b>778,530 £ per ha (gross)</b>	<b>315,067 £ per acre (gross)</b>		
			<b>9.26% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		2.29 ha (net)		5.65 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		2.41 ha (gross)		5.95 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	<b>133,529</b> £ per acre (net)		<b>754,172</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>489,555</b> £ per ha (net)		<b>198,120</b> £ per acre (net)	<b>1,118,984</b>



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme A1** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

## 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 20%							
Balance (RLV - BLV £ per acre (n))		198,120	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00		377,790	346,257	314,723	283,190	251,656	220,122	188,563
	10.00		366,434	335,469	304,503	273,537	242,571	211,597	180,594
	20.00		355,079	324,681	294,283	263,885	233,487	203,059	172,625
	30.00		343,723	313,893	284,062	254,232	224,386	194,521	164,656
	40.00		332,367	303,104	273,842	244,574	215,279	185,983	156,687
	50.00		321,011	292,316	263,622	234,898	206,171	177,445	148,718
	60.00		309,655	281,528	253,378	225,221	197,064	168,907	140,749
	70.00		298,299	270,721	243,133	215,545	187,957	160,368	132,780
	80.00		286,925	259,906	232,887	205,868	178,849	151,830	124,811
	90.00		275,540	249,091	222,641	196,191	169,742	143,292	116,843
	100.00		264,156	238,276	212,395	186,515	160,634	134,754	108,874
	110.00		252,772	227,461	202,149	176,838	151,527	126,216	100,905
	120.00		241,388	216,646	191,904	167,162	142,420	117,678	92,936
	130.00		230,004	205,831	181,658	157,485	133,312	109,140	84,967
	140.00		218,619	195,016	171,412	147,809	124,205	100,601	76,998
	150.00		207,235	184,201	161,166	138,132	115,098	92,063	69,029
	160.00		195,851	173,386	150,921	128,455	105,990	83,525	61,060
	170.00		184,467	162,571	140,675	118,779	96,883	74,987	53,091
	180.00		173,082	151,756	130,429	109,102	87,775	66,449	45,122
	190.00		161,698	140,941	120,183	99,426	78,668	57,911	37,153
200.00		150,314	130,126	109,937	89,749	69,561	49,372	29,184	
210.00		138,930	119,311	99,692	80,072	60,453	40,834	21,215	
220.00		127,546	108,496	89,446	70,396	51,346	32,296	13,246	
230.00		116,161	97,681	79,200	60,719	42,239	23,758	5,277	
240.00		104,777	86,866	68,954	51,043	33,131	15,220	(2,692)	
250.00		93,393	76,051	58,708	41,366	24,024	6,682	(10,661)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		198,120	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	1,000		298,536	270,323	242,100	213,877	185,653	157,430	129,207
	2,000		286,079	257,856	229,633	201,409	173,186	144,963	116,740
	3,000		273,612	245,389	217,166	188,942	160,719	132,496	104,272
	4,000		261,145	232,922	204,699	176,475	148,252	120,029	91,805
	5,000		248,678	220,455	192,232	164,008	135,785	107,562	79,338
	6,000		236,211	207,988	179,764	151,541	123,318	95,095	66,871
	7,000		223,744	195,521	167,297	139,074	110,851	82,627	54,404
	8,000		211,277	183,054	154,830	126,607	98,384	70,160	41,937
	9,000		198,810	170,586	142,363	114,140	85,917	57,693	29,470
	10,000		186,343	158,119	129,896	101,673	73,449	45,226	17,003
	11,000		173,876	145,652	117,429	89,206	60,982	32,759	4,536
	12,000		161,409	133,185	104,962	76,739	48,515	20,292	(7,931)
	13,000		148,941	120,718	92,495	64,272	36,048	7,825	(20,398)
	14,000		136,474	108,251	80,028	51,804	23,581	(4,642)	(32,865)
	15,000		124,007	95,784	67,561	39,337	11,114	(17,109)	(45,333)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		198,120	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%		480,282	443,623	406,945	370,256	333,568	296,879	260,190
	16.0%		446,420	411,455	376,469	341,474	306,478	271,482	236,487
	17.0%		412,558	379,286	345,994	312,691	279,389	246,086	212,784
	18.0%		378,696	347,117	315,518	283,909	252,299	220,690	189,080
	19.0%		344,834	314,949	285,043	255,126	225,210	195,293	165,377
	20.0%		310,972	282,780	254,567	226,344	198,120	169,897	141,674

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		198,120	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 133,529	100,000		344,501	316,309	288,096	259,873	231,649	203,426	175,203
	150,000		294,501	266,309	238,096	209,873	181,649	153,426	125,203
	200,000		244,501	216,309	188,096	159,873	131,649	103,426	75,203
	250,000		194,501	166,309	138,096	109,873	81,649	53,426	25,203
	300,000		144,501	116,309	88,096	59,873	31,649	3,426	(24,797)
	350,000		94,501	66,309	38,096	9,873	(18,351)	(46,574)	(74,797)
	400,000		44,501	16,309	(11,904)	(40,127)	(68,351)	(96,574)	(124,797)
	450,000		(5,499)	(33,691)	(61,904)	(90,127)	(118,351)	(146,574)	(174,797)
	500,000		(55,499)	(83,691)	(111,904)	(140,127)	(168,351)	(196,574)	(224,797)
	550,000		(105,499)	(133,691)	(161,904)	(190,127)	(218,351)	(246,574)	(274,797)
	600,000		(155,499)	(183,691)	(211,904)	(240,127)	(268,351)	(296,574)	(324,797)
	650,000		(205,499)	(233,691)	(261,904)	(290,127)	(318,351)	(346,574)	(374,797)
	700,000		(255,499)	(283,691)	(311,904)	(340,127)	(368,351)	(396,574)	(424,797)
	750,000		(305,499)	(333,691)	(361,904)	(390,127)	(418,351)	(446,574)	(474,797)
	800,000		(355,499)	(383,691)	(411,904)	(440,127)	(468,351)	(496,574)	(524,797)
	850,000		(405,499)	(433,691)	(461,904)	(490,127)	(518,351)	(546,574)	(574,797)



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme A1** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	198,120	0	373,616	345,424	317,231	289,038	260,846	232,653	204,460
Net Zero	2,000	345,775	317,582	289,389	261,197	233,004	204,793	176,570	148,653
(£ per unit)	4,000	317,933	289,740	261,546	233,323	205,100	176,876	148,653	120,736
4,500	6,000	290,076	261,852	233,629	205,406	177,183	148,959	120,736	92,819
	8,000	262,159	233,935	205,712	177,489	149,265	121,042	92,819	64,902
	10,000	234,241	206,018	177,795	149,572	121,348	93,125	64,902	36,985
	12,000	206,324	178,101	149,878	121,654	93,431	65,208	36,985	9,067
	14,000	178,407	150,184	121,961	93,737	65,514	37,291	9,067	(18,850)
	16,000	150,490	122,267	94,043	65,820	37,597	9,374	(18,850)	(46,767)
	18,000	122,573	94,350	66,126	37,903	9,680	(18,544)	(46,767)	(74,684)
	20,000	94,656	66,433	38,209	9,986	(18,237)	(46,461)	(74,684)	(102,921)
	22,000	66,739	38,515	10,292	(17,931)	(46,154)	(74,378)	(102,921)	(132,311)
	24,000	38,822	10,598	(17,625)	(45,848)	(74,072)	(102,604)	(132,311)	(164,472)
	26,000	10,904	(17,319)	(45,542)	(73,765)	(102,287)	(131,987)	(164,472)	(196,746)
	28,000	(17,013)	(45,236)	(73,459)	(101,970)	(131,663)	(164,118)	(196,746)	(229,020)
	30,000	(44,930)	(73,153)	(101,654)	(131,339)	(163,764)	(196,392)	(229,020)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	198,120	0.0%	317,648	289,789	261,929	234,041	206,152	178,263	150,375
M4(3) Category 3 Housing	2.5%	314,310	286,451	258,583	230,694	202,806	174,917	147,028	119,139
(% of OMS & AH units)	5.0%	310,972	283,114	255,236	227,348	199,459	171,570	143,682	115,793
6.0%	7.5%	307,635	279,776	251,890	224,001	196,112	168,224	140,335	112,446
	10.0%	304,297	276,432	248,543	220,654	192,766	164,877	136,989	109,199
	12.5%	300,960	273,085	245,197	217,308	189,419	161,531	133,642	105,950
	15.0%	297,622	269,739	241,850	213,961	186,073	158,184	130,295	102,701
	17.5%	294,284	266,392	238,503	210,615	182,726	154,838	126,949	99,452
	20.0%	290,934	263,046	235,157	207,268	179,380	151,491	123,602	96,203
	22.5%	287,588	259,699	231,810	203,922	176,033	148,144	120,256	92,954
	25.0%	284,241	256,352	228,464	200,575	172,686	144,798	116,909	89,705
	27.5%	280,894	253,006	225,117	197,229	169,340	141,451	113,563	86,456
	30.0%	277,548	249,659	221,771	193,882	165,993	138,105	110,216	83,207
	32.5%	274,201	246,313	218,424	190,535	162,647	134,758	106,969	79,958
	35.0%	270,855	242,966	215,077	187,189	159,300	131,412	103,523	76,709
	37.5%	267,508	239,620	211,731	183,842	155,954	128,065	100,176	73,460

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	198,120	70%	884,287	854,829	825,372	795,914	766,457	736,999	707,542
	75%	789,100	759,871	730,642	701,413	672,184	642,955	613,726	584,497
Build Cost	80%	693,838	664,825	635,808	606,791	577,773	548,756	519,739	490,722
100%	85%	598,392	569,595	540,797	512,000	483,203	454,405	425,608	396,811
(105% = 5% increase)	90%	502,799	474,212	445,625	417,038	388,452	359,865	331,278	302,691
	95%	407,010	378,624	350,239	321,854	293,466	265,060	236,653	208,246
	100%	310,972	282,780	254,567	226,344	198,120	169,897	141,674	113,451
	105%	214,635	186,626	158,616	130,607	102,598	74,589	46,580	18,571
	110%	118,256	90,461	62,666	34,871	7,076	(20,719)	(48,514)	(76,309)
	115%	21,877	(5,704)	(33,285)	(60,865)	(88,446)	(116,981)	(145,516)	(174,051)
	120%	(74,502)	(102,163)	(130,953)	(162,352)	(193,989)	(225,627)	(257,264)	(288,901)
	125%	(178,860)	(210,249)	(241,639)	(273,029)	(304,419)	(335,809)	(367,199)	(398,589)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	198,120	80%	(222,271)	(224,873)	(227,476)	(230,078)	(232,680)	(235,283)	(237,885)
	82%	(162,220)	(167,824)	(173,429)	(179,034)	(184,639)	(190,244)	(195,849)	(201,454)
Market Values	84%	(104,930)	(112,710)	(120,585)	(128,461)	(136,338)	(144,214)	(152,090)	(159,966)
100%	86%	(52,598)	(62,641)	(72,684)	(82,726)	(92,769)	(102,812)	(112,855)	(122,898)
(105% = 5% increase)	88%	(654)	(13,294)	(25,934)	(38,573)	(51,213)	(63,853)	(76,493)	(89,133)
	90%	51,291	36,054	20,817	5,579	(9,658)	(24,895)	(40,132)	(55,369)
	92%	103,235	85,401	67,567	49,732	31,898	14,063	(3,771)	(11,536)
	94%	155,180	134,748	114,317	93,885	73,453	53,022	32,590	12,158
	96%	207,124	184,096	161,067	138,038	115,009	91,980	68,951	45,922
	98%	259,069	233,443	207,817	182,191	156,565	130,939	105,313	79,687
	100%	310,972	282,780	254,567	226,344	198,120	169,897	141,674	113,451
	102%	362,799	332,015	301,231	270,447	239,663	208,879	178,095	147,311
	104%	414,575	381,230	347,875	314,500	281,124	247,749	214,374	180,999
	106%	466,296	430,365	394,435	358,505	322,574	286,644	250,714	214,784
	108%	518,002	479,500	440,984	402,468	363,951	325,435	286,919	248,403
	110%	569,629	528,561	487,492	446,424	405,328	364,226	323,123	282,017
	112%	621,256	577,607	533,957	490,307	446,657	403,008	359,328	317,242
	114%	672,870	626,652	580,421	534,190	487,959	441,728	395,497	351,261
	116%	724,415	675,636	626,857	578,073	529,261	480,448	431,636	382,450
	118%	775,961	724,604	673,248	621,891	570,535	519,168	467,775	428,644
	120%	827,506	773,572	719,639	665,705	611,771	557,838	503,904	459,838

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme A1** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	198,120							
	5,000	310,972	285,893	260,810	235,707	210,605	185,503	160,401
	10,000	310,972	289,007	267,041	245,071	223,091	201,110	179,129
Grant (£ per unit)	15,000	310,972	292,120	273,268	254,415	235,563	216,710	197,857
	20,000	310,972	295,233	279,494	263,755	248,016	232,277	216,538
	25,000	310,972	298,347	285,721	273,096	260,470	247,844	235,219
	30,000	310,972	301,460	291,948	282,436	272,924	263,411	253,899
	35,000	310,972	304,574	298,175	291,776	285,377	278,978	272,558
	40,000	310,972	307,687	304,402	301,116	297,831	294,518	291,194
	45,000	310,972	310,801	310,629	310,457	310,265	310,048	309,831
	50,000	310,972	313,914	316,855	319,797	322,690	325,579	328,468
	55,000	310,972	317,027	323,082	329,119	335,114	341,110	347,087

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Appraisal Ref: **AJ** (see Typologies Matrix)  
 Scheme Typology: **Scheme AJ**  
 Site Typology: Location / Value Zone: **Rugeley** No Units: **100** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				100 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% % Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	14.0	20.0%	4.0	18%	18.0			
3 bed House	40.0%	32.0	30.0%	6.0	38%	38.0			
4 bed House	15.0%	12.0	10.0%	2.0	14%	14.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	8.0	20.0%	4.0	12%	12.0			
2 bed Flat	17.5%	14.0	20.0%	4.0	18%	18.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	80.0	100.0%	20.0	100%	100.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	1,106	11,905	316	3,401	1,422		15,306		
3 bed House	2,976	32,033	558	6,006	3,534		38,040		
4 bed House	1,380	14,854	230	2,476	1,610		17,330		
5 bed House	0	0	0	0	0		0		
1 bed Flat	471	5,065	235	2,533	706		7,598		
2 bed Flat	1,153	12,410	329	3,546	1,482		15,956		
3 bed Flat	0	0	0	0	0		0		
	7,086	76,268	1,669	17,962	8,754		94,230		
AH % by floor area:		19.06% 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	2,500	232					0	
2 bed House	260,000	3,291	306					4,680,000	
3 bed House	305,000	3,280	305					11,590,000	
4 bed House	420,000	3,652	339					5,880,000	
5 bed House	0	0	0					0	
1 bed Flat	135,000	2,700	251					1,620,000	
2 bed Flat	185,000	2,643	246					3,330,000	
3 bed Flat	0	0	0					0	
								27,100,000	
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AJ** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.0	@	260,000	3,640,000
3 bed House	32.0	@	305,000	9,760,000
4 bed House	12.0	@	420,000	5,040,000
5 bed House	0.0	@	0	-
1 bed Flat	8.0	@	135,000	1,080,000
2 bed Flat	14.0	@	185,000	2,590,000
3 bed Flat	0.0	@	0	-
	<b>80.0</b>			<b>22,110,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	213,500	320,250
4 bed House	0.5	@	294,000	147,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	129,500	129,500
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>873,250</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	1.4	@	143,000	200,200
3 bed House	2.1	@	167,750	352,275
4 bed House	0.7	@	231,000	161,700
5 bed House	0.0	@	0	-
1 bed Flat	1.4	@	74,250	103,950
2 bed Flat	1.4	@	101,750	142,450
3 bed Flat	0.0	@	0	-
	<b>7.0</b>			<b>960,575</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	213,500	320,250
4 bed House	0.5	@	250,000	125,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	129,500	129,500
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>851,250</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.6	@	169,000	101,400
3 bed House	0.9	@	198,250	178,425
4 bed House	0.3	@	273,000	81,900
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	87,750	52,650
2 bed Flat	0.6	@	120,250	72,150
3 bed Flat	0.0	@	0	-
	<b>3.0</b>	<b>20.0</b>		<b>486,525</b>
<b>Sub-total GDV Residential</b>				<b>25,281,600</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,818,400</b>
208 £ psm (total GIA sqm)			18,184 £ per unit (total units)	
<b>Grant</b>	20	AH units @	0	per unit
<b>Total GDV</b>				<b>25,281,600</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AJ** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (29,759)									
Planning Application Professional Fees, Surveys and reports (90,000)									
CIL (Mrkt only + garages) 7,305 sqm 58.84 £ psm (429,834)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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			100 units @	0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum				8,754 sqm (total)		0 £ psm			
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.86 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			100 units @	0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House				- sqm @		1,315 psm			
2 bed House				1,422 sqm @		1,315 psm		(1,869,930)	
3 bed House				3,534 sqm @		1,315 psm		(4,647,210)	
4 bed House				1,610 sqm @		1,315 psm		(2,117,150)	
5 bed House				- sqm @		1,315 psm		-	
1 bed Flat				706 sqm @		1,493 psm		(1,053,882)	
2 bed Flat				1,482 sqm @		1,493 psm		(2,213,153)	
3 bed Flat		8,754		- sqm @		1,493 psm		-	
Garages for 3B House (Mrkt only)	32		10%	units @		18 sqm @	640 psm	(36,864)	
Garages for 4B House (Mrkt only)	12		75%	units @		18 sqm @	640 psm	(103,680)	
Garages for 5B House (Mrkt only)	-		120%	units @		18 sqm @	640 psm	-	
		220							
External works				12,041,869 @		15.0%		(1,806,280)	
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
<b>Policy Costs on design -</b>									
Net Biodiversity costs 100 units @ 1,003 £ per unit (100,300)									
M4(2) Category 2 Housing	tenure weighted t	100 units @		94.0% @		521 £ per unit		(48,974)	
M4(3) (10%AH 5%OMS)	tenure weighted t	100 units @		6.0% @		10,111 £ per unit		(60,666)	
Net Zero Cost (2025 FHS Part L)		100 units @				4,500 £ per unit		(450,000)	
SAC		100 units @				291 £ per unit		(29,058)	
EV Charging Points - Houses		70 units @				1,000 £ per unit		(70,000)	
EV Charging Points - Flats		30 units @		4 flats per charger		10,000 £ per 4 units		(75,000)	
Water Efficiency (Climate change policy)		100 units @				10 £ per unit		(1,000)	
	Sub-total							(834,998)	
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction)				14,683,148 @		5.0%		(734,157)	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AJ** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

<b>Professional Fees</b>	14,683,148 @		<b>6.5%</b>		(954,405)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	22,110,000 OMS @		<b>3.00%</b>	6.633 £ per unit	(663,300)
Residential Sales Agent Costs	22,110,000 OMS @		<b>1.00%</b>	2,211 £ per unit	(221,100)
Residential Sales Legal Costs	22,110,000 OMS @		<b>0.25%</b>	553 £ per unit	(55,275)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,297 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(78,305)
<b>Developers Profit -</b>					
Profit on OMS	22,110,000		<b>20.00%</b>		(4,422,000)
Margin on AH	3,171,600		<b>6.00%</b> on AH values		(190,296)
<b>Profit analysis:</b>	<b>25,281,600</b>		<b>18.24% blended GDV</b>	<b>(4,612,296)</b>	
	<b>17,929,283</b>		<b>25.72% on costs</b>	<b>(4,612,296)</b>	
<b>TOTAL COSTS</b>					<b>(22,541,579)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					2,740,021
SDLT	2,740,021 @		HMRC formula		(126,501)
Acquisition Agent fees	2,740,021 @		<b>1.0%</b>		(27,400)
Acquisition Legal fees	2,740,021 @		<b>0.5%</b>		(13,700)
Interest on Land	2,740,021 @		7.00%		(191,801)
Residual Land Value					<b>2,380,618</b>
<b>RLV analysis:</b>	<b>23,806 £ per plot</b>	<b>833,216 £ per ha (net)</b>	<b>337,198 £ per acre (net)</b>		
		<b>791,556 £ per ha (gross)</b>	<b>320,338 £ per acre (gross)</b>		
			<b>9.42% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		2.86 ha (net)		7.06 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		3.01 ha (gross)		7.43 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)		<b>133,529 £ per acre (net)</b>	<b>942,715</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>		<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>503,266 £ per ha (net)</b>		<b>203,669 £ per acre (net)</b>	<b>1,437,904</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AJ** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

## 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	203,669	0.00	383,444	351,808	320,173	288,538	256,902	225,250	193,590
	10.00	372,151	341,080	310,010	278,939	247,862	216,767	185,672	
	20.00	360,858	330,352	299,846	269,340	238,813	208,284	177,755	
	30.00	349,565	319,624	289,682	259,729	229,765	199,801	169,838	
	40.00	338,272	308,896	279,513	250,115	220,716	191,318	161,920	
	50.00	326,979	298,166	269,333	240,501	211,668	182,835	154,003	
	60.00	315,687	287,421	259,154	230,887	202,619	174,352	146,085	
	70.00	304,377	276,676	248,974	221,273	193,571	165,869	138,168	
	80.00	293,067	265,931	238,795	211,659	184,522	157,386	130,250	
	90.00	281,756	255,186	228,615	202,045	175,474	148,903	122,333	
	100.00	270,445	244,441	218,436	192,431	166,426	140,421	114,416	
	110.00	259,135	233,695	208,256	182,817	157,377	131,938	106,498	
	120.00	247,824	222,950	198,076	173,203	148,329	123,455	98,581	
	130.00	236,514	212,205	187,897	163,588	139,280	114,972	90,663	
	140.00	225,203	201,460	177,717	153,974	130,232	106,489	82,746	
	150.00	213,892	190,715	167,538	144,360	121,183	98,006	74,828	
	160.00	202,582	179,970	157,358	134,746	112,135	89,523	66,911	
	170.00	191,271	169,225	147,179	125,132	103,086	81,040	58,994	
	180.00	179,961	158,480	136,999	115,518	94,038	72,557	51,076	
	190.00	168,650	147,735	126,820	105,904	84,989	64,074	43,159	
200.00	157,339	136,990	116,640	96,290	75,941	55,591	35,241		
210.00	146,029	126,245	106,461	86,676	66,892	47,108	27,324		
220.00	134,718	115,500	96,281	77,062	57,844	38,625	19,407		
230.00	123,408	104,755	86,101	67,448	48,795	30,142	11,489		
240.00	112,097	94,010	75,922	57,834	39,747	21,659	3,572		
250.00	100,786	83,264	65,742	48,220	30,698	13,176	(4,346)		

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106	203,669	1,000	304,613	276,281	247,948	219,615	191,283	162,950	134,617
	2,000	292,227	263,894	235,562	207,229	178,896	150,563	122,231	
	3,000	279,841	251,508	223,175	194,842	166,510	138,177	109,844	
	4,000	267,454	239,121	210,789	182,456	154,123	125,790	97,458	
	5,000	255,068	226,735	198,402	170,069	141,737	113,404	85,071	
	6,000	242,681	214,348	186,016	157,683	129,350	101,018	72,685	
	7,000	230,295	201,962	173,629	145,296	116,964	88,631	60,298	
	8,000	217,908	189,575	161,243	132,910	104,577	76,245	47,912	
	9,000	205,522	177,189	148,856	120,524	92,191	63,858	35,525	
	10,000	193,135	164,802	136,470	108,137	79,804	51,472	23,139	
	11,000	180,749	152,416	124,083	95,751	67,418	39,085	10,752	
	12,000	168,362	140,030	111,697	83,364	55,031	26,699	(1,634)	
	13,000	155,976	127,643	99,310	70,978	42,645	14,312	(14,021)	
	14,000	143,589	115,257	86,924	58,591	30,258	1,926	(26,407)	
	15,000	131,203	102,870	74,537	46,205	17,872	(10,461)	(38,793)	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Profit 20.0%	203,669	15.0%	486,306	449,511	412,713	375,914	339,116	302,318	265,520
	16.0%	452,444	417,342	382,237	347,132	312,027	276,922	241,817	
	17.0%	418,582	385,173	351,761	318,349	284,937	251,525	218,113	
	18.0%	384,720	353,005	321,286	289,567	257,848	226,129	194,410	
	19.0%	350,858	320,836	290,810	260,784	230,759	200,733	170,707	
	20.0%	316,997	288,667	260,335	232,002	203,669	175,336	147,004	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
BLV (£ per acre) 133,529	203,669	100,000	350,526	322,196	293,864	265,531	237,198	208,865	180,533
	150,000	300,526	272,196	243,864	215,531	187,198	158,865	130,533	
	200,000	250,526	222,196	193,864	165,531	137,198	108,865	80,533	
	250,000	200,526	172,196	143,864	115,531	87,198	58,865	30,533	
	300,000	150,526	122,196	93,864	65,531	37,198	8,865	(19,467)	
	350,000	100,526	72,196	43,864	15,531	(12,802)	(41,135)	(69,467)	
	400,000	50,526	22,196	(6,136)	(34,469)	(62,802)	(91,135)	(119,467)	
	450,000	526	(27,804)	(56,136)	(84,469)	(112,802)	(141,135)	(169,467)	
	500,000	(49,474)	(77,804)	(106,136)	(134,469)	(162,802)	(191,135)	(219,467)	
	550,000	(99,474)	(127,804)	(156,136)	(184,469)	(212,802)	(241,135)	(269,467)	
	600,000	(149,474)	(177,804)	(206,136)	(234,469)	(262,802)	(291,135)	(319,467)	
	650,000	(199,474)	(227,804)	(256,136)	(284,469)	(312,802)	(341,135)	(369,467)	
	700,000	(249,474)	(277,804)	(306,136)	(334,469)	(362,802)	(391,135)	(419,467)	
	750,000	(299,474)	(327,804)	(356,136)	(384,469)	(412,802)	(441,135)	(469,467)	
	800,000	(349,474)	(377,804)	(406,136)	(434,469)	(462,802)	(491,135)	(519,467)	
	850,000	(399,474)	(427,804)	(456,136)	(484,469)	(512,802)	(541,135)	(569,467)	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AJ** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	203,669	0	379,220	350,907	322,594	294,281	265,968	237,655	209,335
Net Zero (£ per unit)	2,000	351,565	323,252	294,939	266,626	238,298	209,965	181,632	153,929
4,500	4,000	323,910	295,593	267,260	238,928	210,595	182,262	153,929	
	6,000	296,223	267,890	239,557	211,225	182,892	154,559	126,226	
	8,000	268,520	240,187	211,854	183,522	155,189	126,856	98,523	
	10,000	240,817	212,484	184,151	155,819	127,486	99,153	70,821	
	12,000	213,114	184,781	156,448	128,116	99,783	71,450	43,118	
	14,000	185,411	157,078	128,745	100,413	72,080	43,747	15,415	
	16,000	157,708	129,375	101,042	72,710	44,377	16,044	(12,288)	
	18,000	130,005	101,672	73,339	45,007	16,674	(11,659)	(39,991)	
	20,000	102,302	73,969	45,637	17,304	(11,029)	(39,362)	(67,694)	
	22,000	74,599	46,266	17,934	(10,399)	(38,732)	(67,065)	(95,397)	
	24,000	46,896	18,563	(9,769)	(38,102)	(66,435)	(94,768)	(124,071)	
	26,000	19,193	(9,140)	(37,472)	(65,805)	(94,138)	(123,404)	(155,219)	
	28,000	(8,510)	(36,843)	(65,175)	(93,508)	(122,738)	(154,491)	(187,245)	
	30,000	(36,213)	(64,546)	(92,878)	(122,072)	(153,762)	(186,517)	(219,272)	

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	203,669	0.0%	323,627	295,641	267,640	239,640	211,639	183,639	155,638
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	320,312	292,320	264,320	236,319	208,318	180,318	152,317	
6.0%	5.0%	316,997	288,999	260,999	232,998	204,997	176,997	148,996	
	7.5%	313,679	285,678	257,678	229,677	201,677	173,676	145,675	
	10.0%	310,358	282,358	254,357	226,356	198,356	170,355	142,354	
	12.5%	307,037	279,037	251,036	223,035	195,035	167,034	139,034	
	15.0%	303,716	275,716	247,715	219,714	191,714	163,713	135,713	
	17.5%	300,395	272,395	244,394	216,393	188,393	160,392	132,392	
	20.0%	297,075	269,074	241,073	213,073	185,072	157,071	129,071	
	22.5%	293,754	265,753	237,752	209,752	181,751	153,751	125,750	
	25.0%	290,433	262,432	234,432	206,431	178,430	150,430	122,429	
	27.5%	287,112	259,111	231,111	203,110	175,109	147,109	119,108	
	30.0%	283,791	255,790	227,790	199,789	171,789	143,788	115,787	
	32.5%	280,470	252,469	224,469	196,468	168,468	140,467	112,466	
	35.0%	277,149	249,149	221,148	193,147	165,147	137,146	109,145	
	37.5%	273,828	245,828	217,827	189,826	161,826	133,825	105,825	

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	203,669	70%	887,775	858,201	828,626	799,051	769,476	739,901	710,327
Build Cost	75%	792,875	763,522	734,169	704,816	675,463	646,110	616,757	
100%	80%	697,928	668,791	639,653	610,516	581,379	552,241	523,101	
(105% = 5% increase)	85%	602,885	573,959	545,033	516,107	487,181	458,255	429,329	
	90%	507,725	479,009	450,294	421,578	392,862	364,141	335,418	
	95%	412,440	383,929	355,417	326,894	298,369	269,844	241,319	
	100%	316,997	288,667	260,335	232,002	203,669	175,336	147,004	
	105%	221,360	193,240	165,120	137,000	108,880	80,760	52,639	
	110%	125,721	97,813	69,906	41,998	14,090	(13,817)	(41,725)	
	115%	30,081	2,386	(25,309)	(53,004)	(80,699)	(108,636)	(138,208)	
	120%	(65,558)	(93,041)	(121,345)	(151,984)	(183,756)	(215,528)	(247,299)	
	125%	(167,235)	(198,761)	(230,287)	(261,813)	(293,339)	(324,865)	(356,391)	

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	203,669	80%	(212,241)	(215,104)	(217,966)	(220,829)	(223,692)	(226,555)	(229,418)
Market Values	82%	(152,457)	(158,309)	(164,161)	(170,013)	(175,865)	(181,717)	(187,569)	
100%	84%	(96,702)	(104,451)	(112,364)	(120,415)	(128,505)	(136,880)	(145,721)	
(105% = 5% increase)	86%	(44,989)	(55,222)	(65,456)	(75,689)	(85,922)	(96,155)	(106,561)	
	88%	6,724	(6,095)	(18,914)	(31,733)	(44,552)	(57,371)	(70,190)	
	90%	58,436	43,032	27,627	12,223	(3,182)	(18,586)	(33,991)	
	92%	110,149	92,159	74,169	56,179	38,188	20,198	2,208	
	94%	161,862	141,286	120,710	100,134	79,559	58,983	38,407	
	96%	213,574	190,413	167,252	144,090	120,929	97,767	74,606	
	98%	265,287	239,540	213,793	188,046	162,299	136,552	110,805	
	100%	316,997	288,667	260,335	232,002	203,669	175,336	147,004	
	102%	368,634	337,739	306,844	275,949	245,039	214,121	183,203	
	104%	420,261	386,794	353,318	319,841	286,364	252,888	219,401	
	106%	471,831	435,796	399,761	363,725	327,674	291,616	255,557	
	108%	523,401	484,787	446,173	407,560	368,946	330,332	291,703	
	110%	574,924	533,754	492,583	451,394	410,202	369,010	327,817	
	112%	626,434	582,688	538,942	495,196	451,451	407,687	363,916	
	114%	677,943	631,622	585,301	538,979	492,658	446,337	400,015	
	116%	729,415	680,540	631,659	582,763	533,866	484,969	436,072	
	118%	780,872	729,424	677,976	626,528	575,073	523,601	472,129	
	120%	832,329	778,308	724,287	670,266	616,245	562,224	508,186	



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Scheme Typology: **Scheme AJ** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	203,669							
	5,000	316,997	291,768	266,535	241,303	216,070	190,838	165,606
	10,000	316,997	294,868	272,736	250,604	228,472	206,339	184,207
Grant (£ per unit)	15,000	316,997	297,968	278,936	259,905	240,873	221,841	202,809
	20,000	316,997	301,065	285,133	269,201	253,269	237,337	221,405
	25,000	316,997	304,160	291,323	278,487	265,650	252,813	239,977
	30,000	316,997	307,255	297,514	287,773	278,031	268,290	258,548
	35,000	316,997	310,350	303,704	297,058	290,412	283,766	277,120
	40,000	316,997	313,446	309,895	306,344	302,793	299,243	295,673
	45,000	316,997	316,541	316,086	315,630	315,174	314,701	314,217
	50,000	316,997	319,636	322,276	324,916	327,548	330,154	332,761
	55,000	316,997	322,732	328,467	334,202	339,910	345,607	351,305

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Appraisal Ref: **AK** (see Typologies Matrix)  
 Scheme Typology: **Scheme AK**  
 Site Typology: **Location / Value Zone: Rugeley** No Units: **150** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				150 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	21.0	20.0%	6.0	18%	27.0			
3 bed House	40.0%	48.0	30.0%	9.0	38%	57.0			
4 bed House	15.0%	18.0	10.0%	3.0	14%	21.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	12.0	20.0%	6.0	12%	18.0			
2 bed Flat	17.5%	21.0	20.0%	6.0	18%	27.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	120.0	100.0%	30.0	100%	150.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	1,659	17,857	474	5,102	2,133		22,959		
3 bed House	4,464	48,050	837	9,009	5,301		57,059		
4 bed House	2,070	22,281	345	3,714	2,415		25,995		
5 bed House	0	0	0	0	0		0		
1 bed Flat	706	7,598	353	3,799	1,059		11,397		
2 bed Flat	1,729	18,615	494	5,319	2,224		23,934		
3 bed Flat	0	0	0	0	0		0		
	10,628	114,402	2,503	26,943	13,131		141,345		
AH % by floor area:		19.06% 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	2,500	232				0		
2 bed House	260,000	3,291	306				7,020,000		
3 bed House	305,000	3,280	305				17,385,000		
4 bed House	420,000	3,652	339				8,820,000		
5 bed House	0	0	0				0		
1 bed Flat	135,000	2,700	251				2,430,000		
2 bed Flat	185,000	2,643	246				4,995,000		
3 bed Flat	0	0	0				0		
							40,650,000		
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AK** No Units: **150**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	21.0	@	260,000	5,460,000
3 bed House	48.0	@	305,000	14,640,000
4 bed House	18.0	@	420,000	7,560,000
5 bed House	0.0	@	0	-
1 bed Flat	12.0	@	135,000	1,620,000
2 bed Flat	21.0	@	185,000	3,885,000
3 bed Flat	0.0	@	0	-
	120.0			33,165,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.5	@	182,000	273,000
3 bed House	2.3	@	213,500	480,375
4 bed House	0.8	@	294,000	220,500
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	94,500	141,750
2 bed Flat	1.5	@	129,500	194,250
3 bed Flat	0.0	@	0	-
	7.5			1,309,875
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	2.1	@	143,000	300,300
3 bed House	3.2	@	167,750	528,413
4 bed House	1.1	@	231,000	242,550
5 bed House	0.0	@	0	-
1 bed Flat	2.1	@	74,250	155,925
2 bed Flat	2.1	@	101,750	213,675
3 bed Flat	0.0	@	0	-
	10.5			1,440,863
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.5	@	182,000	273,000
3 bed House	2.3	@	213,500	480,375
4 bed House	0.8	@	250,000	187,500
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	94,500	141,750
2 bed Flat	1.5	@	129,500	194,250
3 bed Flat	0.0	@	0	-
	7.5			1,276,875
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.9	@	169,000	152,100
3 bed House	1.4	@	198,250	267,638
4 bed House	0.5	@	273,000	122,850
5 bed House	0.0	@	0	-
1 bed Flat	0.9	@	87,750	78,975
2 bed Flat	0.9	@	120,250	108,225
3 bed Flat	0.0	@	0	-
	4.5	30.0		729,788
<b>Sub-total GDV Residential</b>				
	<b>150</b>			<b>37,922,400</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>2,727,600</b>
	208 £ psm (total GIA sqm)		18,184 £ per unit (total units)	
<b>Grant</b>				
	30	AH units @	0	per unit
<b>Total GDV</b>				
				<b>37,922,400</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AK** No Units: **150**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (36,659)									
Planning Application Professional Fees, Surveys and reports (110,000)									
CIL (Mrkt only + garages) 10,958 sqm 58.84 £ psm (644,751)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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 @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			13,131 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 4.29 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				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			
2 bed House			2,133 sqm @		1,315	psm		(2,804,895)	
3 bed House			5,301 sqm @		1,315	psm		(6,970,815)	
4 bed House			2,415 sqm @		1,315	psm		(3,175,725)	
5 bed House			- sqm @		1,315	psm			
1 bed Flat			1,059 sqm @		1,493	psm		(1,580,824)	
2 bed Flat			2,224 sqm @		1,493	psm		(3,319,729)	
3 bed Flat		13,131	- sqm @		1,493	psm			
Garages for 3B House (Mrkt only)	48		10% units @		18	sqm @	640	psm	(55,296)
Garages for 4B House (Mrkt only)	18		75% units @		18	sqm @	640	psm	(155,520)
Garages for 5B House (Mrkt only)	-		120% units @		18	sqm @	640	psm	
		329							
External works 18,062,804 @ 15.0% (2,709,421)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 150 units @ 1,003 £ per unit (150,450)									
M4(2) Category 2 Housing	tenure weighted t	150	units @	94.0%	@	521	£ per unit		(73,461)
M4(3) (10%AH 5%OMS)	tenure weighted t	150	units @	6.0%	@	10,111	£ per unit		(90,999)
Net Zero Cost (2025 FHS Part L)		150	units @			4,500	£ per unit		(675,000)
SAC		150	units @			291	£ per unit		(43,587)
EV Charging Points - Houses		105	units @			1,000	£ per unit		(105,000)
EV Charging Points - Flats		45	units @		4 flats per charger	10,000	£ per 4 units		(112,500)
Water Efficiency (Climate change policy)		150	units @			10	£ per unit		(1,500)
	Sub-total								(1,252,497)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction)			22,024,722 @			5.0%			(1,101,236)

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Scheme Typology: **Scheme AK** No Units: **150**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

<b>Professional Fees</b>	22,024,722 @	6.5%		(1,431,607)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	33,165,000 OMS @	3.00%	6,633 £ per unit	(994,950)
Residential Sales Agent Costs	33,165,000 OMS @	1.00%	2,211 £ per unit	(331,650)
Residential Sales Legal Costs	33,165,000 OMS @	0.25%	553 £ per unit	(82,913)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,330 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR	0.565% pcm		(97,552)
<b>Developers Profit -</b>				
Profit on OMS	33,165,000	20.00%		(6,633,000)
Margin on AH	4,757,400	6.00% on AH values		(285,444)
<b>Profit analysis:</b>	<b>37,922,400</b>	<b>18.24% blended GDV</b>	<b>(6,918,444)</b>	
	<b>26,846,039</b>	<b>25.77% on costs</b>	<b>(6,918,444)</b>	
<b>TOTAL COSTS</b>				<b>(33,764,483)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				4,157,917
SDLT	4,157,917 @	HMRC formula		(197,396)
Acquisition Agent fees	4,157,917 @	1.0%		(41,579)
Acquisition Legal fees	4,157,917 @	0.5%		(20,790)
Interest on Land	4,157,917 @	7.00%		(291,054)
Residual Land Value				<b>3,607,098</b>
<b>RLV analysis:</b>	<b>24,047 £ per plot</b>	<b>841,656 £ per ha (net)</b>	<b>340,614 £ per acre (net)</b>	
		<b>799,573 £ per ha (gross)</b>	<b>323,583 £ per acre (gross)</b>	
			<b>9.51% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	4.29 ha (net)	10.59 acres (net)		
Net to Gross ratio	95%			
Site Area (gross)	4.51 ha (gross)	11.15 acres (gross)		
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	133,529 £ per acre (net)	1,414,072
<b>BLV analysis:</b>	<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)	511,706 £ per ha (net)	207,085 £ per acre (net)		2,193,026

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AK** No Units: **150**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

## 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	207,085								
	0.00	386,881	355,216	323,550	291,885	260,219	228,540	196,854	
	10.00	375,607	344,505	313,403	282,301	251,195	220,073	188,951	
	CIL £ psm 58.84	20.00	364,332	333,794	303,256	272,718	242,163	211,606	181,049
		30.00	353,057	323,083	293,108	263,125	233,132	203,139	173,146
		40.00	341,782	312,372	282,957	253,528	224,100	194,672	165,243
		50.00	330,507	301,660	272,796	243,932	215,069	186,205	157,341
		60.00	319,233	290,935	262,636	234,336	206,037	177,738	149,438
		70.00	307,945	280,210	252,475	224,740	197,005	169,270	141,535
		80.00	296,656	269,485	242,315	215,144	187,974	160,803	133,633
		90.00	285,366	258,760	232,154	205,548	178,942	152,336	125,730
		100.00	274,077	248,035	221,994	195,952	169,911	143,869	117,828
		110.00	262,788	237,310	211,833	186,356	160,879	135,402	109,925
		120.00	251,498	226,585	201,673	176,760	151,848	126,935	102,022
		130.00	240,209	215,860	191,512	167,164	142,816	118,468	94,120
		140.00	228,919	205,136	181,352	157,568	133,784	110,001	86,217
		150.00	217,630	194,411	171,191	147,972	124,753	101,534	78,315
		160.00	206,340	183,686	161,031	138,376	115,721	93,067	70,412
		170.00	195,051	172,961	150,870	128,780	106,690	84,600	62,509
		180.00	183,761	162,236	140,710	119,184	97,658	76,132	54,607
190.00		172,472	151,511	130,549	109,588	88,627	67,665	46,704	
200.00	161,183	140,786	120,389	99,992	79,595	59,198	38,801		
210.00	149,893	130,061	110,228	90,396	70,564	50,731	30,899		
220.00	138,604	119,336	100,068	80,800	61,532	42,264	22,996		
230.00	127,314	108,611	89,907	71,204	52,500	33,797	15,094		
240.00	116,025	97,886	79,747	61,608	43,469	25,330	7,191		
250.00	104,735	87,161	69,586	52,012	34,437	16,863	(7,12)		

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	207,085							
	1,000	308,181	279,816	251,451	223,086	194,721	166,356	137,991
	2,000	295,818	267,453	239,088	210,723	182,358	153,993	125,628
	3,000	283,454	255,089	226,725	198,360	169,995	141,630	113,265
	4,000	271,091	242,726	214,361	185,996	157,631	129,266	100,902
	5,000	258,728	230,363	201,998	173,633	145,268	116,903	88,538
	6,000	246,364	218,000	189,635	161,270	132,905	104,540	76,175
	7,000	234,001	205,636	177,271	148,906	120,541	92,177	63,812
	8,000	221,638	193,273	164,908	136,543	108,178	79,813	51,448
	9,000	209,275	180,910	152,545	124,180	95,815	67,450	39,085
	10,000	196,911	168,546	140,181	111,816	83,452	55,087	26,722
	11,000	184,548	156,183	127,818	99,453	71,088	42,723	14,358
	12,000	172,185	143,820	115,455	87,090	58,725	30,360	1,995
	13,000	159,821	131,456	103,091	74,727	46,362	17,997	(10,368)
	14,000	147,458	119,093	90,728	62,363	33,998	5,633	(22,732)
	15,000	135,095	106,730	78,365	50,000	21,635	(6,730)	(35,095)

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	207,085							
	15.0%	489,850	453,023	416,193	379,362	342,532	305,701	268,871
	16.0%	455,988	420,854	385,717	350,580	315,442	280,305	245,168
	17.0%	422,126	388,686	355,241	321,797	288,353	254,909	221,465
	18.0%	388,264	356,517	324,766	293,015	261,264	229,512	197,761
	19.0%	354,402	324,348	294,290	264,232	234,174	204,116	174,058
20.0%	320,541	292,179	263,814	235,450	207,085	178,720	150,355	

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	207,085							
	100,000	354,070	325,708	297,343	268,979	240,614	212,249	183,884
	150,000	304,070	275,708	247,343	218,979	190,614	162,249	133,884
	200,000	254,070	225,708	197,343	168,979	140,614	112,249	83,884
	250,000	204,070	175,708	147,343	118,979	90,614	62,249	33,884
	300,000	154,070	125,708	97,343	68,979	40,614	12,249	(16,116)
	350,000	104,070	75,708	47,343	18,979	(9,386)	(37,751)	(66,116)
	400,000	54,070	25,708	(2,657)	(31,021)	(59,386)	(87,751)	(116,116)
	450,000	4,070	(24,292)	(52,657)	(81,021)	(109,386)	(137,751)	(166,116)
	500,000	(45,930)	(74,292)	(102,657)	(131,021)	(159,386)	(187,751)	(216,116)
	550,000	(95,930)	(124,292)	(152,657)	(181,021)	(209,386)	(237,751)	(266,116)
	600,000	(145,930)	(174,292)	(202,657)	(231,021)	(259,386)	(287,751)	(316,116)
	650,000	(195,930)	(224,292)	(252,657)	(281,021)	(309,386)	(337,751)	(366,116)
	700,000	(245,930)	(274,292)	(302,657)	(331,021)	(359,386)	(387,751)	(416,116)
	750,000	(295,930)	(324,292)	(352,657)	(381,021)	(409,386)	(437,751)	(466,116)
	800,000	(345,930)	(374,292)	(402,657)	(431,021)	(459,386)	(487,751)	(516,116)
850,000	(395,930)	(424,292)	(452,657)	(481,021)	(509,386)	(537,751)	(566,116)	

240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AK** No Units: **150**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	207,085	0	382,639	354,291	325,942	297,594	269,245	240,897	212,544
Net Zero	2,000	355,040	326,691	298,343	269,994	241,634	213,269	184,904	157,265
(£ per unit)	4,000	327,440	299,089	270,724	242,359	213,995	185,630	157,265	129,625
4,500	6,000	299,815	271,450	243,085	214,720	186,355	157,990	129,625	101,986
	8,000	272,175	243,810	215,445	187,080	158,715	130,351	101,986	74,346
	10,000	244,536	216,171	187,806	159,441	131,076	102,711	74,346	46,707
	12,000	216,896	188,531	160,166	131,801	103,436	75,072	46,707	19,067
	14,000	189,257	160,892	132,527	104,162	75,797	47,432	19,067	(8,572)
	16,000	161,617	133,252	104,887	76,522	48,157	19,793	(8,572)	(36,212)
	18,000	133,978	105,613	77,248	48,883	20,518	(7,847)	(36,212)	(63,851)
	20,000	106,338	77,973	49,608	21,243	(7,122)	(35,487)	(63,851)	(91,491)
	22,000	78,699	50,334	21,969	(6,396)	(34,761)	(63,126)	(91,491)	(119,374)
	24,000	51,059	22,694	(5,671)	(34,036)	(62,401)	(90,766)	(119,374)	(149,983)
	26,000	23,420	(4,945)	(33,310)	(61,675)	(90,040)	(118,623)	(149,983)	(181,936)
	28,000	(4,220)	(32,585)	(60,950)	(89,315)	(117,873)	(149,144)	(181,936)	(213,889)
	30,000	(31,859)	(60,224)	(88,589)	(117,122)	(148,305)	(181,097)	(213,889)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	207,085	0.0%	327,158	299,137	271,104	243,070	215,037	187,003	158,969
M4(3) Category 3 Housing	2.5%	323,849	295,824	267,790	239,757	211,723	183,690	155,656	127,343
(% of OMS & AH units)	5.0%	320,541	292,511	264,477	236,444	208,410	180,376	152,343	124,029
6.0%	7.5%	317,231	289,197	261,164	233,130	205,097	177,063	149,029	120,716
	10.0%	313,918	285,884	257,851	229,817	201,783	173,750	145,716	117,403
	12.5%	310,605	282,571	254,537	226,504	198,470	170,436	142,403	114,090
	15.0%	307,291	279,258	251,224	223,190	195,157	167,123	139,090	110,677
	17.5%	303,978	275,944	247,911	219,877	191,844	163,810	135,776	107,264
	20.0%	300,665	272,631	244,597	216,564	188,530	160,497	132,463	103,851
	22.5%	297,351	269,318	241,284	213,251	185,217	157,183	129,150	100,438
	25.0%	294,038	266,004	237,971	209,937	181,904	153,870	125,836	97,025
	27.5%	290,725	262,691	234,658	206,624	178,590	150,557	122,523	93,612
	30.0%	287,412	259,378	231,344	203,311	175,277	147,243	119,210	90,200
	32.5%	284,098	256,065	228,031	199,997	171,964	143,930	115,897	86,787
	35.0%	280,785	252,751	224,718	196,684	168,651	140,617	112,583	83,374
	37.5%	277,472	249,438	221,404	193,371	165,337	137,304	109,270	80,000

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	207,085	70%	890,511	860,901	831,292	801,682	772,073	742,463	712,854
	75%	795,707	766,317	736,928	707,538	678,148	648,758	619,368	589,978
Build Cost	80%	700,864	671,689	642,514	613,339	584,164	554,989	525,814	496,639
100%	85%	605,941	576,977	548,013	519,049	490,085	461,121	432,156	403,191
(105% = 5% increase)	90%	510,921	482,167	453,413	424,659	395,905	367,148	338,388	309,629
	95%	415,797	387,248	358,699	330,142	301,581	273,021	244,461	215,901
	100%	320,541	292,179	263,814	235,450	207,085	178,720	150,355	121,990
	105%	225,124	196,971	168,818	140,665	112,512	84,360	56,207	28,054
	110%	129,703	101,763	73,822	45,881	17,940	(10,001)	(37,941)	(65,941)
	115%	34,283	6,554	(21,175)	(48,903)	(76,632)	(104,361)	(133,055)	(161,749)
	120%	(61,138)	(88,654)	(116,311)	(146,419)	(178,230)	(210,042)	(241,853)	(273,664)
	125%	(161,298)	(192,864)	(224,430)	(255,996)	(287,562)	(319,128)	(350,694)	(382,260)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	207,085	80%	(206,776)	(209,716)	(212,656)	(215,595)	(218,535)	(221,475)	(224,415)
	82%	(147,072)	(152,997)	(158,922)	(164,847)	(170,772)	(176,697)	(182,622)	(188,547)
Market Values	84%	(92,608)	(100,315)	(108,023)	(115,855)	(123,903)	(132,056)	(140,209)	(148,362)
100%	86%	(40,964)	(51,254)	(61,543)	(71,833)	(82,122)	(92,412)	(102,701)	(113,000)
(105% = 5% increase)	88%	10,680	(2,192)	(15,063)	(27,935)	(40,807)	(53,679)	(66,550)	(79,421)
	90%	62,324	46,870	31,416	15,962	508	(14,946)	(30,399)	(45,852)
	92%	113,968	95,932	77,896	59,860	41,824	23,788	5,751	(12,295)
	94%	165,612	144,994	124,376	103,757	83,139	62,521	41,902	21,283
	96%	217,256	194,056	170,855	147,655	124,454	101,254	78,053	54,852
	98%	268,900	243,118	217,335	191,552	165,769	139,987	114,204	88,421
	100%	320,541	292,179	263,814	235,450	207,085	178,720	150,355	121,990
	102%	372,122	341,194	310,267	279,339	248,400	217,453	186,506	155,559
	104%	423,694	390,196	356,690	323,183	289,677	256,170	222,663	189,156
	106%	475,219	439,153	403,086	367,020	330,942	294,856	258,770	222,663
	108%	526,743	488,101	449,459	410,816	372,174	333,532	294,877	256,231
	110%	578,229	537,028	495,828	454,612	413,394	372,175	330,957	289,812
	112%	629,704	585,929	542,155	498,381	454,607	410,819	367,024	321,917
	114%	681,178	634,830	588,483	542,135	495,787	449,439	403,091	353,022
	116%	732,621	683,717	634,810	585,888	536,967	488,045	439,124	384,127
	118%	784,052	732,577	681,101	629,626	578,147	526,651	475,156	425,232
	120%	835,483	781,436	727,389	673,343	619,296	565,249	511,188	456,287

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AK** No Units: **150**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

	207,085	0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	5,000	320,541	295,274	270,003	244,732	219,461	194,190	168,919
	10,000	320,541	298,368	276,191	254,014	231,837	209,661	187,484
Grant (£ per unit)	15,000	320,541	301,462	282,379	263,296	244,214	225,131	206,048
	20,000	320,541	304,552	288,563	272,574	256,585	240,596	224,607
	25,000	320,541	307,642	294,743	281,844	268,945	256,046	243,147
	30,000	320,541	310,731	300,922	291,113	281,304	271,495	261,686
	35,000	320,541	313,821	307,102	300,383	293,664	286,945	280,226
	40,000	320,541	316,911	313,282	309,653	306,024	302,394	298,749
	45,000	320,541	320,001	319,462	318,922	318,383	317,828	317,265
	50,000	320,541	323,091	325,642	328,192	330,736	333,258	335,781
	55,000	320,541	326,181	331,821	337,462	343,080	348,688	354,297

**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



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Appraisal Ref: **AL** (see Typologies Matrix)  
 Scheme Typology: **Scheme AL**  
 Site Typology: **Location / Value Zone: Rugeley** No Units: **200** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				200 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% % Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	28.0	20.0%	8.0	18%	36.0			
3 bed House	40.0%	64.0	30.0%	12.0	38%	76.0			
4 bed House	15.0%	24.0	10.0%	4.0	14%	28.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	16.0	20.0%	8.0	12%	24.0			
2 bed Flat	17.5%	28.0	20.0%	8.0	18%	36.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	160.0	100.0%	40.0	100%	200.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	2,212	23,810	632	6,803	2,844	30,613			
3 bed House	5,952	64,067	1,116	12,013	7,068	76,079			
4 bed House	2,760	29,708	460	4,951	3,220	34,660			
5 bed House	0	0	0	0	0	0			
1 bed Flat	941	10,131	471	5,065	1,412	15,196			
2 bed Flat	2,306	24,820	659	7,092	2,965	31,912			
3 bed Flat	0	0	0	0	0	0			
	14,171	152,536	3,337	35,924	17,508	188,460			
AH % by floor area:		19.06% 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	2,500	232			0			
2 bed House	260,000	3,291	306			9,360,000			
3 bed House	305,000	3,280	305			23,180,000			
4 bed House	420,000	3,652	339			11,760,000			
5 bed House	0	0	0			0			
1 bed Flat	135,000	2,700	251			3,240,000			
2 bed Flat	185,000	2,643	246			6,660,000			
3 bed Flat	0	0	0			0			
						54,200,000			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AL** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	28.0	@	260,000	7,280,000
3 bed House	64.0	@	305,000	19,520,000
4 bed House	24.0	@	420,000	10,080,000
5 bed House	0.0	@	0	-
1 bed Flat	16.0	@	135,000	2,160,000
2 bed Flat	28.0	@	185,000	5,180,000
3 bed Flat	0.0	@	0	-
	<b>160.0</b>			<b>44,220,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	2.0	@	182,000	364,000
3 bed House	3.0	@	213,500	640,500
4 bed House	1.0	@	294,000	294,000
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	94,500	189,000
2 bed Flat	2.0	@	129,500	259,000
3 bed Flat	0.0	@	0	-
	<b>10.0</b>			<b>1,746,500</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	2.8	@	143,000	400,400
3 bed House	4.2	@	167,750	704,550
4 bed House	1.4	@	231,000	323,400
5 bed House	0.0	@	0	-
1 bed Flat	2.8	@	74,250	207,900
2 bed Flat	2.8	@	101,750	284,900
3 bed Flat	0.0	@	0	-
	<b>14.0</b>			<b>1,921,150</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	2.0	@	182,000	364,000
3 bed House	3.0	@	213,500	640,500
4 bed House	1.0	@	250,000	250,000
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	94,500	189,000
2 bed Flat	2.0	@	129,500	259,000
3 bed Flat	0.0	@	0	-
	<b>10.0</b>			<b>1,702,500</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	1.2	@	169,000	202,800
3 bed House	1.8	@	198,250	356,850
4 bed House	0.6	@	273,000	163,800
5 bed House	0.0	@	0	-
1 bed Flat	1.2	@	87,750	105,300
2 bed Flat	1.2	@	120,250	144,300
3 bed Flat	0.0	@	0	-
	<b>6.0</b>	<b>40.0</b>		<b>973,050</b>
<b>Sub-total GDV Residential</b>				
	<b>200</b>			<b>50,563,200</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>3,636,800</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>40</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				
				<b>50,563,200</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AL** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (43,559)									
Planning Application Professional Fees, Surveys and reports (130,000)									
CIL (Mrkt only + garages) 14,610 sqm 58.84 £ psm (859,668)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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		200 units @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			17,508 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 5.71 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		200 units @		0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			-
2 bed House			2,844 sqm @		1,315	psm			(3,739,860)
3 bed House			7,068 sqm @		1,315	psm			(9,294,420)
4 bed House			3,220 sqm @		1,315	psm			(4,234,300)
5 bed House			- sqm @		1,315	psm			-
1 bed Flat			1,412 sqm @		1,493	psm			(2,107,765)
2 bed Flat			2,965 sqm @		1,493	psm			(4,426,306)
3 bed Flat		17,508	- sqm @		1,493	psm			-
Garages for 3B House (Mrkt only)	64		10% units @		18	sqm @	640	psm	(73,728)
Garages for 4B House (Mrkt only)	24		75% units @		18	sqm @	640	psm	(207,360)
Garages for 5B House (Mrkt only)	-		120% units @		18	sqm @	640	psm	-
		439							
<b>External works</b> 24,083,739 @ 15.0% (3,612,561)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 200 units @ 1,003 £ per unit (200,600)									
M4(2) Category 2 Housing	tenure weighted t	200	units @	94.0%	@	521	£ per unit		(97,948)
M4(3) (10%AH 5%OMS)	tenure weighted t	200	units @	6.0%	@	10,111	£ per unit		(121,332)
Net Zero Cost (2025 FHS Part L) 200 units @ 4,500 £ per unit (900,000)									
SAC 200 units @ 291 £ per unit (58,116)									
EV Charging Points - Houses 140 units @ 1,000 £ per unit (140,000)									
EV Charging Points - Flats 60 units @ 4 flats per charger 10,000 £ per 4 units (150,000)									
Water Efficiency (Climate change policy) 200 units @ 10 £ per unit (2,000)									
			Sub-total						(1,669,996)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction) 29,366,295 @ 5.0% (1,468,315)									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AL** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

<b>Professional Fees</b>	29,366,295 @	6.5%		(1,908,809)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	44,220,000 OMS @	3.00%	6.633 £ per unit	(1,326,600)
Residential Sales Agent Costs	44,220,000 OMS @	1.00%	2,211 £ per unit	(442,200)
Residential Sales Legal Costs	44,220,000 OMS @	0.25%	553 £ per unit	(110,550)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,347 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(112,379)
<b>Developers Profit -</b>				
Profit on OMS	44,220,000	20.00%		(8,844,000)
Margin on AH	6,343,200	6.00% on AH values		(380,592)
<b>Profit analysis:</b>	<b>50,563,200</b>	<b>18.24% blended GDV</b>	<b>(9,224,592)</b>	
	<b>35,758,375</b>	<b>25.80% on costs</b>	<b>(9,224,592)</b>	
<b>TOTAL COSTS</b>				<b>(44,982,967)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				5,580,233
SDLT	5,580,233 @	HMRC formula		(268,512)
Acquisition Agent fees	5,580,233 @	1.0%		(55,802)
Acquisition Legal fees	5,580,233 @	0.5%		(27,901)
Interest on Land	5,580,233 @	7.00%		(390,616)
Residual Land Value				<b>4,837,402</b>
<b>RLV analysis:</b>	<b>24,187 £ per plot</b>	<b>846,545 £ per ha (net)</b>	<b>342,592 £ per acre (net)</b>	
		<b>804,218 £ per ha (gross)</b>	<b>325,463 £ per acre (gross)</b>	
			<b>9.57% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	5.71 ha (net)		14.12 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	6.02 ha (gross)		14.86 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	133,529 £ per acre (net)	1,885,429
<b>BLV analysis:</b>	<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)	516,595 £ per ha (net)	209,063 £ per acre (net)		2,951,972

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AL** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

## 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	209,063	0.00	388,880	357,193	325,506	293,818	262,131	230,430	(654)
	10.00	147,881	121,776	95,670	69,564	43,459	17,353	(8,753)	
	20.00	136,312	110,785	85,258	59,731	34,203	8,676	(16,851)	
	30.00	124,743	99,794	74,846	49,897	24,948	(1)	(24,949)	
	40.00	113,174	88,804	64,433	40,063	15,693	(8,678)	(33,048)	
	50.00	101,605	77,813	54,021	30,229	6,437	(17,354)	(41,146)	
	60.00	90,036	66,822	43,609	20,395	(2,818)	(26,031)	(49,245)	
	70.00	78,466	55,831	33,197	10,562	(12,073)	(34,708)	(57,343)	
	80.00	66,897	44,841	22,784	728	(21,329)	(43,385)	(65,442)	
	90.00	55,328	33,850	12,372	(9,106)	(30,584)	(52,062)	(73,540)	
	100.00	43,759	22,859	1,960	(18,940)	(39,839)	(60,739)	(81,638)	
	110.00	32,190	11,869	(8,453)	(28,774)	(49,095)	(69,416)	(89,737)	
	120.00	20,620	878	(18,865)	(38,607)	(58,350)	(78,093)	(97,835)	
	130.00	9,051	(10,113)	(29,277)	(48,441)	(67,605)	(86,769)	(105,934)	
	140.00	(2,518)	(21,104)	(39,689)	(58,275)	(76,861)	(95,446)	(114,032)	
	150.00	(14,087)	(32,094)	(50,102)	(68,109)	(86,116)	(104,123)	(122,290)	
	160.00	(25,656)	(43,085)	(60,514)	(77,943)	(95,371)	(112,800)	(130,824)	
	170.00	(37,225)	(54,076)	(70,926)	(87,776)	(104,627)	(121,614)	(139,973)	
	180.00	(48,795)	(65,066)	(81,338)	(97,610)	(113,882)	(130,745)	(149,390)	
	190.00	(60,364)	(76,057)	(91,751)	(107,444)	(123,332)	(140,559)	(158,807)	
200.00	(71,933)	(87,048)	(102,163)	(117,278)	(133,113)	(150,648)	(168,223)		
210.00	(83,502)	(98,039)	(112,575)	(127,525)	(143,834)	(160,737)	(177,640)		
220.00	(95,071)	(109,029)	(123,177)	(138,366)	(154,596)	(170,827)	(187,057)		
230.00	(106,640)	(120,106)	(134,243)	(149,801)	(165,358)	(180,916)	(196,474)		
240.00	(118,232)	(131,651)	(146,350)	(161,235)	(176,120)	(191,006)	(205,891)		
250.00	(130,348)	(144,245)	(158,458)	(172,670)	(186,883)	(201,095)	(215,307)		

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106 -	209,063	1,000	310,268	281,880	253,492	225,104	196,716	168,328	139,940
	2,000	297,921	269,533	241,145	212,757	184,369	155,981	127,593	
	3,000	285,574	257,186	229,798	200,410	172,022	143,634	115,246	
	4,000	273,227	244,839	216,451	188,063	159,675	131,287	102,900	
	5,000	260,880	232,492	204,104	175,716	147,328	118,940	90,553	
	6,000	248,533	220,145	191,757	163,369	134,981	106,594	78,206	
	7,000	236,186	207,798	179,410	151,022	122,634	94,247	65,859	
	8,000	223,839	195,451	167,063	138,675	110,287	81,900	53,512	
	9,000	211,492	183,104	154,716	126,328	97,941	69,553	41,165	
	10,000	199,145	170,757	142,369	113,981	85,594	57,206	28,818	
	11,000	186,798	158,410	130,022	101,635	73,247	44,859	16,471	
	12,000	174,451	146,063	117,675	89,288	60,900	32,512	4,124	
	13,000	162,104	133,716	105,328	76,941	48,553	20,165	(8,223)	
	14,000	149,757	121,369	92,982	64,594	36,206	7,818	(20,570)	
	15,000	137,410	109,022	80,635	52,247	23,859	(4,529)	(32,917)	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Profit 20.0%	209,063	15.0%	491,923	455,070	418,217	381,364	344,510	307,657	270,804
	16.0%	458,061	422,902	387,741	352,581	317,421	282,261	247,100	
	17.0%	424,199	390,733	357,266	323,799	290,332	256,864	223,397	
	18.0%	390,338	358,564	326,790	295,016	263,242	231,468	199,694	
	19.0%	356,476	326,396	296,315	266,234	236,153	206,072	175,991	
	20.0%	322,614	294,227	265,839	237,451	209,063	180,675	152,287	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
BLV (£ per acre) 133,529	209,063	100,000	356,143	327,756	299,368	270,980	242,592	214,204	185,816
	150,000	306,143	277,756	249,368	220,980	192,592	164,204	135,816	
	200,000	256,143	227,756	199,368	170,980	142,592	114,204	85,816	
	250,000	206,143	177,756	149,368	120,980	92,592	64,204	35,816	
	300,000	156,143	127,756	99,368	70,980	42,592	14,204	(14,184)	
	350,000	106,143	77,756	49,368	20,980	(7,408)	(35,796)	(64,184)	
	400,000	56,143	27,756	(632)	(29,020)	(57,408)	(85,796)	(114,184)	
	450,000	6,143	(22,244)	(50,632)	(79,020)	(107,408)	(135,796)	(164,184)	
	500,000	(43,857)	(72,244)	(100,632)	(129,020)	(157,408)	(185,796)	(214,184)	
	550,000	(93,857)	(122,244)	(150,632)	(179,020)	(207,408)	(235,796)	(264,184)	
	600,000	(143,857)	(172,244)	(200,632)	(229,020)	(257,408)	(285,796)	(314,184)	
	650,000	(193,857)	(222,244)	(250,632)	(279,020)	(307,408)	(335,796)	(364,184)	
	700,000	(243,857)	(272,244)	(300,632)	(329,020)	(357,408)	(385,796)	(414,184)	
	750,000	(293,857)	(322,244)	(350,632)	(379,020)	(407,408)	(435,796)	(464,184)	
	800,000	(343,857)	(372,244)	(400,632)	(429,020)	(457,408)	(485,796)	(514,184)	
	850,000	(393,857)	(422,244)	(450,632)	(479,020)	(507,408)	(535,796)	(564,184)	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AL** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	209,063	0	384,623	356,250	327,876	299,502	271,128	242,755	214,374
Net Zero	2,000	357,064	328,690	300,316	271,942	243,566	215,168	186,780	159,186
(£ per unit)	4,000	329,504	301,125	272,738	244,350	215,962	187,574	159,186	131,592
4,500	6,000	301,919	273,531	245,143	216,755	188,368	159,980	131,592	103,998
	8,000	274,325	245,937	217,549	189,161	160,773	132,385	103,998	76,403
	10,000	246,731	218,343	189,955	161,567	133,179	104,791	76,403	48,809
	12,000	219,137	190,749	162,361	133,973	105,585	77,197	48,809	21,215
	14,000	191,542	163,154	134,767	106,379	77,991	49,603	21,215	(6,379)
	16,000	163,948	135,560	107,172	78,785	50,397	22,009	(6,379)	(33,973)
	18,000	136,354	107,966	79,578	51,190	22,802	(5,585)	(33,973)	(61,568)
	20,000	108,760	80,372	51,984	23,596	(4,792)	(33,180)	(61,568)	(89,162)
	22,000	81,166	52,778	24,390	(3,998)	(32,386)	(60,774)	(89,162)	(116,756)
	24,000	53,571	25,184	(3,204)	(31,592)	(59,980)	(88,368)	(116,756)	(146,899)
	26,000	25,977	(2,411)	(30,799)	(59,186)	(87,574)	(115,962)	(146,899)	(178,799)
	28,000	(1,617)	(30,005)	(58,393)	(86,781)	(115,169)	(145,981)	(178,799)	(210,700)
	30,000	(29,211)	(57,599)	(85,987)	(114,375)	(145,063)	(177,882)	(210,700)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	209,063	0.0%	329,221	301,173	273,116	245,059	217,002	188,945	160,888
M4(3) Category 3 Housing	2.5%	325,918	297,866	269,808	241,751	213,694	185,637	157,580	129,523
(% of OMS & AH units)	5.0%	322,614	294,558	266,501	238,443	210,386	182,329	154,272	126,268
6.0%	7.5%	319,307	291,250	263,193	235,136	207,078	179,021	150,964	122,964
	10.0%	315,999	287,942	259,885	231,828	203,771	175,713	147,656	119,666
	12.5%	312,691	284,634	256,577	228,520	200,463	172,406	144,349	116,366
	15.0%	309,383	281,326	253,269	225,212	197,155	169,098	141,041	113,066
	17.5%	306,076	278,018	249,961	221,904	193,847	165,790	137,733	109,766
	20.0%	302,768	274,711	246,653	218,596	190,539	162,482	134,425	106,466
	22.5%	299,460	271,403	243,346	215,288	187,231	159,174	131,117	103,166
	25.0%	296,152	268,095	240,038	211,981	183,923	155,866	127,809	99,866
	27.5%	292,844	264,787	236,730	208,673	180,616	152,559	124,501	96,566
	30.0%	289,536	261,479	233,422	205,365	177,308	149,251	121,194	93,266
	32.5%	286,228	258,171	230,114	202,057	174,000	145,943	117,886	89,966
	35.0%	282,921	254,863	226,806	198,749	170,692	142,635	114,578	86,666
	37.5%	279,613	251,556	223,498	195,441	167,384	139,327	111,270	83,366

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	209,063	70%	892,023	862,388	832,754	803,120	773,485	743,851	714,217
		75%	797,285	767,869	738,453	709,037	679,621	650,205	620,789
Build Cost	80%	702,513	673,311	644,109	614,907	585,705	556,503	527,301	498,099
100%	85%	607,676	578,684	549,693	520,702	491,711	462,719	433,728	404,736
(105% = 5% increase)	90%	512,752	483,971	455,190	426,409	397,627	368,844	340,054	311,263
	95%	417,740	389,164	360,589	332,003	303,418	274,833	246,248	217,663
	100%	322,614	294,227	265,839	237,451	209,063	180,675	152,287	123,899
	105%	227,351	199,175	170,998	142,822	114,646	86,470	58,294	30,118
	110%	132,087	104,122	76,158	48,193	20,229	(7,736)	(35,700)	(63,666)
	115%	36,823	9,070	(18,683)	(46,435)	(74,188)	(101,941)	(130,259)	(158,577)
	120%	(58,441)	(85,982)	(113,523)	(141,064)	(168,605)	(196,146)	(223,687)	(251,228)
	125%	(157,714)	(189,308)	(220,903)	(252,497)	(284,092)	(315,687)	(347,281)	(378,876)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	209,063	80%	(203,529)	(206,523)	(209,518)	(212,513)	(215,507)	(218,502)	(221,497)
		82%	(143,881)	(149,858)	(155,835)	(161,813)	(167,790)	(173,767)	(179,744)
Market Values	84%	(90,145)	(97,895)	(105,645)	(113,395)	(121,272)	(129,413)	(137,991)	(146,569)
100%	86%	(38,550)	(48,880)	(59,209)	(69,539)	(79,869)	(90,198)	(100,528)	(110,858)
(105% = 5% increase)	88%	13,045	135	(12,774)	(25,683)	(38,593)	(51,502)	(64,412)	(77,321)
	90%	64,640	49,151	33,662	18,172	2,683	(12,806)	(28,295)	(43,784)
	92%	116,235	98,166	80,097	62,028	43,959	25,890	7,821	(10,248)
	94%	167,830	147,181	126,532	105,884	85,235	64,587	43,938	23,289
	96%	219,425	196,196	172,968	149,740	126,511	103,283	80,054	56,825
	98%	271,020	245,212	219,403	193,595	167,787	141,979	116,171	90,363
	100%	322,614	294,227	265,839	237,451	209,063	180,675	152,287	123,899
	102%	374,155	343,204	312,253	281,303	250,353	219,372	188,404	157,436
	104%	425,691	392,168	358,640	325,113	291,585	258,057	224,529	191,001
	106%	477,184	441,096	405,007	368,919	332,818	296,713	260,608	224,504
	108%	528,676	490,014	451,351	412,688	374,025	335,362	296,687	257,619
	110%	580,138	538,916	497,694	456,457	415,219	373,982	332,745	291,801
	112%	631,588	587,794	543,999	500,205	456,411	412,602	368,789	324,883
	114%	683,038	636,671	590,304	543,937	497,571	451,204	404,834	359,883
	116%	734,463	685,539	636,609	587,670	538,730	489,791	440,852	394,883
	118%	785,875	734,380	682,886	631,391	579,890	528,379	476,867	429,883
	120%	837,287	783,222	729,157	675,092	621,027	566,961	512,882	474,883

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1

Scheme Typology: **Scheme AL** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	209,063							
	5,000	322,614	297,317	272,018	246,720	221,422	196,124	170,825
	10,000	322,614	300,406	278,198	255,989	233,780	211,572	189,363
Grant (£ per unit)	15,000	322,614	303,496	284,377	265,258	246,139	227,020	207,901
	20,000	322,614	306,584	290,555	274,525	258,496	242,466	226,437
	25,000	322,614	309,671	296,727	283,784	270,840	257,897	244,953
	30,000	322,614	312,757	302,899	293,042	283,184	273,327	263,470
	35,000	322,614	315,843	309,071	302,300	295,529	288,757	281,986
	40,000	322,614	318,929	315,243	311,558	307,873	304,188	300,491
	45,000	322,614	322,015	321,416	320,816	320,217	319,607	318,988
	50,000	322,614	325,101	327,588	330,075	332,558	335,021	337,484
	55,000	322,614	328,187	333,760	339,333	344,889	350,435	355,980

**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

240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AG - AL v0.1 - Summary Table

Appraisal Ref:	AG	AH	AI	AJ	AK	AL
Scheme Typology:	Scheme AG	Scheme AH	Scheme AI	Scheme AJ	Scheme AK	Scheme AL
No Units:	20	40	80	100	150	200
Location / Value Zone:	Rugeley	Rugeley	Rugeley	Rugeley	Rugeley	Rugeley
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	n/a	n/a	n/a	n/a	n/a	n/a
Total GDV (£)	5,056,320	10,112,640	20,225,280	25,281,600	37,922,400	50,563,200
<b>Policy Assumptions</b>						
AH Target % (& mix):	20%	20%	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298
<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)	18.24%	18.24%	18.24%	18.24%	18.24%	18.24%
Developers Profit (% on costs)	22.36%	22.47%	25.66%	25.72%	25.77%	25.80%
Developers Profit Total (£)	922,459	1,844,918	3,689,837	4,612,296	6,918,444	9,224,592
<b>Land Value KPI's</b>						
RLV (£/acre (net))	5,014	19,070	331,649	337,198	340,614	342,592
RLV (£/ha (net))	12,389	47,122	819,506	833,216	841,656	846,545
RLV (% of GDV)	0.14%	0.53%	9.26%	9.42%	9.51%	9.57%
RLV Total (£)	7,079	53,854	1,873,156	2,380,618	3,607,098	4,837,402
BLV (£/acre (net))	117,647	117,647	133,529	133,529	133,529	133,529
BLV (£/ha (net))	290,706	290,706	329,950	329,950	329,950	329,950
BLV Total (£)	166,118	332,235	754,172	942,715	1,414,072	1,885,429
Surplus/Deficit (£/acre) [RLV-BLV]	(112,633)	(98,577)	198,120	203,669	207,085	209,063
Surplus/Deficit (£/ha)	(278,317)	(243,584)	489,555	503,266	511,706	516,595
Surplus/Deficit Total (£)	(159,038)	(278,382)	1,118,984	1,437,904	2,193,026	2,951,972
<b>Plan Viability comments</b>	Marginal	Marginal	Viable	Viable	Viable	Viable

Plan Viability comments	Viable	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viable	if RLV < BLV, and RLV is negative



## 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivity for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240831	v0.1	Updated the appraisal
240903	v0.1	Issued the final version to client

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Appraisal Ref: **AM** (see Typologies Matrix)  
 Scheme Typology: **Scheme AM**  
 Site Typology: Location / Value Zone: **Rugeley** No Units: **80**  
 Notes: n/a Greenfield/Brownfield: **Greenfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				80 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	11.2	20.0%	3.2	18%	14.4			
3 bed House	40.0%	25.6	30.0%	4.8	38%	30.4			
4 bed House	15.0%	9.6	10.0%	1.6	14%	11.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	6.4	20.0%	3.2	12%	9.6			
2 bed Flat	17.5%	11.2	20.0%	3.2	18%	14.4			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	64.0	100.0%	16.0	100%	80.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
Issued the final version to client	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
Issued the final version to client	80.0	861	85.0%		94.1	1,013			
<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	885	9,524	253	2,721	1,138	12,245			
3 bed House	2,381	25,627	446	4,805	2,827	30,432			
4 bed House	1,104	11,883	184	1,981	1,288	13,864			
5 bed House	0	0	0	0	0	0			
1 bed Flat	376	4,052	188	2,026	565	6,078			
2 bed Flat	922	9,928	264	2,837	1,186	12,765			
Issued the final version to client	0	0	0	0	0	0			
	5,668	61,014	1,335	14,369	7,003	75,384			
<b>AH % by floor area:</b>		<b>19.06% AH % by floor area (difference due to mix)</b>							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	£ psm	£ psf			total MV £ (no AH)			
1 bed House	145,000	2,500	232			0			
2 bed House	260,000	3,291	306			3,744,000			
3 bed House	305,000	3,280	305			9,272,000			
4 bed House	420,000	3,652	339			4,704,000			
5 bed House	0	0	0			0			
1 bed Flat	135,000	2,700	251			1,296,000			
2 bed Flat	185,000	2,643	246			2,664,000			
Issued the final version to client	0	0	0			0			
						21,680,000			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
Issued the final version to client	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AM** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	11.2	@	260,000	2,912,000
3 bed House	25.6	@	305,000	7,808,000
4 bed House	9.6	@	420,000	4,032,000
5 bed House	0.0	@	0	-
1 bed Flat	6.4	@	135,000	864,000
2 bed Flat	11.2	@	185,000	2,072,000
Issued the final version to client	0.0	@	0	-
	<b>64.0</b>			<b>17,688,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.8	@	182,000	145,600
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	294,000	117,600
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	94,500	75,600
2 bed Flat	0.8	@	129,500	103,600
Issued the final version to client	0.0	@	0	-
	<b>4.0</b>			<b>698,600</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	1.1	@	143,000	160,160
3 bed House	1.7	@	167,750	281,820
4 bed House	0.6	@	231,000	129,360
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	74,250	83,160
2 bed Flat	1.1	@	101,750	113,960
Issued the final version to client	0.0	@	0	-
	<b>5.6</b>			<b>768,460</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.8	@	182,000	145,600
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	250,000	100,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	94,500	75,600
2 bed Flat	0.8	@	129,500	103,600
Issued the final version to client	0.0	@	0	-
	<b>4.0</b>			<b>681,000</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.5	@	169,000	81,120
3 bed House	0.7	@	198,250	142,740
4 bed House	0.2	@	273,000	65,520
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	87,750	42,120
2 bed Flat	0.5	@	120,250	57,720
Issued the final version to client	0.0	@	0	-
	<b>2.4</b>	<b>16.0</b>		<b>389,220</b>
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>20,225,280</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>1,454,720</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>16</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>20,225,280</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AM** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (26,999)									
Planning Application Professional Fees, Surveys and reports (80,000)									
CIL (Mrkt only + garages) 5,844 sqm 58.84 £ psm (343,867)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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 @		0		per unit		
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			7,003 sqm (total)		0		£ psm		
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.29 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 @		1,315		psm		-
2 bed House			1,138 sqm @		1,315		psm		(1,495,944)
3 bed House			2,827 sqm @		1,315		psm		(3,717,768)
4 bed House			1,288 sqm @		1,315		psm		(1,693,720)
5 bed House			- sqm @		1,315		psm		-
1 bed Flat			565 sqm @		1,493		psm		(843,106)
2 bed Flat			1,186 sqm @		1,493		psm		(1,770,522)
Issued the final version to client		7,003	- sqm @		1,493		psm		-
Garages for 3B House (Mrkt only)	26	10%	units @		18	sqm @	640	psm	(29,491)
Garages for 4B House (Mrkt only)	10	75%	units @		18	sqm @	640	psm	(82,944)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	-
			176						
<b>External works</b> 9,633,495 @ 15.0% (1,445,024)									
<b>Ext. Works analysis:</b> 18,063 £ 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	tenure weighted t		80 units @	94.0%	@		521	£ per unit	(39,179)
M4(3) (10%AH 5%OMS)	tenure weighted t		80 units @	6.0%	@		10,111	£ per unit	(48,533)
Net Zero Cost (2025 FHS Part L)			80 units @				4,500	£ per unit	(360,000)
SAC			80 units @				291	£ per unit	(23,246)
EV Charging Points - Houses			56 units @				1,000	£ per unit	(56,000)
EV Charging Points - Flats			24 units @		4 flats per charger		10,000	£ per 4 units	(60,000)
Water Efficiency (Climate change policy)			80 units @				10	£ per unit	(800)
	Sub-total								(667,998)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction)			11,746,518 @				5.0%		(587,326)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AM** No Units: **80**  
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 Notes: **n/a**

<b>Professional Fees</b>	11,746,518 @		<b>6.5%</b>		(763,524)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	17,688,000 OMS @		<b>3.00%</b>	6.633 £ per unit	(530,640)
Residential Sales Agent Costs	17,688,000 OMS @		<b>1.00%</b>	2,211 £ per unit	(176,880)
Residential Sales Legal Costs	17,688,000 OMS @		<b>0.25%</b>	553 £ per unit	(44,220)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,272 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(92,110)
<b>Developers Profit -</b>					
Profit on OMS	17,688,000		<b>20.00%</b>		(3,537,600)
Margin on AH	2,537,280		<b>6.00%</b> on AH values		(152,237)
<b>Profit analysis:</b>	<b>20,225,280</b>		<b>18.24% blended GDV</b>	<b>(3,689,837)</b>	
	<b>14,382,084</b>		<b>25.66% on costs</b>	<b>(3,689,837)</b>	
<b>TOTAL COSTS</b>					<b>(18,071,921)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					2,153,359
SDLT	2,153,359 @		HMRC formula		(97,168)
Acquisition Agent fees	2,153,359 @		<b>1.0%</b>		(21,534)
Acquisition Legal fees	2,153,359 @		<b>0.5%</b>		(10,767)
Interest on Land	2,153,359 @		7.00%		(150,735)
Residual Land Value					<b>1,873,156</b>
<b>RLV analysis:</b>	<b>23,414 £ per plot</b>	<b>819,506 £ per ha (net)</b>	<b>331,649 £ per acre (net)</b>		
		<b>778,530 £ per ha (gross)</b>	<b>315,067 £ per acre (gross)</b>		
			<b>9.26% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		2.29 ha (net)		5.65 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		2.41 ha (gross)		5.95 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	<b>133,529</b> £ per acre (net)		<b>754,172</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>489,555</b> £ per ha (net)		<b>198,120</b> £ per acre (net)	<b>1,118,984</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AM** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

## 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	198,120	0.00	377,790	346,257	314,723	283,190	251,656	220,122	188,563
	10.00	366,434	335,469	304,503	273,537	242,571	211,597	180,594	156,687
	20.00	355,079	324,681	294,283	263,885	233,487	203,059	172,625	148,718
	30.00	343,723	313,893	284,062	254,232	224,386	194,521	164,656	140,874
	40.00	332,367	303,104	273,842	244,574	215,279	185,983	156,687	132,780
	50.00	321,011	292,316	263,622	234,898	206,171	177,445	148,718	124,811
	60.00	309,655	281,528	253,378	225,221	197,064	168,907	140,749	116,843
	70.00	298,299	270,721	243,133	215,545	187,957	160,368	132,780	108,874
	80.00	286,925	259,906	232,887	205,868	178,849	151,830	124,811	100,905
	90.00	275,540	249,091	222,641	196,191	169,742	143,292	116,843	92,936
	100.00	264,156	238,276	212,395	186,515	160,634	134,754	108,874	84,967
	110.00	252,772	227,461	202,149	176,838	151,527	126,216	100,905	76,998
	120.00	241,388	216,646	191,904	167,162	142,420	117,678	92,936	69,029
	130.00	230,004	205,831	181,658	157,485	133,312	109,140	84,967	61,060
	140.00	218,619	195,016	171,412	147,809	124,205	100,601	76,998	53,091
	150.00	207,235	184,201	161,166	138,132	115,098	92,063	69,029	45,122
	160.00	195,851	173,386	150,921	128,455	105,990	83,525	61,060	37,153
	170.00	184,467	162,571	140,675	118,779	96,883	74,987	53,091	29,184
	180.00	173,082	151,756	130,429	109,102	87,775	66,449	45,122	21,215
	190.00	161,698	140,941	120,183	99,426	78,668	57,911	37,153	13,246
200.00	150,314	130,126	109,937	89,749	69,561	49,372	29,184	5,277	
210.00	138,930	119,311	99,692	80,072	60,453	40,834	21,215	(2,692)	
220.00	127,546	108,496	89,446	70,396	51,346	32,296	13,246	(10,661)	
230.00	116,161	97,681	79,200	60,719	42,239	23,758	5,277		
240.00	104,777	86,866	68,954	51,043	33,131	15,220	(2,692)		
250.00	93,393	76,051	58,708	41,366	24,024	6,682	(10,661)		

**TABLE 2**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	1,000	298,536	270,323	242,100	213,877	185,653	157,430	129,207
	2,000	286,079	257,856	229,633	201,409	173,186	144,963	116,740
	3,000	273,612	245,389	217,166	188,942	160,719	132,496	104,272
	4,000	261,145	232,922	204,699	176,475	148,252	120,029	91,805
	5,000	248,678	220,455	192,232	164,008	135,785	107,562	79,338
	6,000	236,211	207,988	179,764	151,541	123,318	95,095	66,871
	7,000	223,744	195,521	167,297	139,074	110,851	82,627	54,404
	8,000	211,277	183,054	154,830	126,607	98,384	70,160	41,937
	9,000	198,810	170,586	142,363	114,140	85,917	57,693	29,470
	10,000	186,343	158,119	129,896	101,673	73,449	45,226	17,003
	11,000	173,876	145,652	117,429	89,206	60,982	32,759	4,536
	12,000	161,409	133,185	104,962	76,739	48,515	20,292	(7,931)
	13,000	148,941	120,718	92,495	64,272	36,048	7,825	(20,398)
	14,000	136,474	108,251	80,028	51,804	23,581	(4,642)	(32,865)
	15,000	124,007	95,784	67,561	39,337	11,114	(17,109)	(45,333)

**TABLE 3**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	480,282	443,623	406,945	370,256	333,568	296,879	260,190
	16.0%	446,420	411,455	376,469	341,474	306,478	271,482	236,487
	17.0%	412,558	379,286	345,994	312,691	279,389	246,086	212,784
	18.0%	378,696	347,117	315,518	283,909	252,299	220,690	189,080
	19.0%	344,834	314,949	285,043	255,126	225,210	195,293	165,377
	20.0%	310,972	282,780	254,567	226,344	198,120	169,897	141,674

**TABLE 4**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 133,529	100,000	344,501	316,309	288,096	259,873	231,649	203,426	175,203
	150,000	294,501	266,309	238,096	209,873	181,649	153,426	125,203
	200,000	244,501	216,309	188,096	159,873	131,649	103,426	75,203
	250,000	194,501	166,309	138,096	109,873	81,649	53,426	25,203
	300,000	144,501	116,309	88,096	59,873	31,649	3,426	(24,797)
	350,000	94,501	66,309	38,096	9,873	(18,351)	(46,574)	(74,797)
	400,000	44,501	16,309	(11,904)	(40,127)	(68,351)	(96,574)	(124,797)
	450,000	(5,499)	(33,691)	(61,904)	(90,127)	(118,351)	(146,574)	(174,797)
	500,000	(55,499)	(83,691)	(111,904)	(140,127)	(168,351)	(196,574)	(224,797)
	550,000	(105,499)	(133,691)	(161,904)	(190,127)	(218,351)	(246,574)	(274,797)
	600,000	(155,499)	(183,691)	(211,904)	(240,127)	(268,351)	(296,574)	(324,797)
	650,000	(205,499)	(233,691)	(261,904)	(290,127)	(318,351)	(346,574)	(374,797)
	700,000	(255,499)	(283,691)	(311,904)	(340,127)	(368,351)	(396,574)	(424,797)
	750,000	(305,499)	(333,691)	(361,904)	(390,127)	(418,351)	(446,574)	(474,797)
	800,000	(355,499)	(383,691)	(411,904)	(440,127)	(468,351)	(496,574)	(524,797)
	850,000	(405,499)	(433,691)	(461,904)	(490,127)	(518,351)	(546,574)	(574,797)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AM** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	198,120	0	373,616	345,424	317,231	289,038	260,846	232,653	204,460
Net Zero	2,000	345,775	317,582	289,389	261,197	233,004	204,793	176,570	148,653
(£ per unit)	4,000	317,933	289,740	261,546	233,323	205,100	176,876	148,653	120,736
4,500	6,000	290,076	261,852	233,629	205,406	177,183	148,959	120,736	92,819
	8,000	262,159	233,935	205,712	177,489	149,265	121,042	92,819	64,902
	10,000	234,241	206,018	177,795	149,572	121,348	93,125	64,902	36,985
	12,000	206,324	178,101	149,878	121,654	93,431	65,208	36,985	9,067
	14,000	178,407	150,184	121,961	93,737	65,514	37,291	9,067	(18,850)
	16,000	150,490	122,267	94,043	65,820	37,597	9,374	(18,850)	(46,767)
	18,000	122,573	94,350	66,126	37,903	9,680	(18,544)	(46,767)	(74,684)
	20,000	94,656	66,433	38,209	9,986	(18,237)	(46,461)	(74,684)	(102,921)
	22,000	66,739	38,515	10,292	(17,931)	(46,154)	(74,378)	(102,921)	(132,311)
	24,000	38,822	10,598	(17,625)	(45,848)	(74,072)	(102,604)	(132,311)	(164,472)
	26,000	10,904	(17,319)	(45,542)	(73,765)	(102,287)	(131,987)	(164,472)	(196,746)
	28,000	(17,013)	(45,236)	(73,459)	(101,970)	(131,663)	(164,118)	(196,746)	(229,020)
	30,000	(44,930)	(73,153)	(101,654)	(131,339)	(163,764)	(196,392)	(229,020)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	198,120	0.0%	317,648	289,789	261,929	234,041	206,152	178,263	150,375
M4(3) Category 3 Housing	2.5%	314,310	286,451	258,583	230,694	202,806	174,917	147,028	143,682
(% of OMS & AH units)	5.0%	310,972	283,114	255,236	227,348	199,459	171,570	143,682	140,335
6.0%	7.5%	307,635	279,776	251,890	224,001	196,112	168,224	140,335	136,989
	10.0%	304,297	276,432	248,543	220,654	192,766	164,877	136,989	133,642
	12.5%	300,960	273,085	245,197	217,308	189,419	161,531	133,642	130,295
	15.0%	297,622	269,739	241,850	213,961	186,073	158,184	130,295	126,949
	17.5%	294,284	266,392	238,503	210,615	182,726	154,838	126,949	123,602
	20.0%	290,934	263,046	235,157	207,268	179,380	151,491	123,602	120,256
	22.5%	287,588	259,699	231,810	203,922	176,033	148,144	120,256	116,909
	25.0%	284,241	256,352	228,464	200,575	172,686	144,798	116,909	113,563
	27.5%	280,894	253,006	225,117	197,229	169,340	141,451	113,563	110,216
	30.0%	277,548	249,659	221,771	193,882	165,993	138,105	110,216	106,869
	32.5%	274,201	246,313	218,424	190,535	162,647	134,758	106,869	103,523
	35.0%	270,855	242,966	215,077	187,189	159,300	131,412	103,523	100,176
	37.5%	267,508	239,620	211,731	183,842	155,954	128,065	100,176	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	198,120	70%	884,287	854,829	825,372	795,914	766,457	736,999	707,542
	75%	789,100	759,871	730,642	701,413	672,184	642,955	613,723	584,491
Build Cost	80%	693,838	664,825	635,808	606,791	577,773	548,756	519,739	490,722
100%	85%	598,392	569,595	540,797	512,000	483,203	454,405	425,608	396,811
(105% = 5% increase)	90%	502,799	474,212	445,625	417,038	388,452	359,865	331,278	302,691
	95%	407,010	378,624	350,239	321,854	293,466	265,060	236,653	208,246
	100%	310,972	282,780	254,567	226,344	198,120	169,897	141,674	113,451
	105%	214,635	186,626	158,616	130,607	102,598	74,589	46,580	18,571
	110%	118,256	90,461	62,666	34,871	7,076	(20,719)	(48,514)	(86,319)
	115%	21,877	(5,704)	(33,285)	(60,865)	(88,446)	(116,981)	(147,329)	(177,677)
	120%	(74,502)	(102,163)	(130,953)	(162,352)	(193,989)	(225,627)	(257,264)	(288,901)
	125%	(178,860)	(210,249)	(241,639)	(273,029)	(304,419)	(335,809)	(367,199)	(398,589)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	198,120	80%	(222,271)	(224,873)	(227,476)	(230,078)	(232,680)	(235,283)	(237,885)
	82%	(162,220)	(167,824)	(173,429)	(179,034)	(184,639)	(190,244)	(195,849)	(201,454)
Market Values	84%	(104,930)	(112,710)	(120,585)	(128,461)	(136,338)	(144,214)	(152,090)	(159,966)
100%	86%	(52,598)	(62,641)	(72,684)	(82,726)	(92,769)	(102,812)	(112,855)	(122,898)
(105% = 5% increase)	88%	(654)	(13,294)	(25,934)	(38,573)	(51,213)	(63,853)	(76,493)	(89,133)
	90%	51,291	36,054	20,817	5,579	(9,658)	(24,895)	(40,132)	(55,369)
	92%	103,235	85,401	67,567	49,732	31,898	14,063	(3,771)	(17,008)
	94%	155,180	134,748	114,317	93,885	73,453	53,022	32,590	12,158
	96%	207,124	184,096	161,067	138,038	115,009	91,980	68,951	45,922
	98%	259,069	233,443	207,817	182,191	156,565	130,939	105,313	79,687
	100%	310,972	282,780	254,567	226,344	198,120	169,897	141,674	113,451
	102%	362,799	332,015	301,231	270,447	239,663	208,855	178,035	147,215
	104%	414,575	381,230	347,785	314,500	281,124	247,749	214,374	180,999
	106%	466,296	430,365	394,435	358,505	322,574	286,619	250,652	214,687
	108%	518,002	479,500	440,984	402,468	363,951	325,435	286,919	248,403
	110%	569,629	528,561	487,492	446,424	405,328	364,226	323,123	282,017
	112%	621,256	577,607	533,957	490,307	446,657	403,008	359,328	317,242
	114%	672,870	626,652	580,421	534,190	487,959	441,728	395,497	351,061
	116%	724,415	675,636	626,857	578,073	529,261	480,448	431,636	382,225
	118%	775,961	724,604	673,248	621,891	570,535	519,168	467,775	423,389
	120%	827,506	773,572	719,639	665,705	611,771	557,838	503,904	454,968

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AM** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	198,120							
	5,000	310,972	285,893	260,810	235,707	210,605	185,503	160,401
	10,000	310,972	289,007	267,041	245,071	223,091	201,110	179,129
Grant (£ per unit)	15,000	310,972	292,120	273,268	254,415	235,563	216,710	197,857
	20,000	310,972	295,233	279,494	263,755	248,016	232,277	216,538
	25,000	310,972	298,347	285,721	273,096	260,470	247,844	235,219
	30,000	310,972	301,460	291,948	282,436	272,924	263,411	253,899
	35,000	310,972	304,574	298,175	291,776	285,377	278,978	272,558
	40,000	310,972	307,687	304,402	301,116	297,831	294,518	291,194
	45,000	310,972	310,801	310,629	310,457	310,265	310,048	309,831
	50,000	310,972	313,914	316,855	319,797	322,690	325,579	328,468
	55,000	310,972	317,027	323,082	329,119	335,114	341,110	347,087

**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



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Appraisal Ref: **AN** (see Typologies Matrix)  
 Scheme Typology: **Scheme AN**  
 Site Typology: **Location / Value Zone: Rugeley** No Units: **100** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				100 Units													
AH Policy requirement (% Target)				20%													
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%													
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented											
		Social Rent:		35.0%													
		First Homes:		25.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)				58.84		£ 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		17.5%		14.0		20.0%		4.0		18%		18.0					
3 bed House		40.0%		32.0		30.0%		6.0		38%		38.0					
4 bed House		15.0%		12.0		10.0%		2.0		14%		14.0					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		10.0%		8.0		20.0%		4.0		12%		12.0					
2 bed Flat		17.5%		14.0		20.0%		4.0		18%		18.0					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		80.0		100.0%		20.0		100%		100.0					
<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		58.0		624				58.0		624							
2 bed House		79.0		850				79.0		850							
3 bed House		93.0		1,001				93.0		1,001							
4 bed House		115.0		1,238				115.0		1,238							
5 bed House		0.0		0				0.0		0							
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<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		58.0		624				58.0		624							
2 bed House		79.0		850				79.0		850							
3 bed House		93.0		1,001				93.0		1,001							
4 bed House		115.0		1,238				115.0		1,238							
5 bed House		0.0		0				0.0		0							
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		70.0		753		85.0%		82.4		886							
3 bed Flat		80.0		861		85.0%		94.1		1,013							
<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		1,106		11,905		316		3,401		1,422		15,306					
3 bed House		2,976		32,033		558		6,006		3,534		38,040					
4 bed House		1,380		14,854		230		2,476		1,610		17,330					
5 bed House		0		0		0		0		0		0					
1 bed Flat		471		5,065		235		2,533		706		7,598					
2 bed Flat		1,153		12,410		329		3,546		1,482		15,956					
3 bed Flat		0		0		0		0		0		0					
		7,086		76,268		1,669		17,962		8,754		94,230					
<b>AH % by floor area:</b>												19.06% 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		2,500		232				0							
2 bed House		260,000		3,291		306				4,680,000							
3 bed House		305,000		3,280		305				11,590,000							
4 bed House		420,000		3,652		339				5,880,000							
5 bed House		0		0		0				0							
1 bed Flat		135,000		2,700		251				1,620,000							
2 bed Flat		185,000		2,643		246				3,330,000							
3 bed Flat		0		0		0				0							
										27,100,000							
<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		101,500		70%		79,750		55%		101,500		70%		94,250		65%	
2 bed House		182,000		70%		143,000		55%		182,000		70%		169,000		65%	
3 bed House		213,500		70%		167,750		55%		213,500		70%		198,250		65%	
4 bed House		294,000		70%		231,000		55%		294,000		70%		273,000		65%	
5 bed House		0		70%		0		55%		0		70%		0		65%	
1 bed Flat		94,500		70%		74,250		55%		94,500		70%		87,750		65%	
2 bed Flat		129,500		70%		101,750		55%		129,500		70%		120,250		65%	
3 bed Flat		0		70%		0		55%		0		70%		0		65%	
																* capped @£250K	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AN** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.0	@	260,000	3,640,000
3 bed House	32.0	@	305,000	9,760,000
4 bed House	12.0	@	420,000	5,040,000
5 bed House	0.0	@	0	-
1 bed Flat	8.0	@	135,000	1,080,000
2 bed Flat	14.0	@	185,000	2,590,000
3 bed Flat	0.0	@	0	-
	<b>80.0</b>			<b>22,110,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	213,500	320,250
4 bed House	0.5	@	294,000	147,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	129,500	129,500
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>873,250</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	1.4	@	143,000	200,200
3 bed House	2.1	@	167,750	352,275
4 bed House	0.7	@	231,000	161,700
5 bed House	0.0	@	0	-
1 bed Flat	1.4	@	74,250	103,950
2 bed Flat	1.4	@	101,750	142,450
3 bed Flat	0.0	@	0	-
	<b>7.0</b>			<b>960,575</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	213,500	320,250
4 bed House	0.5	@	250,000	125,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	129,500	129,500
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>851,250</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.6	@	169,000	101,400
3 bed House	0.9	@	198,250	178,425
4 bed House	0.3	@	273,000	81,900
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	87,750	52,650
2 bed Flat	0.6	@	120,250	72,150
3 bed Flat	0.0	@	0	-
	<b>3.0</b>	<b>20.0</b>		<b>486,525</b>
<b>Sub-total GDV Residential</b>				
	<b>100</b>			<b>25,281,600</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,818,400</b>
	<b>208 £ psm (total GIA sqm)</b>		<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>20</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				
				<b>25,281,600</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AN** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (29,759)									
Planning Application Professional Fees, Surveys and reports (90,000)									
CIL (Mrkt only + garages) 7,305 sqm 58.84 £ psm (429,834)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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		100 units @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			8,754 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.86 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		100 units @		0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			
2 bed House			1,422 sqm @		1,315	psm			(1,869,930)
3 bed House			3,534 sqm @		1,315	psm			(4,647,210)
4 bed House			1,610 sqm @		1,315	psm			(2,117,150)
5 bed House			- sqm @		1,315	psm			-
1 bed Flat			706 sqm @		1,493	psm			(1,053,882)
2 bed Flat			1,482 sqm @		1,493	psm			(2,213,153)
3 bed Flat		8,754	- sqm @		1,493	psm			-
Garages for 3B House (Mrkt only)	32	10%	units @		18	sqm @	640	psm	(36,864)
Garages for 4B House (Mrkt only)	12	75%	units @		18	sqm @	640	psm	(103,680)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	-
		220							
External works 12,041,869 @ 15.0% (1,806,280)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 100 units @ 1,003 £ per unit (100,300)									
M4(2) Category 2 Housing	tenure weighted t		100 units @	94.0%	@		521	£ per unit	(48,974)
M4(3) (10%AH 5%OMS)	tenure weighted t		100 units @	6.0%	@		10,111	£ per unit	(60,666)
Net Zero Cost (2025 FHS Part L) 100 units @ 4,500 £ per unit (450,000)									
SAC 100 units @ 291 £ per unit (29,058)									
EV Charging Points - Houses 70 units @ 1,000 £ per unit (70,000)									
EV Charging Points - Flats 30 units @ 4 flats per charger 10,000 £ per 4 units (75,000)									
Water Efficiency (Climate change policy) 100 units @ 10 £ per unit (1,000)									
	Sub-total								(834,998)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction) 14,683,148 @ 5.0% (734,157)									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AN** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

<b>Professional Fees</b>	14,683,148 @		<b>6.5%</b>		(954,405)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	22,110,000 OMS @		<b>3.00%</b>	6.633 £ per unit	(663,300)
Residential Sales Agent Costs	22,110,000 OMS @		<b>1.00%</b>	2,211 £ per unit	(221,100)
Residential Sales Legal Costs	22,110,000 OMS @		<b>0.25%</b>	553 £ per unit	(55,275)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,297 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(78,305)
<b>Developers Profit -</b>					
Profit on OMS	22,110,000		<b>20.00%</b>		(4,422,000)
Margin on AH	3,171,600		<b>6.00%</b> on AH values		(190,296)
<b>Profit analysis:</b>	<b>25,281,600</b>		<b>18.24% blended GDV</b>	<b>(4,612,296)</b>	
	<b>17,929,283</b>		<b>25.72% on costs</b>	<b>(4,612,296)</b>	
<b>TOTAL COSTS</b>					<b>(22,541,579)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					2,740,021
SDLT	2,740,021 @		HMRC formula		(126,501)
Acquisition Agent fees	2,740,021 @		<b>1.0%</b>		(27,400)
Acquisition Legal fees	2,740,021 @		<b>0.5%</b>		(13,700)
Interest on Land	2,740,021 @		7.00%		(191,801)
Residual Land Value					<b>2,380,618</b>
<b>RLV analysis:</b>	<b>23,806 £ per plot</b>	<b>833,216 £ per ha (net)</b>	<b>337,198 £ per acre (net)</b>		
		<b>791,556 £ per ha (gross)</b>	<b>320,338 £ per acre (gross)</b>		
			<b>9.42% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		2.86 ha (net)		7.06 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		3.01 ha (gross)		7.43 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)		<b>133,529 £ per acre (net)</b>	<b>942,715</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>		<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>503,266 £ per ha (net)</b>		<b>203,669 £ per acre (net)</b>	<b>1,437,904</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AN** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

## 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 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
CIL £ psm 58.84	203,669	0.00	383,444	351,808	320,173	288,538	256,902	225,250	193,590
	10.00	372,151	341,080	310,010	278,939	247,862	216,767	185,672	
	20.00	360,858	330,352	299,846	269,340	238,813	208,284	177,755	
	30.00	349,565	319,624	289,682	259,729	229,765	199,801	169,838	
	40.00	338,272	308,896	279,513	250,115	220,716	191,318	161,920	
	50.00	326,979	298,166	269,333	240,501	211,668	182,835	154,003	
	60.00	315,687	287,421	259,154	230,887	202,619	174,352	146,085	
	70.00	304,377	276,676	248,974	221,273	193,571	165,869	138,168	
	80.00	293,067	265,931	238,795	211,659	184,522	157,386	130,250	
	90.00	281,756	255,186	228,615	202,045	175,474	148,903	122,333	
	100.00	270,445	244,441	218,436	192,431	166,426	140,421	114,416	
	110.00	259,135	233,695	208,256	182,817	157,377	131,938	106,498	
	120.00	247,824	222,950	198,076	173,203	148,329	123,455	98,581	
	130.00	236,514	212,205	187,897	163,588	139,280	114,972	90,663	
	140.00	225,203	201,460	177,717	153,974	130,232	106,489	82,746	
	150.00	213,892	190,715	167,538	144,360	121,183	98,006	74,828	
	160.00	202,582	179,970	157,358	134,746	112,135	89,523	66,911	
	170.00	191,271	169,225	147,179	125,132	103,086	81,040	58,994	
	180.00	179,961	158,480	136,999	115,518	94,038	72,557	51,076	
	190.00	168,650	147,735	126,820	105,904	84,989	64,074	43,159	
200.00	157,339	136,990	116,640	96,290	75,941	55,591	35,241		
210.00	146,029	126,245	106,461	86,676	66,892	47,108	27,324		
220.00	134,718	115,500	96,281	77,062	57,844	38,625	19,407		
230.00	123,408	104,755	86,101	67,448	48,795	30,142	11,489		
240.00	112,097	94,010	75,922	57,834	39,747	21,659	3,572		
250.00	100,786	83,264	65,742	48,220	30,698	13,176	(4,346)		

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106	203,669	1,000	304,613	276,281	247,948	219,615	191,283	162,950	134,617
	2,000	292,227	263,894	235,562	207,229	178,896	150,563	122,231	
	3,000	279,841	251,508	223,175	194,842	166,510	138,177	109,844	
	4,000	267,454	239,121	210,789	182,456	154,123	125,790	97,458	
	5,000	255,068	226,735	198,402	170,069	141,737	113,404	85,071	
	6,000	242,681	214,348	186,016	157,683	129,350	101,018	72,685	
	7,000	230,295	201,962	173,629	145,296	116,964	88,631	60,298	
	8,000	217,908	189,575	161,243	132,910	104,577	76,245	47,912	
	9,000	205,522	177,189	148,856	120,524	92,191	63,858	35,525	
	10,000	193,135	164,802	136,470	108,137	79,804	51,472	23,139	
	11,000	180,749	152,416	124,083	95,751	67,418	39,085	10,752	
	12,000	168,362	140,030	111,697	83,364	55,031	26,699	(1,634)	
	13,000	155,976	127,643	99,310	70,978	42,645	14,312	(14,021)	
	14,000	143,589	115,257	86,924	58,591	30,258	1,926	(26,407)	
	15,000	131,203	102,870	74,537	46,205	17,872	(10,461)	(38,793)	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
Profit 20.0%	203,669	15.0%	486,306	449,511	412,713	375,914	339,116	302,318	265,520
	16.0%	452,444	417,342	382,237	347,132	312,027	276,922	241,817	
	17.0%	418,582	385,173	351,761	318,349	284,937	251,525	218,113	
	18.0%	384,720	353,005	321,286	289,567	257,848	226,129	194,410	
	19.0%	350,858	320,836	290,810	260,784	230,759	200,733	170,707	
	20.0%	316,997	288,667	260,335	232,002	203,669	175,336	147,004	

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
BLV (£ per acre) 133,529	203,669	100,000	350,526	322,196	293,864	265,531	237,198	208,865	180,533
	150,000	300,526	272,196	243,864	215,531	187,198	158,865	130,533	
	200,000	250,526	222,196	193,864	165,531	137,198	108,865	80,533	
	250,000	200,526	172,196	143,864	115,531	87,198	58,865	30,533	
	300,000	150,526	122,196	93,864	65,531	37,198	8,865	(19,467)	
	350,000	100,526	72,196	43,864	15,531	(12,802)	(41,135)	(69,467)	
	400,000	50,526	22,196	(6,136)	(34,469)	(62,802)	(91,135)	(119,467)	
	450,000	526	(27,804)	(56,136)	(84,469)	(112,802)	(141,135)	(169,467)	
	500,000	(49,474)	(77,804)	(106,136)	(134,469)	(162,802)	(191,135)	(219,467)	
	550,000	(99,474)	(127,804)	(156,136)	(184,469)	(212,802)	(241,135)	(269,467)	
	600,000	(149,474)	(177,804)	(206,136)	(234,469)	(262,802)	(291,135)	(319,467)	
	650,000	(199,474)	(227,804)	(256,136)	(284,469)	(312,802)	(341,135)	(369,467)	
	700,000	(249,474)	(277,804)	(306,136)	(334,469)	(362,802)	(391,135)	(419,467)	
	750,000	(299,474)	(327,804)	(356,136)	(384,469)	(412,802)	(441,135)	(469,467)	
	800,000	(349,474)	(377,804)	(406,136)	(434,469)	(462,802)	(491,135)	(519,467)	
	850,000	(399,474)	(427,804)	(456,136)	(484,469)	(512,802)	(541,135)	(569,467)	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AN** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	203,669	0	379,220	350,907	322,594	294,281	265,968	237,655	209,335
Net Zero	2,000	351,565	323,252	294,939	266,626	238,298	209,965	181,632	153,929
(£ per unit)	4,000	323,910	295,593	267,260	238,928	210,595	182,262	153,929	126,226
4,500	6,000	296,223	267,890	239,557	211,225	182,892	154,559	126,226	98,523
	8,000	268,520	240,187	211,854	183,522	155,189	126,856	98,523	70,821
	10,000	240,817	212,484	184,151	155,819	127,486	99,153	70,821	43,118
	12,000	213,114	184,781	156,448	128,116	99,783	71,450	43,118	15,415
	14,000	185,411	157,078	128,745	100,413	72,080	43,747	15,415	(12,288)
	16,000	157,708	129,375	101,042	72,710	44,377	16,044	(12,288)	(39,991)
	18,000	130,005	101,672	73,339	45,007	16,674	(11,659)	(39,991)	(67,694)
	20,000	102,302	73,969	45,637	17,304	(11,029)	(39,362)	(67,694)	(95,397)
	22,000	74,599	46,266	17,934	(10,399)	(38,732)	(67,065)	(95,397)	(124,071)
	24,000	46,896	18,563	(9,769)	(38,102)	(66,435)	(94,768)	(124,071)	(155,219)
	26,000	19,193	(9,140)	(37,472)	(65,805)	(94,138)	(123,404)	(155,219)	(187,245)
	28,000	(8,510)	(36,843)	(65,175)	(93,508)	(122,738)	(154,491)	(187,245)	(219,272)
	30,000	(36,213)	(64,546)	(92,878)	(122,072)	(153,762)	(186,517)	(219,272)	

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	203,669	0.0%	323,627	295,641	267,640	239,640	211,639	183,639	155,638
M4(3) Category 3 Housing	2.5%	320,312	292,320	264,320	236,319	208,318	180,318	152,317	124,316
(% of OMS & AH units)	5.0%	316,997	288,999	260,999	232,998	204,997	176,997	148,997	120,996
6.0%	7.5%	313,679	285,678	257,678	229,677	201,677	173,676	145,675	117,674
	10.0%	310,358	282,358	254,357	226,356	198,356	170,355	142,354	114,353
	12.5%	307,037	279,037	251,036	223,035	195,035	167,034	139,034	111,033
	15.0%	303,716	275,716	247,715	219,714	191,714	163,713	135,713	107,712
	17.5%	300,395	272,395	244,394	216,393	188,393	160,392	132,392	104,391
	20.0%	297,075	269,074	241,073	213,073	185,072	157,071	129,071	101,070
	22.5%	293,754	265,753	237,752	209,752	181,751	153,751	125,750	97,749
	25.0%	290,433	262,432	234,432	206,431	178,430	150,430	122,429	94,428
	27.5%	287,112	259,111	231,111	203,110	175,109	147,109	119,108	91,107
	30.0%	283,791	255,790	227,790	199,789	171,789	143,788	115,787	87,786
	32.5%	280,470	252,469	224,469	196,468	168,468	140,467	112,466	84,465
	35.0%	277,149	249,149	221,148	193,147	165,147	137,146	109,145	81,144
	37.5%	273,828	245,828	217,827	189,826	161,826	133,825	105,824	77,823

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	203,669	70%	887,775	858,201	828,626	799,051	769,476	739,901	710,327
		75%	792,875	763,522	734,169	704,816	675,463	646,110	616,757
		80%	697,928	668,791	639,653	610,516	581,379	552,241	523,104
Build Cost	100%	85%	602,885	573,959	545,033	516,107	487,181	458,255	429,329
(105% = 5% increase)		90%	507,725	479,009	450,294	421,578	392,862	364,146	335,430
		95%	412,440	383,929	355,417	326,894	298,369	269,844	241,319
		100%	316,997	288,667	260,335	232,002	203,669	175,336	147,004
		105%	221,360	193,240	165,120	137,000	108,880	80,760	52,639
		110%	125,721	97,813	69,906	41,998	14,090	(13,817)	(41,725)
		115%	30,081	2,386	(25,309)	(53,004)	(80,699)	(108,636)	(138,208)
		120%	(65,558)	(93,041)	(121,345)	(151,984)	(183,756)	(215,528)	(247,299)
		125%	(167,235)	(198,761)	(230,287)	(261,813)	(293,339)	(324,865)	(356,391)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	203,669	80%	(212,241)	(215,104)	(217,966)	(220,829)	(223,692)	(226,555)	(229,418)
		82%	(152,457)	(158,309)	(164,161)	(170,013)	(175,865)	(181,717)	(187,569)
Market Values		84%	(96,702)	(104,451)	(112,364)	(120,415)	(128,505)	(136,880)	(145,721)
100%		86%	(44,989)	(55,222)	(65,456)	(75,689)	(85,922)	(96,155)	(106,561)
(105% = 5% increase)		88%	6,724	(6,095)	(18,914)	(31,733)	(44,552)	(57,371)	(70,190)
		90%	58,436	43,032	27,627	12,223	(3,182)	(18,586)	(33,991)
		92%	110,149	92,159	74,169	56,179	38,188	20,198	2,208
		94%	161,862	141,286	120,710	100,134	79,559	58,983	38,407
		96%	213,574	190,413	167,252	144,090	120,929	97,767	74,606
		98%	265,287	239,540	213,793	188,046	162,299	136,552	110,805
		100%	316,997	288,667	260,335	232,002	203,669	175,336	147,004
		102%	368,634	337,739	306,844	275,949	245,039	214,121	183,203
		104%	420,261	386,794	353,318	319,841	286,364	252,888	219,401
		106%	471,831	435,796	399,761	363,725	327,674	291,616	255,557
		108%	523,401	484,787	446,173	407,560	368,946	330,332	291,703
		110%	574,924	533,754	492,583	451,394	410,202	369,010	327,817
		112%	626,434	582,688	538,942	495,196	451,451	407,687	363,916
		114%	677,943	631,622	585,301	538,979	492,658	446,337	400,015
		116%	729,415	680,540	631,659	582,763	533,866	484,969	436,072
		118%	780,872	729,424	677,976	626,528	575,073	523,601	472,129
		120%	832,329	778,308	724,287	670,266	616,245	562,224	508,186

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AN** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	203,669							
	5,000	316,997	291,768	266,535	241,303	216,070	190,838	165,606
	10,000	316,997	294,868	272,736	250,604	228,472	206,339	184,207
Grant (£ per unit)	15,000	316,997	297,968	278,936	259,905	240,873	221,841	202,809
	20,000	316,997	301,065	285,133	269,201	253,269	237,337	221,405
	25,000	316,997	304,160	291,323	278,487	265,650	252,813	239,977
	30,000	316,997	307,255	297,514	287,773	278,031	268,290	258,548
	35,000	316,997	310,350	303,704	297,058	290,412	283,766	277,120
	40,000	316,997	313,446	309,895	306,344	302,793	299,243	295,673
	45,000	316,997	316,541	316,086	315,630	315,174	314,701	314,217
	50,000	316,997	319,636	322,276	324,916	327,548	330,154	332,761
	55,000	316,997	322,732	328,467	334,202	339,910	345,607	351,305

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Appraisal Ref: **AO** (see Typologies Matrix)  
 Scheme Typology: **Scheme AO**  
 Site Typology: **Location / Value Zone: Rugeley** No Units: **150** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				150 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% % Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	21.0	20.0%	6.0	18%	27.0			
3 bed House	40.0%	48.0	30.0%	9.0	38%	57.0			
4 bed House	15.0%	18.0	10.0%	3.0	14%	21.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	12.0	20.0%	6.0	12%	18.0			
2 bed Flat	17.5%	21.0	20.0%	6.0	18%	27.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	120.0	100.0%	30.0	100%	150.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	1,659	17,857	474	5,102	2,133	22,959			
3 bed House	4,464	48,050	837	9,009	5,301	57,059			
4 bed House	2,070	22,281	345	3,714	2,415	25,995			
5 bed House	0	0	0	0	0	0			
1 bed Flat	706	7,598	353	3,799	1,059	11,397			
2 bed Flat	1,729	18,615	494	5,319	2,224	23,934			
3 bed Flat	0	0	0	0	0	0			
	10,628	114,402	2,503	26,943	13,131	141,345			
AH % by floor area:		19.06% 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	2,500	232			0			
2 bed House	260,000	3,291	306			7,020,000			
3 bed House	305,000	3,280	305			17,385,000			
4 bed House	420,000	3,652	339			8,820,000			
5 bed House	0	0	0			0			
1 bed Flat	135,000	2,700	251			2,430,000			
2 bed Flat	185,000	2,643	246			4,995,000			
3 bed Flat	0	0	0			0			
						40,650,000			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									



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Scheme Typology: **Scheme AO** No Units: **150**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	21.0	@	260,000	5,460,000
3 bed House	48.0	@	305,000	14,640,000
4 bed House	18.0	@	420,000	7,560,000
5 bed House	0.0	@	0	-
1 bed Flat	12.0	@	135,000	1,620,000
2 bed Flat	21.0	@	185,000	3,885,000
3 bed Flat	0.0	@	0	-
	120.0			33,165,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.5	@	182,000	273,000
3 bed House	2.3	@	213,500	480,375
4 bed House	0.8	@	294,000	220,500
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	94,500	141,750
2 bed Flat	1.5	@	129,500	194,250
3 bed Flat	0.0	@	0	-
	7.5			1,309,875
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	2.1	@	143,000	300,300
3 bed House	3.2	@	167,750	528,413
4 bed House	1.1	@	231,000	242,550
5 bed House	0.0	@	0	-
1 bed Flat	2.1	@	74,250	155,925
2 bed Flat	2.1	@	101,750	213,675
3 bed Flat	0.0	@	0	-
	10.5			1,440,863
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.5	@	182,000	273,000
3 bed House	2.3	@	213,500	480,375
4 bed House	0.8	@	250,000	187,500
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	94,500	141,750
2 bed Flat	1.5	@	129,500	194,250
3 bed Flat	0.0	@	0	-
	7.5			1,276,875
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.9	@	169,000	152,100
3 bed House	1.4	@	198,250	267,638
4 bed House	0.5	@	273,000	122,850
5 bed House	0.0	@	0	-
1 bed Flat	0.9	@	87,750	78,975
2 bed Flat	0.9	@	120,250	108,225
3 bed Flat	0.0	@	0	-
	4.5	30.0		729,788
<b>Sub-total GDV Residential</b>				
	<b>150</b>			<b>37,922,400</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>2,727,600</b>
	208 £ psm (total GIA sqm)		18,184 £ per unit (total units)	
<b>Grant</b>	30	AH units @	0 per unit	-
<b>Total GDV</b>				<b>37,922,400</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AO** No Units: **150**  
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 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (36,659)									
Planning Application Professional Fees, Surveys and reports (110,000)									
CIL (Mrkt only + garages) 10,958 sqm 58.84 £ psm (644,751)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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 @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			13,131 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 4.29 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				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			
2 bed House			2,133 sqm @		1,315	psm		(2,804,895)	
3 bed House			5,301 sqm @		1,315	psm		(6,970,815)	
4 bed House			2,415 sqm @		1,315	psm		(3,175,725)	
5 bed House			- sqm @		1,315	psm			
1 bed Flat			1,059 sqm @		1,493	psm		(1,580,824)	
2 bed Flat			2,224 sqm @		1,493	psm		(3,319,729)	
3 bed Flat		13,131	- sqm @		1,493	psm			
Garages for 3B House (Mrkt only)	48		10% units @		18	sqm @	640	psm	(55,296)
Garages for 4B House (Mrkt only)	18		75% units @		18	sqm @	640	psm	(155,520)
Garages for 5B House (Mrkt only)	-		120% units @		18	sqm @	640	psm	
		329							
External works 18,062,804 @ 15.0% (2,709,421)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 150 units @ 1,003 £ per unit (150,450)									
M4(2) Category 2 Housing	tenure weighted t	150	units @	94.0%	@	521	£ per unit		(73,461)
M4(3) (10%AH 5%OMS)	tenure weighted t	150	units @	6.0%	@	10,111	£ per unit		(90,999)
Net Zero Cost (2025 FHS Part L) 150 units @ 4,500 £ per unit (675,000)									
SAC 150 units @ 291 £ per unit (43,587)									
EV Charging Points - Houses 105 units @ 1,000 £ per unit (105,000)									
EV Charging Points - Flats 45 units @ 4 flats per charger 10,000 £ per 4 units (112,500)									
Water Efficiency (Climate change policy) 150 units @ 10 £ per unit (1,500)									
			Sub-total						(1,252,497)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction) 22,024,722 @ 5.0% (1,101,236)									

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 Notes: **n/a**

<b>Professional Fees</b>	22,024,722 @	6.5%		(1,431,607)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	33,165,000 OMS @	3.00%	6,633 £ per unit	(994,950)
Residential Sales Agent Costs	33,165,000 OMS @	1.00%	2,211 £ per unit	(331,650)
Residential Sales Legal Costs	33,165,000 OMS @	0.25%	553 £ per unit	(82,913)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,330 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(97,552)
<b>Developers Profit -</b>				
Profit on OMS	33,165,000	20.00%		(6,633,000)
Margin on AH	4,757,400	6.00% on AH values		(285,444)
<b>Profit analysis:</b>	<b>37,922,400</b>	<b>18.24% blended GDV</b>	<b>(6,918,444)</b>	
	<b>26,846,039</b>	<b>25.77% on costs</b>	<b>(6,918,444)</b>	
<b>TOTAL COSTS</b>				<b>(33,764,483)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				4,157,917
SDLT	4,157,917 @	HMRC formula		(197,396)
Acquisition Agent fees	4,157,917 @	1.0%		(41,579)
Acquisition Legal fees	4,157,917 @	0.5%		(20,790)
Interest on Land	4,157,917 @	7.00%		(291,054)
Residual Land Value				<b>3,607,098</b>
<b>RLV analysis:</b>	<b>24,047 £ per plot</b>	<b>841,656 £ per ha (net)</b>	<b>340,614 £ per acre (net)</b>	
		<b>799,573 £ per ha (gross)</b>	<b>323,583 £ per acre (gross)</b>	
			<b>9.51% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	4.29 ha (net)		10.59 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	4.51 ha (gross)		11.15 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	133,529 £ per acre (net)	1,414,072
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)	511,706 £ per ha (net)	207,085 £ per acre (net)		2,193,026

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Scheme Typology: **Scheme AO** No Units: **150**  
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 Notes: **n/a**

## 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	207,085								
	0.00	386,881	355,216	323,550	291,885	260,219	228,540	196,854	
	10.00	375,607	344,505	313,403	282,301	251,195	220,073	188,951	
	CIL £ psm 58.84	20.00	364,332	333,794	303,256	272,718	242,163	211,606	181,049
		30.00	353,057	323,083	293,108	263,125	233,132	203,139	173,146
		40.00	341,782	312,372	282,957	253,528	224,100	194,672	165,243
		50.00	330,507	301,660	272,796	243,932	215,069	186,205	157,341
		60.00	319,233	290,935	262,636	234,336	206,037	177,738	149,438
		70.00	307,945	280,210	252,475	224,740	197,005	169,270	141,535
		80.00	296,656	269,485	242,315	215,144	187,974	160,803	133,633
		90.00	285,366	258,760	232,154	205,548	178,942	152,336	125,730
		100.00	274,077	248,035	221,994	195,952	169,911	143,869	117,828
		110.00	262,788	237,310	211,833	186,356	160,879	135,402	109,925
		120.00	251,498	226,585	201,673	176,760	151,848	126,935	102,022
		130.00	240,209	215,860	191,512	167,164	142,816	118,468	94,120
		140.00	228,919	205,136	181,352	157,568	133,784	110,001	86,217
		150.00	217,630	194,411	171,191	147,972	124,753	101,534	78,315
		160.00	206,340	183,686	161,031	138,376	115,721	93,067	70,412
		170.00	195,051	172,961	150,870	128,780	106,690	84,600	62,509
		180.00	183,761	162,236	140,710	119,184	97,658	76,132	54,607
190.00		172,472	151,511	130,549	109,588	88,627	67,665	46,704	
200.00	161,183	140,786	120,389	99,992	79,595	59,198	38,801		
210.00	149,893	130,061	110,228	90,396	70,564	50,731	30,899		
220.00	138,604	119,336	100,068	80,800	61,532	42,264	22,996		
230.00	127,314	108,611	89,907	71,204	52,500	33,797	15,094		
240.00	116,025	97,886	79,747	61,608	43,469	25,330	7,191		
250.00	104,735	87,161	69,586	52,012	34,437	16,863	(7,12)		

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	207,085							
	1,000	308,181	279,816	251,451	223,086	194,721	166,356	137,991
	2,000	295,818	267,453	239,088	210,723	182,358	153,993	125,628
	3,000	283,454	255,089	226,725	198,360	169,995	141,630	113,265
	4,000	271,091	242,726	214,361	185,996	157,631	129,266	100,902
	5,000	258,728	230,363	201,998	173,633	145,268	116,903	88,538
	6,000	246,364	218,000	189,635	161,270	132,905	104,540	76,175
	7,000	234,001	205,636	177,271	148,906	120,541	92,177	63,812
	8,000	221,638	193,273	164,908	136,543	108,178	79,813	51,448
	9,000	209,275	180,910	152,545	124,180	95,815	67,450	39,085
	10,000	196,911	168,546	140,181	111,816	83,452	55,087	26,722
	11,000	184,548	156,183	127,818	99,453	71,088	42,723	14,358
	12,000	172,185	143,820	115,455	87,090	58,725	30,360	1,995
	13,000	159,821	131,456	103,091	74,727	46,362	17,997	(10,368)
	14,000	147,458	119,093	90,728	62,363	33,998	5,633	(22,732)
	15,000	135,095	106,730	78,365	50,000	21,635	(6,730)	(35,095)

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	207,085							
	15.0%	489,850	453,023	416,193	379,362	342,532	305,701	268,871
	16.0%	455,988	420,854	385,717	350,580	315,442	280,305	245,168
	17.0%	422,126	388,686	355,241	321,797	288,353	254,909	221,465
	18.0%	388,264	356,517	324,766	293,015	261,264	229,512	197,761
	19.0%	354,402	324,348	294,290	264,232	234,174	204,116	174,058
20.0%	320,541	292,179	263,814	235,450	207,085	178,720	150,355	

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	207,085							
	100,000	354,070	325,708	297,343	268,979	240,614	212,249	183,884
	150,000	304,070	275,708	247,343	218,979	190,614	162,249	133,884
	200,000	254,070	225,708	197,343	168,979	140,614	112,249	83,884
	250,000	204,070	175,708	147,343	118,979	90,614	62,249	33,884
	300,000	154,070	125,708	97,343	68,979	40,614	12,249	(16,116)
	350,000	104,070	75,708	47,343	18,979	(9,386)	(37,751)	(66,116)
	400,000	54,070	25,708	(2,657)	(31,021)	(59,386)	(87,751)	(116,116)
	450,000	4,070	(24,292)	(52,657)	(81,021)	(109,386)	(137,751)	(166,116)
	500,000	(45,930)	(74,292)	(102,657)	(131,021)	(159,386)	(187,751)	(216,116)
	550,000	(95,930)	(124,292)	(152,657)	(181,021)	(209,386)	(237,751)	(266,116)
	600,000	(145,930)	(174,292)	(202,657)	(231,021)	(259,386)	(287,751)	(316,116)
	650,000	(195,930)	(224,292)	(252,657)	(281,021)	(309,386)	(337,751)	(366,116)
	700,000	(245,930)	(274,292)	(302,657)	(331,021)	(359,386)	(387,751)	(416,116)
	750,000	(295,930)	(324,292)	(352,657)	(381,021)	(409,386)	(437,751)	(466,116)
	800,000	(345,930)	(374,292)	(402,657)	(431,021)	(459,386)	(487,751)	(516,116)
850,000	(395,930)	(424,292)	(452,657)	(481,021)	(509,386)	(537,751)	(566,116)	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AO** No Units: **150**  
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 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	207,085	0	382,639	354,291	325,942	297,594	269,245	240,897	212,544
Net Zero	2,000	355,040	326,691	298,343	269,994	241,634	213,269	184,904	
(£ per unit)	4,000	327,440	299,089	270,724	242,359	213,995	185,630	157,265	
4,500	6,000	299,815	271,450	243,085	214,720	186,355	157,990	129,625	
	8,000	272,175	243,810	215,445	187,080	158,715	130,351	101,986	
	10,000	244,536	216,171	187,806	159,441	131,076	102,711	74,346	
	12,000	216,896	188,531	160,166	131,801	103,436	75,072	46,707	
	14,000	189,257	160,892	132,527	104,162	75,797	47,432	19,067	
	16,000	161,617	133,252	104,887	76,522	48,157	19,793	(8,572)	
	18,000	133,978	105,613	77,248	48,883	20,518	(7,847)	(36,212)	
	20,000	106,338	77,973	49,608	21,243	(7,122)	(35,487)	(63,851)	
	22,000	78,699	50,334	21,969	(6,396)	(34,761)	(63,126)	(91,491)	
	24,000	51,059	22,694	(5,671)	(34,036)	(62,401)	(90,766)	(119,374)	
	26,000	23,420	(4,945)	(33,310)	(61,675)	(90,040)	(118,623)	(149,983)	
	28,000	(4,220)	(32,585)	(60,950)	(89,315)	(117,873)	(149,144)	(181,936)	
	30,000	(31,859)	(60,224)	(88,589)	(117,122)	(148,305)	(181,097)	(213,889)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	207,085	0.0%	327,158	299,137	271,104	243,070	215,037	187,003	158,969
M4(3) Category 3 Housing	2.5%	323,849	295,824	267,790	239,757	211,723	183,690	155,656	
(% of OMS & AH units)	5.0%	320,541	292,511	264,477	236,444	208,410	180,376	152,343	
6.0%	7.5%	317,231	289,197	261,164	233,130	205,097	177,063	149,029	
	10.0%	313,918	285,884	257,851	229,817	201,783	173,750	145,716	
	12.5%	310,605	282,571	254,537	226,504	198,470	170,436	142,403	
	15.0%	307,291	279,258	251,224	223,190	195,157	167,123	139,090	
	17.5%	303,978	275,944	247,911	219,877	191,844	163,810	135,776	
	20.0%	300,665	272,631	244,597	216,564	188,530	160,497	132,463	
	22.5%	297,351	269,318	241,284	213,251	185,217	157,183	129,150	
	25.0%	294,038	266,004	237,971	209,937	181,904	153,870	125,836	
	27.5%	290,725	262,691	234,658	206,624	178,590	150,557	122,523	
	30.0%	287,412	259,378	231,344	203,311	175,277	147,243	119,210	
	32.5%	284,098	256,065	228,031	199,997	171,964	143,930	115,897	
	35.0%	280,785	252,751	224,718	196,684	168,651	140,617	112,583	
	37.5%	277,472	249,438	221,404	193,371	165,337	137,304	109,270	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	207,085	70%	890,511	860,901	831,292	801,682	772,073	742,463	712,854
		75%	795,707	766,317	736,928	707,538	678,148	648,758	619,368
Build Cost		80%	700,864	671,689	642,514	613,339	584,164	554,989	525,810
100%		85%	605,941	576,977	548,013	519,049	490,085	461,121	432,156
(105% = 5% increase)		90%	510,921	482,167	453,413	424,659	395,905	367,148	338,388
		95%	415,797	387,248	358,699	330,142	301,581	273,021	244,461
		100%	320,541	292,179	263,814	235,450	207,085	178,720	150,355
		105%	225,124	196,971	168,818	140,665	112,512	84,360	56,207
		110%	129,703	101,763	73,822	45,881	17,940	(10,001)	(37,941)
		115%	34,283	6,554	(21,175)	(48,903)	(76,632)	(104,361)	(133,055)
		120%	(61,138)	(88,654)	(116,311)	(146,419)	(178,230)	(210,042)	(241,853)
		125%	(161,298)	(192,864)	(224,430)	(255,996)	(287,562)	(319,128)	(350,694)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	207,085	80%	(206,776)	(209,716)	(212,656)	(215,595)	(218,535)	(221,475)	(224,415)
		82%	(147,072)	(152,997)	(158,922)	(164,847)	(170,772)	(176,697)	(182,622)
Market Values		84%	(92,608)	(100,315)	(108,023)	(115,855)	(123,903)	(132,056)	(140,829)
100%		86%	(40,964)	(51,254)	(61,543)	(71,833)	(82,122)	(92,412)	(102,701)
(105% = 5% increase)		88%	10,680	(2,192)	(15,063)	(27,935)	(40,807)	(53,679)	(66,550)
		90%	62,324	46,870	31,416	15,962	508	(14,946)	(30,399)
		92%	113,968	95,932	77,896	59,860	41,824	23,788	5,751
		94%	165,612	144,994	124,376	103,757	83,139	62,521	41,902
		96%	217,256	194,056	170,855	147,655	124,454	101,254	78,053
		98%	268,900	243,118	217,335	191,552	165,769	139,987	114,204
		100%	320,541	292,179	263,814	235,450	207,085	178,720	150,355
		102%	372,122	341,194	310,267	279,339	248,400	217,453	186,506
		104%	423,694	390,196	356,690	323,183	289,677	256,170	222,656
		106%	475,219	439,153	403,086	367,020	330,942	294,856	258,770
		108%	526,743	488,101	449,459	410,816	372,174	333,532	294,877
		110%	578,229	537,028	495,828	454,612	413,394	372,175	330,957
		112%	629,704	585,929	542,155	498,381	454,607	410,819	367,024
		114%	681,178	634,830	588,483	542,135	495,787	449,439	403,091
		116%	732,621	683,717	634,810	585,888	536,967	488,045	439,124
		118%	784,052	732,577	681,101	629,626	578,147	526,651	475,156
		120%	835,483	781,436	727,389	673,343	619,296	565,249	511,188

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AO** No Units: **150**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	207,085							
	5,000	320,541	295,274	270,003	244,732	219,461	194,190	168,919
	10,000	320,541	298,368	276,191	254,014	231,837	209,661	187,484
Grant (£ per unit)	15,000	320,541	301,462	282,379	263,296	244,214	225,131	206,048
	-	20,000	320,541	304,552	288,563	272,574	256,585	240,596
	25,000	320,541	307,642	294,743	281,844	268,945	256,046	243,147
	30,000	320,541	310,731	300,922	291,113	281,304	271,495	261,686
	35,000	320,541	313,821	307,102	300,383	293,664	286,945	280,226
	40,000	320,541	316,911	313,282	309,653	306,024	302,394	298,749
	45,000	320,541	320,001	319,462	318,922	318,383	317,828	317,265
	50,000	320,541	323,091	325,642	328,192	330,736	333,258	335,781
	55,000	320,541	326,181	331,821	337,462	343,080	348,688	354,297

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Appraisal Ref: **AP** (see Typologies Matrix)  
 Scheme Typology: **Scheme AP**  
 Site Typology: Location / Value Zone: **Rugeley** No Units: **200** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				200 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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		17.5%	28.0	20.0%	8.0	18%	36.0		
3 bed House		40.0%	64.0	30.0%	12.0	38%	76.0		
4 bed House		15.0%	24.0	10.0%	4.0	14%	28.0		
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat		10.0%	16.0	20.0%	8.0	12%	24.0		
2 bed Flat		17.5%	28.0	20.0%	8.0	18%	36.0		
3 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units		100.0%	160.0	100.0%	40.0	100%	200.0		
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit				
1 bed House		58.0	624		58.0	624			
2 bed House		79.0	850		79.0	850			
3 bed House		93.0	1,001		93.0	1,001			
4 bed House		115.0	1,238		115.0	1,238			
5 bed House		0.0	0		0.0	0			
1 bed Flat		50.0	538	85.0%	58.8	633			
2 bed Flat		70.0	753	85.0%	82.4	886			
3 bed Flat		80.0	861	85.0%	94.1	1,013			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit				
1 bed House		58.0	624		58.0	624			
2 bed House		79.0	850		79.0	850			
3 bed House		93.0	1,001		93.0	1,001			
4 bed House		115.0	1,238		115.0	1,238			
5 bed House		0.0	0		0.0	0			
1 bed Flat		50.0	538	85.0%	58.8	633			
2 bed Flat		70.0	753	85.0%	82.4	886			
3 bed Flat		80.0	861	85.0%	94.1	1,013			
Total Gross Floor areas -		OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units)			
1 bed House		0	0	0	0	0	0		
2 bed House		2,212	23,810	632	6,803	2,844	30,613		
3 bed House		5,952	64,067	1,116	12,013	7,068	76,079		
4 bed House		2,760	29,708	460	4,951	3,220	34,660		
5 bed House		0	0	0	0	0	0		
1 bed Flat		941	10,131	471	5,065	1,412	15,196		
2 bed Flat		2,306	24,820	659	7,092	2,965	31,912		
3 bed Flat		0	0	0	0	0	0		
		14,171	152,536	3,337	35,924	17,508	188,460		
AH % by floor area:				19.06% 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	2,500	232	0				
2 bed House		260,000	3,291	306	9,360,000				
3 bed House		305,000	3,280	305	23,180,000				
4 bed House		420,000	3,652	339	11,760,000				
5 bed House		0	0	0	0				
1 bed Flat		135,000	2,700	251	3,240,000				
2 bed Flat		185,000	2,643	246	6,660,000				
3 bed Flat		0	0	0	0				
						54,200,000			
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed House		101,500	70%	79,750	55%	101,500	70%	94,250	65%
2 bed House		182,000	70%	143,000	55%	182,000	70%	169,000	65%
3 bed House		213,500	70%	167,750	55%	213,500	70%	198,250	65%
4 bed House		294,000	70%	231,000	55%	250,000	70%	273,000	65%
5 bed House		0	70%	0	55%	0	70%	0	65%
1 bed Flat		94,500	70%	74,250	55%	94,500	70%	87,750	65%
2 bed Flat		129,500	70%	101,750	55%	129,500	70%	120,250	65%
3 bed Flat		0	70%	0	55%	0	70%	0	65%
* capped @£250K									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AP** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	28.0	@	260,000	7,280,000
3 bed House	64.0	@	305,000	19,520,000
4 bed House	24.0	@	420,000	10,080,000
5 bed House	0.0	@	0	-
1 bed Flat	16.0	@	135,000	2,160,000
2 bed Flat	28.0	@	185,000	5,180,000
3 bed Flat	0.0	@	0	-
	<b>160.0</b>			<b>44,220,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	2.0	@	182,000	364,000
3 bed House	3.0	@	213,500	640,500
4 bed House	1.0	@	294,000	294,000
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	94,500	189,000
2 bed Flat	2.0	@	129,500	259,000
3 bed Flat	0.0	@	0	-
	<b>10.0</b>			<b>1,746,500</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	2.8	@	143,000	400,400
3 bed House	4.2	@	167,750	704,550
4 bed House	1.4	@	231,000	323,400
5 bed House	0.0	@	0	-
1 bed Flat	2.8	@	74,250	207,900
2 bed Flat	2.8	@	101,750	284,900
3 bed Flat	0.0	@	0	-
	<b>14.0</b>			<b>1,921,150</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	2.0	@	182,000	364,000
3 bed House	3.0	@	213,500	640,500
4 bed House	1.0	@	250,000	250,000
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	94,500	189,000
2 bed Flat	2.0	@	129,500	259,000
3 bed Flat	0.0	@	0	-
	<b>10.0</b>			<b>1,702,500</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	1.2	@	169,000	202,800
3 bed House	1.8	@	198,250	356,850
4 bed House	0.6	@	273,000	163,800
5 bed House	0.0	@	0	-
1 bed Flat	1.2	@	87,750	105,300
2 bed Flat	1.2	@	120,250	144,300
3 bed Flat	0.0	@	0	-
	<b>6.0</b>	<b>40.0</b>		<b>973,050</b>
<b>Sub-total GDV Residential</b>				
	<b>200</b>			<b>50,563,200</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>3,636,800</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>40</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>50,563,200</b>



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AP** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (43,559)									
Planning Application Professional Fees, Surveys and reports (130,000)									
CIL (Mrkt only + garages) 14,610 sqm 58.84 £ psm (859,668)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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		200 units @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			17,508 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 5.71 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		200 units @		0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			
2 bed House			2,844 sqm @		1,315	psm		(3,739,860)	
3 bed House			7,068 sqm @		1,315	psm		(9,294,420)	
4 bed House			3,220 sqm @		1,315	psm		(4,234,300)	
5 bed House			- sqm @		1,315	psm			
1 bed Flat			1,412 sqm @		1,493	psm		(2,107,765)	
2 bed Flat			2,965 sqm @		1,493	psm		(4,426,306)	
3 bed Flat		17,508	- sqm @		1,493	psm			
Garages for 3B House (Mrkt only)	64	10%	units @		18	sqm @	640	psm	(73,728)
Garages for 4B House (Mrkt only)	24	75%	units @		18	sqm @	640	psm	(207,360)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	
		439							
<b>External works</b> 24,083,739 @ 15.0% (3,612,561)									
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 200 units @ 1,003 £ per unit (200,600)									
M4(2) Category 2 Housing	tenure weighted t		200 units @	94.0%	@		521	£ per unit	(97,948)
M4(3) (10%AH 5%OMS)	tenure weighted t		200 units @	6.0%	@		10,111	£ per unit	(121,332)
Net Zero Cost (2025 FHS Part L)			200 units @				4,500	£ per unit	(900,000)
SAC			200 units @				291	£ per unit	(58,116)
EV Charging Points - Houses			140 units @				1,000	£ per unit	(140,000)
EV Charging Points - Flats			60 units @		4 flats per charger		10,000	£ per 4 units	(150,000)
Water Efficiency (Climate change policy)			200 units @				10	£ per unit	(2,000)
	Sub-total								(1,669,996)
<b>Policy Costs analysis: (design costs only)</b> 8,350 £ per unit (total units)									
Contingency (on construction)			29,366,295 @				5.0%		(1,468,315)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AP** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

<b>Professional Fees</b>	29,366,295 @		<b>6.5%</b>		(1,908,809)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	44,220,000 OMS @		<b>3.00%</b>	6.633 £ per unit	(1,326,600)
Residential Sales Agent Costs	44,220,000 OMS @		<b>1.00%</b>	2,211 £ per unit	(442,200)
Residential Sales Legal Costs	44,220,000 OMS @		<b>0.25%</b>	553 £ per unit	(110,550)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,347 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(112,379)
<b>Developers Profit -</b>					
Profit on OMS	44,220,000		<b>20.00%</b>		(8,844,000)
Margin on AH	6,343,200		<b>6.00%</b> on AH values		(380,592)
<b>Profit analysis:</b>	<b>50,563,200</b>		<b>18.24% blended GDV</b>	<b>(9,224,592)</b>	
	<b>35,758,375</b>		<b>25.80% on costs</b>	<b>(9,224,592)</b>	
<b>TOTAL COSTS</b>					<b>(44,982,967)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					5,580,233
SDLT	5,580,233 @		HMRC formula		(268,512)
Acquisition Agent fees	5,580,233 @		<b>1.0%</b>		(55,802)
Acquisition Legal fees	5,580,233 @		<b>0.5%</b>		(27,901)
Interest on Land	5,580,233 @		7.00%		(390,616)
Residual Land Value					<b>4,837,402</b>
<b>RLV analysis:</b>	<b>24,187 £ per plot</b>	<b>846,545 £ per ha (net)</b>	<b>342,592 £ per acre (net)</b>		
		<b>804,218 £ per ha (gross)</b>	<b>325,463 £ per acre (gross)</b>		
			<b>9.57% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		5.71 ha (net)		14.12 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		6.02 ha (gross)		14.86 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	9,427 £ per plot	329,950 £ per ha (net)	<b>133,529</b> £ per acre (net)		<b>1,885,429</b>
<b>BLV analysis:</b>		<b>313,453 £ per ha (gross)</b>	<b>126,853 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>516,595</b> £ per ha (net)	<b>209,063</b> £ per acre (net)		<b>2,951,972</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AP** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

## 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	209,063							
	0.00	388,880	357,193	325,506	293,818	262,131	230,430	198,725
	10.00	377,618	346,494	315,370	284,246	253,115	221,974	190,833
	20.00	366,356	335,795	305,234	274,673	244,095	213,518	182,941
	30.00	355,094	325,096	295,098	265,089	235,076	205,062	175,048
	40.00	343,832	314,397	284,956	255,506	226,056	196,606	167,156
	50.00	332,570	303,695	274,809	245,923	217,037	188,150	159,264
	60.00	321,307	292,984	264,662	236,339	208,017	179,694	151,372
	70.00	310,032	282,274	254,515	226,756	198,997	171,239	143,480
	80.00	298,758	271,563	244,368	217,173	189,978	162,783	135,588
	90.00	287,483	260,852	234,221	207,589	180,958	154,327	127,695
	100.00	276,209	250,141	224,074	198,006	171,938	145,871	119,803
	110.00	264,934	239,430	213,927	188,423	162,919	137,415	111,911
	120.00	253,660	228,720	203,780	178,839	153,899	128,959	104,019
	130.00	242,385	218,009	193,632	169,256	144,880	120,503	96,127
	140.00	231,111	207,298	183,485	159,673	135,860	112,047	88,235
	150.00	219,836	196,587	173,338	150,089	126,840	103,591	80,342
	160.00	208,562	185,876	163,191	140,506	117,821	95,136	72,450
	170.00	197,287	175,166	153,044	130,923	108,801	86,680	64,558
	180.00	186,013	164,455	142,897	121,339	99,782	78,224	56,666
190.00	174,738	153,744	132,750	111,756	90,762	69,768	48,774	
200.00	163,464	143,033	122,603	102,173	81,742	61,312	40,882	
210.00	152,189	132,323	112,456	92,589	72,723	52,856	32,989	
220.00	140,915	121,612	102,309	83,006	63,703	44,400	25,097	
230.00	129,640	110,901	92,162	73,423	54,683	35,944	17,205	
240.00	118,366	100,190	82,015	63,839	45,664	27,488	9,313	
250.00	107,091	89,479	71,868	54,256	36,644	19,033	1,421	

**TABLE 2**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	209,063							
	1,000	310,268	281,880	253,492	225,104	196,716	168,328	139,940
	2,000	297,921	269,533	241,145	212,757	184,369	155,981	127,593
	3,000	285,574	257,186	228,798	200,410	172,022	143,634	115,246
	4,000	273,227	244,839	216,451	188,063	159,675	131,287	102,900
	5,000	260,880	232,492	204,104	175,716	147,328	118,940	90,553
	6,000	248,533	220,145	191,757	163,369	134,981	106,594	78,206
	7,000	236,186	207,798	179,410	151,022	122,634	94,247	65,859
	8,000	223,839	195,451	167,063	138,675	110,287	81,900	53,512
	9,000	211,492	183,104	154,716	126,328	97,941	69,553	41,165
	10,000	199,145	170,757	142,369	113,981	85,594	57,206	28,818
	11,000	186,798	158,410	130,022	101,635	73,247	44,859	16,471
	12,000	174,451	146,063	117,675	89,288	60,900	32,512	4,124
	13,000	162,104	133,716	105,328	76,941	48,553	20,165	(8,223)
	14,000	149,757	121,369	92,982	64,594	36,206	7,818	(20,570)
	15,000	137,410	109,022	80,635	52,247	23,859	(4,529)	(32,917)

**TABLE 3**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	209,063							
	15.0%	491,923	455,070	418,217	381,364	344,510	307,657	270,804
	16.0%	458,061	422,902	387,741	352,581	317,421	282,261	247,100
	17.0%	424,199	390,733	357,266	323,799	290,332	256,864	223,397
	18.0%	390,338	358,564	326,790	295,016	263,242	231,468	199,694
	19.0%	356,476	326,396	296,315	266,234	236,153	206,072	175,991
20.0%	322,614	294,227	265,839	237,451	209,063	180,675	152,287	

**TABLE 4**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 133,529	209,063							
	100,000	356,143	327,756	299,368	270,980	242,592	214,204	185,816
	150,000	306,143	277,756	249,368	220,980	192,592	164,204	135,816
	200,000	256,143	227,756	199,368	170,980	142,592	114,204	85,816
	250,000	206,143	177,756	149,368	120,980	92,592	64,204	35,816
	300,000	156,143	127,756	99,368	70,980	42,592	14,204	(14,184)
	350,000	106,143	77,756	49,368	20,980	(7,408)	(35,796)	(64,184)
	400,000	56,143	27,756	(632)	(29,020)	(57,408)	(85,796)	(114,184)
	450,000	6,143	(22,244)	(50,632)	(79,020)	(107,408)	(135,796)	(164,184)
	500,000	(43,857)	(72,244)	(100,632)	(129,020)	(157,408)	(185,796)	(214,184)
	550,000	(93,857)	(122,244)	(150,632)	(179,020)	(207,408)	(235,796)	(264,184)
	600,000	(143,857)	(172,244)	(200,632)	(229,020)	(257,408)	(285,796)	(314,184)
	650,000	(193,857)	(222,244)	(250,632)	(279,020)	(307,408)	(335,796)	(364,184)
	700,000	(243,857)	(272,244)	(300,632)	(329,020)	(357,408)	(385,796)	(414,184)
	750,000	(293,857)	(322,244)	(350,632)	(379,020)	(407,408)	(435,796)	(464,184)
	800,000	(343,857)	(372,244)	(400,632)	(429,020)	(457,408)	(485,796)	(514,184)
850,000	(393,857)	(422,244)	(450,632)	(479,020)	(507,408)	(535,796)	(564,184)	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AP** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	209,063	0	384,623	356,250	327,876	299,502	271,128	242,755	214,374
Net Zero	2,000	357,064	328,690	300,316	271,942	243,566	215,168	186,780	159,186
(£ per unit)	4,000	329,504	301,125	272,738	244,350	215,962	187,574	159,186	131,592
4,500	6,000	301,919	273,531	245,143	216,755	188,368	159,980	131,592	103,998
	8,000	274,325	245,937	217,549	189,161	160,773	132,385	103,998	76,403
	10,000	246,731	218,343	189,955	161,567	133,179	104,791	76,403	48,809
	12,000	219,137	190,749	162,361	133,973	105,585	77,197	48,809	21,215
	14,000	191,542	163,154	134,767	106,379	77,991	49,603	21,215	(6,379)
	16,000	163,948	135,560	107,172	78,785	50,397	22,009	(6,379)	(33,973)
	18,000	136,354	107,966	79,578	51,190	22,802	(5,585)	(33,973)	(61,568)
	20,000	108,760	80,372	51,984	23,596	(4,792)	(33,180)	(61,568)	(89,162)
	22,000	81,166	52,778	24,390	(3,998)	(32,386)	(60,774)	(89,162)	(116,756)
	24,000	53,571	25,184	(3,204)	(31,592)	(59,980)	(88,368)	(116,756)	(146,899)
	26,000	25,977	(2,411)	(30,799)	(59,186)	(87,574)	(115,962)	(146,899)	(178,799)
	28,000	(1,617)	(30,005)	(58,393)	(86,781)	(115,169)	(145,981)	(178,799)	(210,700)
	30,000	(29,211)	(57,599)	(85,987)	(114,375)	(145,063)	(177,882)	(210,700)	

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	209,063	0.0%	329,221	301,173	273,116	245,059	217,002	188,945	160,888
M4(3) Category 3 Housing	2.5%	325,918	297,866	269,808	241,751	213,694	185,637	157,580	131,522
(% of OMS & AH units)	5.0%	322,614	294,558	266,501	238,443	210,386	182,329	154,272	128,014
6.0%	7.5%	319,307	291,250	263,193	235,136	207,078	179,021	150,964	126,706
	10.0%	315,999	287,942	259,885	231,828	203,771	175,713	147,656	125,400
	12.5%	312,691	284,634	256,577	228,520	200,463	172,406	144,349	124,094
	15.0%	309,383	281,326	253,269	225,212	197,155	169,098	141,041	122,788
	17.5%	306,076	278,018	249,961	221,904	193,847	165,790	137,733	121,482
	20.0%	302,768	274,711	246,653	218,596	190,539	162,482	134,425	120,176
	22.5%	299,460	271,403	243,346	215,288	187,231	159,174	131,117	118,870
	25.0%	296,152	268,095	240,038	211,981	183,923	155,866	127,809	117,564
	27.5%	292,844	264,787	236,730	208,673	180,616	152,559	124,501	116,258
	30.0%	289,536	261,479	233,422	205,365	177,308	149,251	121,194	114,952
	32.5%	286,228	258,171	230,114	202,057	174,000	145,943	117,886	113,646
	35.0%	282,921	254,863	226,806	198,749	170,692	142,635	114,578	112,340
	37.5%	279,613	251,556	223,498	195,441	167,384	139,327	111,270	111,034

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	209,063	70%	892,023	862,388	832,754	803,120	773,485	743,851	714,217
	75%	797,285	767,869	738,453	709,037	679,621	650,205	620,789	591,373
	80%	702,513	673,311	644,109	614,907	585,705	556,503	527,301	498,099
Build Cost	85%	607,676	578,684	549,693	520,702	491,711	462,719	433,728	404,736
100%	90%	512,752	483,971	455,190	426,409	397,627	368,844	340,054	311,263
(105% = 5% increase)	95%	417,740	389,164	360,589	332,003	303,418	274,833	246,248	217,663
	100%	322,614	294,227	265,839	237,451	209,063	180,675	152,287	123,899
	105%	227,351	199,175	170,998	142,822	114,646	86,470	58,294	30,118
	110%	132,087	104,122	76,158	48,193	20,229	(7,736)	(35,700)	(63,665)
	115%	36,823	9,070	(18,683)	(46,435)	(74,188)	(101,941)	(130,259)	(158,577)
	120%	(58,441)	(85,982)	(113,523)	(141,064)	(168,605)	(196,146)	(223,687)	(251,228)
	125%	(157,714)	(189,308)	(220,903)	(252,497)	(284,092)	(315,687)	(347,281)	(378,876)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	209,063	80%	(203,529)	(206,523)	(209,518)	(212,513)	(215,507)	(218,502)	(221,497)
	82%	(143,881)	(149,858)	(155,835)	(161,813)	(167,790)	(173,767)	(179,744)	(185,721)
Market Values	84%	(90,145)	(97,895)	(105,645)	(113,395)	(121,272)	(129,413)	(137,991)	(146,569)
100%	86%	(38,550)	(48,880)	(59,209)	(69,539)	(79,869)	(90,198)	(100,528)	(110,857)
(105% = 5% increase)	88%	13,045	135	(12,774)	(25,683)	(38,593)	(51,502)	(64,412)	(77,321)
	90%	64,640	49,151	33,662	18,172	2,683	(12,806)	(28,295)	(43,784)
	92%	116,235	98,166	80,097	62,028	43,959	25,890	7,821	(10,248)
	94%	167,830	147,181	126,532	105,884	85,235	64,587	43,938	23,289
	96%	219,425	196,196	172,968	149,740	126,511	103,283	80,054	56,826
	98%	271,020	245,212	219,403	193,595	167,787	141,979	116,171	90,363
	100%	322,614	294,227	265,839	237,451	209,063	180,675	152,287	123,899
	102%	374,155	343,204	312,253	281,303	250,353	219,372	188,404	157,435
	104%	425,691	392,168	358,640	325,113	291,585	258,057	224,529	191,001
	106%	477,184	441,096	405,007	368,919	332,818	296,713	260,608	224,503
	108%	528,676	490,014	451,351	412,688	374,025	335,362	296,687	258,021
	110%	580,138	538,916	497,694	456,457	415,219	373,982	332,745	291,503
	112%	631,588	587,794	543,999	500,205	456,411	412,602	368,789	325,285
	114%	683,038	636,671	590,304	543,937	497,571	451,204	404,834	356,835
	116%	734,463	685,539	636,609	587,670	538,730	489,791	440,852	397,903
	118%	785,875	734,380	682,886	631,391	579,890	528,379	476,867	428,953
	120%	837,287	783,222	729,157	675,092	621,027	566,961	512,882	469,903

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1

Scheme Typology: **Scheme AP** No Units: **200**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	209,063							
	5,000	322,614	297,317	272,018	246,720	221,422	196,124	170,825
	10,000	322,614	300,406	278,198	255,989	233,780	211,572	189,363
Grant (£ per unit)	15,000	322,614	303,496	284,377	265,258	246,139	227,020	207,901
	20,000	322,614	306,584	290,555	274,525	258,496	242,466	226,437
	25,000	322,614	309,671	296,727	283,784	270,840	257,897	244,953
	30,000	322,614	312,757	302,899	293,042	283,184	273,327	263,470
	35,000	322,614	315,843	309,071	302,300	295,529	288,757	281,986
	40,000	322,614	318,929	315,243	311,558	307,873	304,188	300,491
	45,000	322,614	322,015	321,416	320,816	320,217	319,607	318,988
	50,000	322,614	325,101	327,588	330,075	332,558	335,021	337,484
	55,000	322,614	328,187	333,760	339,333	344,889	350,435	355,980

**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

240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AM - AP v0.1 - Summary Table

Appraisal Ref:	AM	AN	AO	AP
Scheme Typology:	Scheme AM	Scheme AN	Scheme AO	Scheme AP
No Units:	80	100	150	200
Location / Value Zone:	Rugeley	Rugeley	Rugeley	Rugeley
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	n/a	n/a	n/a	n/a
Total GDV (£)	20,225,280	25,281,600	37,922,400	50,563,200
<b>Policy Assumptions</b>				
AH Target % (& mix):	20%	20%	20%	20%
Affordable Rent:	25%	25%	25%	25%
Social Rent:	35%	35%	35%	35%
First Homes:	25%	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298
<b>Profit KPI's</b>				
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.24%	18.24%	18.24%	18.24%
Developers Profit (% on costs)	25.66%	25.72%	25.77%	25.80%
Developers Profit Total (£)	3,689,837	4,612,296	6,918,444	9,224,592
<b>Land Value KPI's</b>				
RLV (£/acre (net))	331,649	337,198	340,614	342,592
RLV (£/ha (net))	819,506	833,216	841,656	846,545
RLV (% of GDV)	9.26%	9.42%	9.51%	9.57%
RLV Total (£)	1,873,156	2,380,618	3,607,098	4,837,402
BLV (£/acre (net))	133,529	133,529	133,529	133,529
BLV (£/ha (net))	329,950	329,950	329,950	329,950
BLV Total (£)	754,172	942,715	1,414,072	1,885,429
Surplus/Deficit (£/acre) [RLV-BLV]	198,120	203,669	207,085	209,063
Surplus/Deficit (£/ha)	489,555	503,266	511,706	516,595
Surplus/Deficit Total (£)	1,118,984	1,437,904	2,193,026	2,951,972
<b>Plan Viability comments</b>	Viable	Viable	Viable	Viable

Plan Viability comments	Viable	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viable	if RLV < BLV, and RLV is negative

## 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivity for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240831	v0.1	Updated the appraisal
240903	v0.1	Issued the final version to client

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Appraisal Ref: **AQ** (see Typologies Matrix)  
 Scheme Typology: **Scheme AQ**  
 Site Typology: **Location / Value Zone: Rugeley** **No Units: 50** **Greenfield/Brownfield: Brownfield**  
 Notes: **n/a**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				50 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	7.0	20.0%	2.0	18%	9.0			
3 bed House	40.0%	16.0	30.0%	3.0	38%	19.0			
4 bed House	15.0%	6.0	10.0%	1.0	14%	7.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	4.0	20.0%	2.0	12%	6.0			
2 bed Flat	17.5%	7.0	20.0%	2.0	18%	9.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	40.0	100.0%	10.0	100%	50.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	553	5,952	158	1,701	711		7,653		
3 bed House	1,488	16,017	279	3,003	1,767		19,020		
4 bed House	690	7,427	115	1,238	805		8,665		
5 bed House	0	0	0	0	0		0		
1 bed Flat	235	2,533	118	1,266	353		3,799		
2 bed Flat	576	6,205	165	1,773	741		7,978		
3 bed Flat	0	0	0	0	0		0		
	3,543	38,134	834	8,981	4,377		47,115		
AH % by floor area:		19.06% 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	2,500	232					0	
2 bed House	260,000	3,291	306					2,340,000	
3 bed House	305,000	3,280	305					5,795,000	
4 bed House	420,000	3,652	339					2,940,000	
5 bed House	0	0	0					0	
1 bed Flat	135,000	2,700	251					810,000	
2 bed Flat	185,000	2,643	246					1,665,000	
3 bed Flat	0	0	0					0	
								13,550,000	
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AQ** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	7.0	@	260,000	1,820,000
3 bed House	16.0	@	305,000	4,880,000
4 bed House	6.0	@	420,000	2,520,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	135,000	540,000
2 bed Flat	7.0	@	185,000	1,295,000
3 bed Flat	0.0	@	0	-
	40.0			11,055,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	213,500	160,125
4 bed House	0.3	@	294,000	73,500
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	129,500	64,750
3 bed Flat	0.0	@	0	-
	2.5			436,625
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	0.7	@	143,000	100,100
3 bed House	1.1	@	167,750	176,138
4 bed House	0.4	@	231,000	80,850
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	74,250	51,975
2 bed Flat	0.7	@	101,750	71,225
3 bed Flat	0.0	@	0	-
	3.5			480,288
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	213,500	160,125
4 bed House	0.3	@	250,000	62,500
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	129,500	64,750
3 bed Flat	0.0	@	0	-
	2.5			425,625
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.3	@	169,000	50,700
3 bed House	0.5	@	198,250	89,213
4 bed House	0.2	@	273,000	40,950
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	87,750	26,325
2 bed Flat	0.3	@	120,250	36,075
3 bed Flat	0.0	@	0	-
	1.5	10.0		243,263
<b>Sub-total GDV Residential</b>				
	<b>50</b>			<b>12,640,800</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>909,200</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	10	AH units @	0	per unit
<b>Total GDV</b>				
				<b>12,640,800</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AQ** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL (Mrkt only + garages) 3,653 sqm 58.84 £ psm (214,917)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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		50 units @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			4,377 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 1.43 ha @ 50,000 £ per ha (if brownfield) (71,429)									
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		50 units @		0				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,531	psm			
2 bed House			711 sqm @		1,531	psm			(1,088,541)
3 bed House			1,767 sqm @		1,531	psm			(2,705,277)
4 bed House			805 sqm @		1,531	psm			(1,232,455)
5 bed House			- sqm @		1,531	psm			-
1 bed Flat			353 sqm @		1,681	psm			(593,294)
2 bed Flat			741 sqm @		1,681	psm			(1,245,918)
3 bed Flat			- sqm @		1,681	psm			-
Garages for 3B House (Mrkt only)	16	10%	units @		18	sqm @	640	psm	(18,432)
Garages for 4B House (Mrkt only)	6	75%	units @		18	sqm @	640	psm	(51,840)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	-
			110						
External works			6,935,757 @		15.0%				(1,040,364)
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 50 units @ 268 £ per unit (13,400)									
M4(2) Category 2 Housing	tenure weighted t		50 units @	94.0%	@		521	£ per unit	(24,487)
M4(3) (10%AH 5%OMS)	tenure weighted t		50 units @	6.0%	@		10,111	£ per unit	(30,333)
Net Zero Cost (2025 FHS Part L)			50 units @				4,500	£ per unit	(225,000)
SAC			50 units @				291	£ per unit	(14,529)
EV Charging Points - Houses			35 units @				1,000	£ per unit	(35,000)
EV Charging Points - Flats			15 units @		4 flats per charger		10,000	£ per 4 units	(37,500)
Water Efficiency (Climate change policy)			50 units @				10	£ per unit	(500)
	Sub-total								(380,749)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction)			8,428,298 @		5.0%				(421,415)

## 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AQ** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

<b>Professional Fees</b>	8,428,298 @		<b>6.5%</b>		(547,839)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	11,055,000 OMS @		<b>3.00%</b>	6,633 £ per unit	(331,650)
Residential Sales Agent Costs	11,055,000 OMS @		<b>1.00%</b>	2,211 £ per unit	(110,550)
Residential Sales Legal Costs	11,055,000 OMS @		<b>0.25%</b>	553 £ per unit	(27,638)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,197 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(125,908)
<b>Developers Profit -</b>					
Profit on OMS	11,055,000		<b>20.00%</b>		(2,211,000)
Margin on AH	1,585,800		<b>6.00%</b> on AH values		(95,148)
<b>Profit analysis:</b>	<b>12,640,800</b>		<b>18.24% blended GDV</b>	<b>(2,306,148)</b>	
	<b>10,291,315</b>		<b>22.41% on costs</b>	<b>(2,306,148)</b>	
<b>TOTAL COSTS</b>					<b>(12,597,463)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					43,337
SDLT	43,337 @		HMRC formula		-
Acquisition Agent fees	43,337 @		<b>1.0%</b>		(433)
Acquisition Legal fees	43,337 @		<b>0.5%</b>		(217)
Interest on Land	43,337 @		7.00%		(3,034)
Residual Land Value					<b>39,654</b>
<b>RLV analysis:</b>	<b>793 £ per plot</b>	<b>27,758 £ per ha (net)</b>	<b>11,233 £ per acre (net)</b>	<b>10,672 £ per acre (gross)</b>	<b>0.31% % RLV / GDV</b>
		<b>26,370 £ per ha (gross)</b>			

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.43 ha (net)		3.53 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.50 ha (gross)		3.72 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	<b>253,000</b> £ per acre (net)		<b>893,090</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>		

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(597,405) £ per ha (net)</b>	<b>(241,767) £ per acre (net)</b>		<b>(853,436)</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AQ** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

## 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00	(63,825)	(94,208)	(124,590)	(154,973)	(185,356)	(216,732)	(248,871)
	10.00	(75,307)	(105,116)	(134,925)	(164,733)	(194,743)	(225,841)	(257,779)
	20.00	(86,789)	(116,024)	(145,259)	(174,493)	(204,247)	(234,951)	(267,072)
	30.00	(98,272)	(126,932)	(155,593)	(184,253)	(213,751)	(244,060)	(276,364)
	40.00	(109,754)	(137,841)	(165,927)	(194,195)	(223,460)	(253,186)	(285,656)
	50.00	(121,236)	(148,749)	(176,261)	(204,294)	(233,177)	(263,142)	(294,948)
	60.00	(132,719)	(159,657)	(186,595)	(214,399)	(242,894)	(273,097)	(304,240)
	70.00	(144,201)	(170,565)	(197,212)	(224,723)	(252,611)	(283,053)	(313,532)
	80.00	(155,684)	(181,473)	(207,905)	(235,047)	(263,194)	(293,009)	(322,824)
	90.00	(167,166)	(192,507)	(218,698)	(245,371)	(273,814)	(302,965)	(332,116)
	100.00	(178,648)	(203,794)	(229,629)	(255,946)	(284,433)	(312,921)	(341,408)
	110.00	(190,178)	(215,102)	(240,561)	(267,229)	(295,053)	(322,876)	(350,700)
	120.00	(202,059)	(226,641)	(251,492)	(278,512)	(305,672)	(332,832)	(359,992)
	130.00	(213,939)	(238,179)	(263,299)	(289,795)	(316,292)	(342,788)	(369,284)
	140.00	(226,081)	(249,718)	(275,246)	(301,079)	(326,911)	(352,744)	(378,576)
	150.00	(238,227)	(262,024)	(287,193)	(312,362)	(337,531)	(362,700)	(387,869)
	160.00	(250,373)	(274,635)	(299,140)	(323,645)	(348,150)	(372,655)	(397,161)
	170.00	(263,404)	(287,245)	(311,087)	(334,928)	(358,770)	(382,611)	(406,453)
	180.00	(276,678)	(299,856)	(323,034)	(346,211)	(369,389)	(392,567)	(415,745)
	190.00	(289,953)	(312,467)	(334,981)	(357,495)	(380,009)	(402,523)	(425,037)
200.00	(303,227)	(325,077)	(346,928)	(368,778)	(390,628)	(412,479)	(434,329)	
210.00	(316,501)	(337,688)	(358,875)	(380,061)	(401,248)	(422,434)	(443,621)	
220.00	(329,776)	(350,299)	(370,822)	(391,344)	(411,867)	(432,390)	(452,913)	
230.00	(343,050)	(362,909)	(382,768)	(402,628)	(422,487)	(442,346)	(462,205)	
240.00	(356,325)	(375,520)	(394,715)	(413,911)	(433,106)	(452,302)	(471,497)	
250.00	(369,599)	(388,131)	(406,662)	(425,194)	(443,726)	(462,258)	(480,789)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	1,000	(143,961)	(170,966)	(198,290)	(226,502)	(255,260)	(286,480)	(317,699)
	2,000	(156,536)	(183,541)	(211,301)	(239,804)	(269,797)	(301,017)	(332,236)
	3,000	(169,111)	(196,370)	(224,539)	(253,115)	(284,334)	(315,554)	(346,773)
	4,000	(181,685)	(209,381)	(237,841)	(267,652)	(298,871)	(330,091)	(361,310)
	5,000	(194,450)	(222,577)	(251,142)	(282,189)	(313,408)	(344,628)	(375,847)
	6,000	(207,461)	(235,878)	(265,507)	(296,726)	(327,946)	(359,165)	(390,384)
	7,000	(220,614)	(249,179)	(280,044)	(311,263)	(342,483)	(373,702)	(404,921)
	8,000	(233,915)	(263,361)	(294,581)	(325,800)	(357,020)	(388,239)	(419,459)
	9,000	(247,216)	(277,899)	(309,118)	(340,337)	(371,557)	(402,776)	(433,996)
	10,000	(261,216)	(292,436)	(323,655)	(354,874)	(386,094)	(417,313)	(448,533)
	11,000	(275,753)	(306,973)	(338,192)	(369,412)	(400,631)	(431,850)	(463,070)
	12,000	(290,290)	(321,510)	(352,729)	(383,949)	(415,168)	(446,387)	(477,607)
	13,000	(304,827)	(336,047)	(367,266)	(398,486)	(429,705)	(460,924)	(492,144)
	14,000	(319,365)	(350,584)	(381,803)	(413,023)	(444,242)	(475,462)	(506,681)
	15,000	(333,902)	(365,121)	(396,340)	(427,560)	(458,779)	(489,999)	(521,218)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	37,922	2,452	(33,018)	(68,489)	(103,959)	(139,429)	(174,899)
	16.0%	4,060	(29,717)	(63,494)	(97,271)	(131,048)	(164,825)	(198,944)
	17.0%	(29,801)	(61,885)	(93,970)	(126,054)	(158,138)	(190,272)	(223,678)
	18.0%	(63,663)	(94,054)	(124,445)	(154,836)	(185,227)	(216,604)	(248,751)
	19.0%	(97,525)	(126,223)	(154,921)	(183,619)	(213,133)	(243,468)	(275,759)
	20.0%	(131,387)	(158,392)	(185,396)	(213,221)	(241,767)	(271,943)	(303,162)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	100,000	21,613	(5,392)	(32,396)	(60,221)	(88,767)	(118,943)	(150,162)
	150,000	(28,387)	(55,392)	(82,396)	(110,221)	(138,767)	(168,943)	(200,162)
	200,000	(78,387)	(105,392)	(132,396)	(160,221)	(188,767)	(218,943)	(250,162)
	250,000	(128,387)	(155,392)	(182,396)	(210,221)	(238,767)	(268,943)	(300,162)
	300,000	(178,387)	(205,392)	(232,396)	(260,221)	(288,767)	(318,943)	(350,162)
	350,000	(228,387)	(255,392)	(282,396)	(310,221)	(338,767)	(368,943)	(400,162)
	400,000	(278,387)	(305,392)	(332,396)	(360,221)	(388,767)	(418,943)	(450,162)
	450,000	(328,387)	(355,392)	(382,396)	(410,221)	(438,767)	(468,943)	(500,162)
	500,000	(378,387)	(405,392)	(432,396)	(460,221)	(488,767)	(518,943)	(550,162)
	550,000	(428,387)	(455,392)	(482,396)	(510,221)	(538,767)	(568,943)	(600,162)
	600,000	(478,387)	(505,392)	(532,396)	(560,221)	(588,767)	(618,943)	(650,162)
	650,000	(528,387)	(555,392)	(582,396)	(610,221)	(638,767)	(668,943)	(700,162)
	700,000	(578,387)	(605,392)	(632,396)	(660,221)	(688,767)	(718,943)	(750,162)
	750,000	(628,387)	(655,392)	(682,396)	(710,221)	(738,767)	(768,943)	(800,162)
	800,000	(678,387)	(705,392)	(732,396)	(760,221)	(788,767)	(818,943)	(850,162)
	850,000	(728,387)	(755,392)	(782,396)	(810,221)	(838,767)	(868,943)	(900,162)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AQ** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(241,767)	0	(67,965)	(94,970)	(121,974)	(148,979)	(175,984)	(203,482)	(231,810)
Net Zero	2,000	(96,152)	(123,157)	(150,162)	(177,167)	(204,706)	(233,061)	(262,429)	(292,297)
(£ per unit)	4,000	(124,340)	(151,345)	(178,350)	(205,930)	(234,312)	(263,796)	(295,015)	(327,602)
4,500	6,000	(152,528)	(179,532)	(207,153)	(235,564)	(265,163)	(296,383)	(330,775)	(362,429)
	8,000	(180,715)	(208,377)	(236,815)	(266,531)	(297,750)	(328,969)	(361,189)	(393,775)
	10,000	(209,601)	(238,066)	(267,898)	(299,117)	(330,337)	(361,556)	(393,775)	(425,362)
	12,000	(239,317)	(269,265)	(300,485)	(331,704)	(362,923)	(394,143)	(425,362)	(457,949)
	14,000	(270,632)	(301,852)	(333,071)	(364,291)	(395,510)	(426,730)	(457,949)	(490,536)
	16,000	(303,219)	(334,439)	(365,658)	(396,877)	(428,097)	(459,316)	(490,536)	(523,122)
	18,000	(335,806)	(367,025)	(398,245)	(429,464)	(460,684)	(491,903)	(523,122)	(555,709)
	20,000	(368,393)	(399,612)	(430,832)	(462,051)	(493,270)	(524,490)	(555,709)	(588,296)
	22,000	(400,979)	(432,199)	(463,418)	(494,638)	(525,857)	(557,076)	(588,296)	(620,883)
	24,000	(433,566)	(464,786)	(496,005)	(527,224)	(558,444)	(589,663)	(620,883)	(653,469)
	26,000	(466,153)	(497,372)	(528,592)	(559,811)	(591,031)	(622,250)	(653,469)	(686,056)
	28,000	(498,740)	(529,959)	(561,178)	(592,398)	(623,617)	(654,837)	(686,056)	(718,643)
	30,000	(531,326)	(562,546)	(593,765)	(624,985)	(656,204)	(687,423)	(718,643)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(241,767)	0.0%	(124,629)	(151,296)	(177,963)	(205,180)	(233,188)	(262,177)	(293,005)
M4(3) Category 3 Housing	2.5%	(128,008)	(154,675)	(181,342)	(208,676)	(236,763)	(266,083)	(296,912)	(330,818)
(% of OMS & AH units)	5.0%	(131,387)	(158,054)	(184,721)	(212,172)	(240,337)	(269,989)	(300,818)	(334,724)
6.0%	7.5%	(134,766)	(161,433)	(188,100)	(215,703)	(243,911)	(273,896)	(304,724)	(338,630)
	10.0%	(138,145)	(164,812)	(191,573)	(219,277)	(247,486)	(277,802)	(308,631)	(342,537)
	12.5%	(141,524)	(168,191)	(195,069)	(222,852)	(251,060)	(281,708)	(312,537)	(346,443)
	15.0%	(144,903)	(171,570)	(198,565)	(226,426)	(254,786)	(285,615)	(316,443)	(350,349)
	17.5%	(148,282)	(174,949)	(202,061)	(230,000)	(258,692)	(289,521)	(320,350)	(354,255)
	20.0%	(151,661)	(178,328)	(205,557)	(233,574)	(262,599)	(293,427)	(324,256)	(358,161)
	22.5%	(155,040)	(181,707)	(209,054)	(237,149)	(266,505)	(297,334)	(328,162)	(362,067)
	25.0%	(158,419)	(185,086)	(212,550)	(240,723)	(270,411)	(301,240)	(332,069)	(365,973)
	27.5%	(161,798)	(188,465)	(216,089)	(244,297)	(274,318)	(305,146)	(335,975)	(369,879)
	30.0%	(165,177)	(191,950)	(219,663)	(247,872)	(278,224)	(309,053)	(339,881)	(373,785)
	32.5%	(168,556)	(195,446)	(223,238)	(251,446)	(282,130)	(312,959)	(343,788)	(377,691)
	35.0%	(171,935)	(198,943)	(226,812)	(255,208)	(286,037)	(316,865)	(347,694)	(381,597)
	37.5%	(175,314)	(202,439)	(230,386)	(259,114)	(289,943)	(320,772)	(351,601)	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(241,767)	70%	539,361	510,832	482,302	453,773	425,244	396,714	368,185
		75%	428,484	400,220	371,955	343,691	315,427	287,163	258,898
Build Cost		80%	317,244	289,232	261,220	233,208	205,196	177,184	149,172
100%		85%	205,554	177,782	150,009	122,233	94,418	66,602	38,787
(105% = 5% increase)		90%	93,324	65,779	38,234	10,688	(16,857)	(44,402)	(71,947)
		95%	(19,031)	(46,306)	(73,581)	(100,856)	(128,131)	(155,406)	(182,681)
		100%	(131,387)	(158,392)	(185,396)	(213,221)	(241,767)	(271,943)	(303,162)
		105%	(246,354)	(276,643)	(307,550)	(338,457)	(369,364)	(400,271)	(431,178)
		110%	(375,627)	(406,222)	(436,816)	(467,411)	(498,005)	(528,600)	(559,195)
		115%	(505,518)	(535,800)	(566,082)	(596,364)	(626,647)	(656,929)	(687,211)
		120%	(635,408)	(665,378)	(695,348)	(725,318)	(755,288)	(785,258)	(815,227)
		125%	(765,299)	(794,956)	(824,614)	(854,271)	(883,929)	(913,586)	(943,244)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(241,767)	80%	(719,744)	(720,768)	(721,793)	(722,817)	(723,842)	(724,866)	(725,891)
		82%	(659,354)	(663,398)	(667,442)	(671,486)	(675,530)	(679,574)	(683,618)
Market Values		84%	(598,964)	(606,028)	(613,091)	(620,155)	(627,218)	(634,282)	(641,345)
100%		86%	(538,574)	(548,657)	(558,740)	(568,823)	(578,906)	(588,989)	(599,072)
(105% = 5% increase)		88%	(478,185)	(491,287)	(504,389)	(517,492)	(530,594)	(543,697)	(556,799)
		90%	(417,795)	(433,917)	(450,039)	(466,161)	(482,283)	(498,404)	(514,526)
		92%	(357,405)	(376,546)	(395,688)	(414,829)	(433,971)	(453,112)	(472,254)
		94%	(297,015)	(319,176)	(341,337)	(363,498)	(385,659)	(407,820)	(429,981)
		96%	(238,017)	(261,806)	(286,986)	(312,166)	(337,347)	(362,527)	(387,708)
		98%	(183,624)	(208,685)	(234,366)	(260,835)	(288,035)	(317,235)	(346,435)
		100%	(131,387)	(158,392)	(185,396)	(213,221)	(241,767)	(271,943)	(303,162)
		102%	(79,150)	(108,766)	(138,383)	(168,000)	(197,923)	(228,890)	(260,899)
		104%	(26,912)	(59,141)	(91,369)	(123,598)	(155,826)	(188,055)	(221,539)
		106%	25,325	(9,516)	(44,356)	(79,196)	(114,037)	(148,877)	(183,717)
		108%	77,562	40,110	2,658	(34,795)	(72,247)	(109,699)	(147,151)
		110%	129,799	89,735	49,671	9,607	(30,457)	(70,521)	(110,585)
		112%	182,036	139,360	96,685	54,009	11,333	(31,343)	(74,019)
		114%	234,259	188,986	143,698	98,410	53,122	7,835	(37,453)
		116%	286,324	238,533	190,712	142,812	94,912	47,012	(887)
		118%	338,390	287,996	237,601	187,207	136,702	86,190	35,679
		120%	390,315	337,420	284,461	231,463	178,465	125,368	72,245

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AQ** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(241,767)							
	5,000	(131,387)	(155,244)	(179,101)	(203,450)	(228,448)	(253,747)	(281,328)
	10,000	(131,387)	(152,096)	(172,805)	(193,679)	(215,129)	(237,035)	(259,494)
Grant (£ per unit)	15,000	(131,387)	(148,948)	(166,510)	(184,071)	(202,079)	(220,387)	(238,964)
	20,000	(131,387)	(145,801)	(160,214)	(174,628)	(189,052)	(203,965)	(218,985)
	25,000	(131,387)	(142,653)	(153,919)	(165,185)	(176,451)	(187,717)	(199,337)
	30,000	(131,387)	(139,505)	(147,623)	(155,742)	(163,860)	(171,978)	(180,097)
	35,000	(131,387)	(136,357)	(141,328)	(146,298)	(151,269)	(156,240)	(161,210)
	40,000	(131,387)	(133,210)	(135,032)	(136,855)	(138,678)	(140,501)	(142,324)
	45,000	(131,387)	(130,062)	(128,737)	(127,412)	(126,087)	(124,762)	(123,437)
	50,000	(131,387)	(126,914)	(122,441)	(117,969)	(113,496)	(109,023)	(104,551)
	55,000	(131,387)	(123,766)	(116,146)	(108,525)	(100,905)	(93,285)	(85,664)

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Appraisal Ref: **AR** (see Typologies Matrix)  
 Scheme Typology: **Scheme AR**  
 Site Typology: **Rugeley** No Units: **80** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				80 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	11.2	20.0%	3.2	18%	14.4			
3 bed House	40.0%	25.6	30.0%	4.8	38%	30.4			
4 bed House	15.0%	9.6	10.0%	1.6	14%	11.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	6.4	20.0%	3.2	12%	9.6			
2 bed Flat	17.5%	11.2	20.0%	3.2	18%	14.4			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	64.0	100.0%	16.0	100%	80.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	885	9,524	253	2,721	1,138	12,245			
3 bed House	2,381	25,627	446	4,805	2,827	30,432			
4 bed House	1,104	11,883	184	1,981	1,288	13,864			
5 bed House	0	0	0	0	0	0			
1 bed Flat	376	4,052	188	2,026	565	6,078			
2 bed Flat	922	9,928	264	2,837	1,186	12,765			
3 bed Flat	0	0	0	0	0	0			
	5,668	61,014	1,335	14,369	7,003	75,384			
AH % by floor area:		19.06% 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	2,500	232			0			
2 bed House	260,000	3,291	306			3,744,000			
3 bed House	305,000	3,280	305			9,272,000			
4 bed House	420,000	3,652	339			4,704,000			
5 bed House	0	0	0			0			
1 bed Flat	135,000	2,700	251			1,296,000			
2 bed Flat	185,000	2,643	246			2,664,000			
3 bed Flat	0	0	0			0			
						21,680,000			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AR** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	11.2	@	260,000	2,912,000
3 bed House	25.6	@	305,000	7,808,000
4 bed House	9.6	@	420,000	4,032,000
5 bed House	0.0	@	0	-
1 bed Flat	6.4	@	135,000	864,000
2 bed Flat	11.2	@	185,000	2,072,000
3 bed Flat	0.0	@	0	-
	<b>64.0</b>			<b>17,688,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.8	@	182,000	145,600
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	294,000	117,600
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	94,500	75,600
2 bed Flat	0.8	@	129,500	103,600
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>698,600</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	1.1	@	143,000	160,160
3 bed House	1.7	@	167,750	281,820
4 bed House	0.6	@	231,000	129,360
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	74,250	83,160
2 bed Flat	1.1	@	101,750	113,960
3 bed Flat	0.0	@	0	-
	<b>5.6</b>			<b>768,460</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.8	@	182,000	145,600
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	250,000	100,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	94,500	75,600
2 bed Flat	0.8	@	129,500	103,600
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>681,000</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.5	@	169,000	81,120
3 bed House	0.7	@	198,250	142,740
4 bed House	0.2	@	273,000	65,520
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	87,750	42,120
2 bed Flat	0.5	@	120,250	57,720
3 bed Flat	0.0	@	0	-
	<b>2.4</b>	<b>16.0</b>		<b>389,220</b>
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>20,225,280</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,454,720</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>16</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>20,225,280</b>



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AR** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(26,999)
Planning Application Professional Fees, Surveys and reports						(80,000)
CIL (Mrkt only + garages)		5,844 sqm		58.84 £ psm		(343,867)
	<b>CIL analysis:</b>	<b>1.70% % of GDV</b>		<b>4,298 £ 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	80 units @		0 per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	<b>0.00% % of GDV</b>		<b>0 £ per unit (total units)</b>		
AH Commuted Sum		7,003 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>	<b>0.00% % of GDV</b>				
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		2.29 ha @		50,000 £ per ha (if brownfield)		(114,286)
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>	<b>0.00% % of GDV</b>		<b>0 £ per unit (total units)</b>		
1 bed House		- sqm @		1,315 psm		-
2 bed House		1,138 sqm @		1,315 psm		(1,495,944)
3 bed House		2,827 sqm @		1,315 psm		(3,717,768)
4 bed House		1,288 sqm @		1,315 psm		(1,693,720)
5 bed House		- sqm @		1,315 psm		-
1 bed Flat		565 sqm @		1,493 psm		(843,106)
2 bed Flat		1,186 sqm @		1,493 psm		(1,770,522)
3 bed Flat		7,003 sqm @		1,493 psm		-
Garages for 3B House (Mrkt only)	26	10% units @		18 sqm @ 640 psm		(29,491)
Garages for 4B House (Mrkt only)	10	75% units @		18 sqm @ 640 psm		(82,944)
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @ 640 psm		-
		176				
External works		9,633,495 @		15.0%		(1,445,024)
	<b>Ext. Works analysis:</b>			<b>18,063 £ per unit (total units)</b>		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		80 units @		268 £ per unit		(21,440)
M4(2) Category 2 Housing	tenure weighted t	80 units @	94.0% @	521 £ per unit		(39,179)
M4(3) (10%AH 5%OMS)	tenure weighted t	80 units @	6.0% @	10,111 £ per unit		(48,533)
Net Zero Cost (2025 FHS Part L)		80 units @		4,500 £ per unit		(360,000)
SAC		80 units @		291 £ per unit		(23,246)
EV Charging Points - Houses		56 units @		1,000 £ per unit		(56,000)
EV Charging Points - Flats		24 units @	4 flats per charger	10,000 £ per 4 units		(60,000)
Water Efficiency (Climate change policy)		80 units @		10 £ per unit		(800)
	Sub-total					(609,198)
	<b>Policy Costs analysis: (design costs only)</b>			<b>7,615 £ per unit (total units)</b>		
Contingency (on construction)		11,802,004 @		5.0%		(590,100)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AR** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

<b>Professional Fees</b>	11,802,004 @	6.5%		(767,130)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	17,688,000 OMS @	3.00%	6.633 £ per unit	(530,640)
Residential Sales Agent Costs	17,688,000 OMS @	1.00%	2,211 £ per unit	(176,880)
Residential Sales Legal Costs	17,688,000 OMS @	0.25%	553 £ per unit	(44,220)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,272 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(100,369)
<b>Developers Profit -</b>				
Profit on OMS	17,688,000	20.00%		(3,537,600)
Margin on AH	2,537,280	6.00% on AH values		(152,237)
<b>Profit analysis:</b>	<b>20,225,280</b>	<b>18.24% blended GDV</b>	<b>(3,689,837)</b>	
	<b>14,452,209</b>	<b>25.53% on costs</b>	<b>(3,689,837)</b>	
<b>TOTAL COSTS</b>				<b>(18,142,046)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				2,083,234
SDLT	2,083,234 @	HMRC formula		(93,662)
Acquisition Agent fees	2,083,234 @	1.0%		(20,832)
Acquisition Legal fees	2,083,234 @	0.5%		(10,416)
Interest on Land	2,083,234 @	7.00%		(145,826)
Residual Land Value				<b>1,812,497</b>
<b>RLV analysis:</b>	<b>22,656 £ per plot</b>	<b>792,968 £ per ha (net)</b>	<b>320,910 £ per acre (net)</b>	
		<b>753,319 £ per ha (gross)</b>	<b>304,864 £ per acre (gross)</b>	
			<b>8.96% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.29 ha (net)		5.65 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	2.41 ha (gross)		5.95 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	231,000 £ per acre (net)	<b>1,304,688</b>
<b>BLV analysis:</b>	<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)		<b>222,167 £ per ha (net)</b>	<b>89,910 £ per acre (net)</b>	<b>507,809</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AR** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

## 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 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	89,910							
	0.00	269,664	238,130	206,597	175,063	143,497	111,925	80,352
CIL £ psm	10.00	258,308	227,342	196,376	165,393	134,390	103,387	72,383
	20.00	246,952	216,554	186,151	155,717	125,283	94,848	64,414
58.84	30.00	235,596	205,766	175,905	146,040	116,175	86,310	56,445
	40.00	224,240	194,955	165,659	136,364	107,068	77,772	48,476
	50.00	212,866	184,140	155,413	126,687	97,960	69,234	40,508
	60.00	201,482	173,325	145,168	117,010	88,853	60,696	32,539
	70.00	190,098	162,510	134,922	107,334	79,746	52,158	24,570
	80.00	178,714	151,695	124,676	97,657	70,638	43,620	16,601
	90.00	167,330	140,880	114,430	87,981	61,531	35,081	8,632
	100.00	155,945	130,065	104,185	78,304	52,424	26,543	663
	110.00	144,561	119,250	93,939	68,628	43,316	18,005	(7,306)
	120.00	133,177	108,435	83,693	58,951	34,209	9,467	(15,275)
	130.00	121,793	97,620	73,447	49,274	25,102	929	(23,244)
	140.00	110,409	86,805	63,201	39,598	15,994	(7,609)	(31,213)
	150.00	99,024	75,990	52,956	29,921	6,887	(16,148)	(39,182)
	160.00	87,640	65,175	42,710	20,245	(2,221)	(24,686)	(47,151)
	170.00	76,256	54,360	32,464	10,568	(11,328)	(33,224)	(55,120)
	180.00	64,872	43,545	22,218	891	(20,435)	(41,762)	(63,089)
	190.00	53,487	32,730	11,972	(8,785)	(29,543)	(50,300)	(71,058)
	200.00	42,103	21,915	1,727	(18,462)	(38,650)	(58,838)	(79,027)
210.00	30,719	11,100	(8,519)	(28,138)	(47,757)	(67,377)	(86,996)	
220.00	19,335	285	(18,765)	(37,815)	(56,865)	(75,915)	(94,965)	
230.00	7,951	(10,530)	(29,011)	(47,491)	(65,972)	(84,453)	(102,934)	
240.00	(3,434)	(21,345)	(39,257)	(57,168)	(75,080)	(92,991)	(110,902)	
250.00	(14,818)	(32,160)	(49,502)	(66,845)	(84,187)	(101,529)	(118,871)	

**TABLE 2**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	89,910							
	1,000	190,336	162,112	133,889	105,666	77,442	49,219	20,996
Site Specific S106	2,000	177,869	149,645	121,422	93,199	64,975	36,752	8,529
	3,000	165,402	137,178	108,955	80,732	52,508	24,285	(3,938)
-	4,000	152,934	124,711	96,488	68,265	40,041	11,818	(16,405)
	5,000	140,467	112,244	84,021	55,797	27,574	(649)	(28,872)
	6,000	128,000	99,777	71,554	43,330	15,107	(13,116)	(41,340)
	7,000	115,533	87,310	59,087	30,863	2,640	(25,583)	(53,807)
	8,000	103,066	74,843	46,619	18,396	(9,827)	(38,050)	(66,274)
	9,000	90,599	62,376	34,152	5,929	(22,294)	(50,518)	(78,741)
	10,000	78,132	49,909	21,685	(6,538)	(34,761)	(62,985)	(91,208)
	11,000	65,665	37,442	9,218	(19,005)	(47,228)	(75,452)	(103,675)
	12,000	53,198	24,974	(3,249)	(31,472)	(59,695)	(87,919)	(116,142)
	13,000	40,731	12,507	(15,716)	(43,939)	(72,163)	(100,386)	(128,609)
	14,000	28,264	40	(28,183)	(56,406)	(84,630)	(112,853)	(141,076)
	15,000	15,796	(12,427)	(40,650)	(68,873)	(97,097)	(125,320)	(153,543)

**TABLE 3**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	89,910							
	15.0%	372,112	335,423	298,734	262,046	225,357	188,668	151,979
Profit	16.0%	338,250	303,254	268,259	233,263	198,267	163,272	128,276
	17.0%	304,388	271,086	237,783	204,480	171,178	137,875	104,573
20.0%	18.0%	270,526	238,917	207,307	175,698	144,088	112,479	80,870
	19.0%	236,665	206,748	176,832	146,915	116,999	87,083	57,166
	20.0%	202,803	174,579	146,356	118,133	89,910	61,686	33,463

**TABLE 4**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	89,910							
	100,000	333,803	305,579	277,356	249,133	220,910	192,686	164,463
BLV (£ per acre)	150,000	283,803	255,579	227,356	199,133	170,910	142,686	114,463
	200,000	233,803	205,579	177,356	149,133	120,910	92,686	64,463
231,000	250,000	183,803	155,579	127,356	99,133	70,910	42,686	14,463
	300,000	133,803	105,579	77,356	49,133	20,910	(7,314)	(35,537)
	350,000	83,803	55,579	27,356	(867)	(29,090)	(57,314)	(85,537)
	400,000	33,803	5,579	(22,644)	(50,867)	(79,090)	(107,314)	(135,537)
	450,000	(16,197)	(44,421)	(72,644)	(100,867)	(129,090)	(157,314)	(185,537)
	500,000	(66,197)	(94,421)	(122,644)	(150,867)	(179,090)	(207,314)	(235,537)
	550,000	(116,197)	(144,421)	(172,644)	(200,867)	(229,090)	(257,314)	(285,537)
	600,000	(166,197)	(194,421)	(222,644)	(250,867)	(279,090)	(307,314)	(335,537)
	650,000	(216,197)	(244,421)	(272,644)	(300,867)	(329,090)	(357,314)	(385,537)
	700,000	(266,197)	(294,421)	(322,644)	(350,867)	(379,090)	(407,314)	(435,537)
	750,000	(316,197)	(344,421)	(372,644)	(400,867)	(429,090)	(457,314)	(485,537)
	800,000	(366,197)	(394,421)	(422,644)	(450,867)	(479,090)	(507,314)	(535,537)
	850,000	(416,197)	(444,421)	(472,644)	(500,867)	(529,090)	(557,314)	(585,537)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology:  
Site Typology:  
Notes:

Scheme AR  
Location / Value Zone: **Rugeley**  
No Units: **80**  
Greenfield/Brownfield: **Brownfield**

TABLE 5

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	89,910	0	265,490	237,297	209,105	180,912	152,719	124,500	96,277
Net Zero	2,000	237,648	209,456	181,253	153,029	124,806	96,583	68,359	
(£ per unit)	4,000	209,782	181,559	153,335	125,112	96,889	68,666	40,442	
4,500	6,000	181,865	153,642	125,418	97,195	68,972	40,748	12,525	
	8,000	153,948	125,725	97,501	69,278	41,055	12,831	(15,392)	
	10,000	126,031	97,807	69,584	41,361	13,137	(15,086)	(43,309)	
	12,000	98,114	69,890	41,667	13,444	(14,780)	(43,003)	(71,226)	
	14,000	70,196	41,973	13,750	(14,473)	(42,697)	(70,920)	(99,143)	
	16,000	42,279	14,056	(14,167)	(42,391)	(70,614)	(98,837)	(127,060)	
	18,000	14,362	(13,861)	(42,084)	(70,308)	(98,531)	(126,754)	(154,978)	
	20,000	(13,555)	(41,778)	(70,002)	(98,225)	(126,448)	(154,671)	(182,895)	
	22,000	(41,472)	(69,695)	(97,919)	(126,142)	(154,365)	(182,589)	(211,611)	
	24,000	(69,389)	(97,612)	(125,836)	(154,059)	(182,282)	(211,288)	(242,084)	
	26,000	(97,306)	(125,530)	(153,753)	(181,976)	(210,964)	(241,730)	(274,359)	
	28,000	(125,223)	(153,447)	(181,670)	(210,640)	(241,377)	(274,005)	(306,633)	
	30,000	(153,141)	(181,364)	(210,316)	(241,023)	(273,651)	(306,279)	(338,907)	

TABLE 6

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	89,910	0.0%	209,496	181,607	153,719	125,830	97,941	70,053	42,164
M4(3) Category 3 Housing	2.5%	206,149	178,261	150,372	122,483	94,595	66,706	38,817	
(% of OMS & AH units)	5.0%	202,803	174,914	147,025	119,137	91,248	63,360	35,471	
6.0%	7.5%	199,456	171,568	143,679	115,790	87,902	60,013	32,124	
	10.0%	196,110	168,221	140,332	112,444	84,555	56,666	28,778	
	12.5%	192,763	164,874	136,986	109,097	81,209	53,320	25,431	
	15.0%	189,417	161,528	133,639	105,751	77,862	49,973	22,085	
	17.5%	186,070	158,181	130,293	102,404	74,515	46,627	18,738	
	20.0%	182,723	154,835	126,946	99,057	71,169	43,280	15,392	
	22.5%	179,377	151,488	123,600	95,711	67,822	39,934	12,045	
	25.0%	176,030	148,142	120,253	92,364	64,476	36,587	8,698	
	27.5%	172,684	144,795	116,906	89,018	61,129	33,240	5,352	
	30.0%	169,337	141,448	113,560	85,671	57,783	29,894	2,005	
	32.5%	165,991	138,102	110,213	82,325	54,436	26,547	(1,341)	
	35.0%	162,644	134,755	106,867	78,978	51,089	23,201	(4,688)	
	37.5%	159,297	131,409	103,520	75,632	47,743	19,854	(8,034)	

TABLE 7

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	89,910	70%	776,578	747,137	717,681	688,224	658,766	629,309	599,851
	75%	681,320	652,091	622,862	593,633	564,405	535,176	505,947	
Build Cost	80%	585,971	556,961	527,952	498,942	469,932	440,923	411,913	
100%	85%	490,496	461,697	432,898	404,098	375,299	346,499	317,700	
(105% = 5% increase)	90%	394,844	366,247	337,648	309,050	280,452	251,854	223,255	
	95%	298,965	270,559	242,152	213,746	185,340	156,933	128,527	
	100%	202,803	174,579	146,356	118,133	89,910	61,686	33,463	
	105%	106,424	78,415	50,406	22,397	(5,613)	(33,622)	(61,631)	
	110%	10,045	(17,750)	(45,545)	(73,340)	(101,135)	(128,930)	(156,724)	
	115%	(86,334)	(113,915)	(141,495)	(169,076)	(196,858)	(225,813)	(257,216)	
	120%	(182,713)	(210,836)	(240,601)	(272,239)	(303,876)	(335,514)	(367,151)	
	125%	(288,746)	(320,136)	(351,526)	(382,916)	(414,306)	(445,696)	(477,086)	

TABLE 8

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	89,910	80%	(332,158)	(334,760)	(337,363)	(339,965)	(342,567)	(345,170)	(347,772)
	82%	(272,106)	(277,711)	(283,316)	(288,921)	(294,526)	(300,131)	(305,736)	
Market Values	84%	(213,665)	(221,541)	(229,417)	(237,877)	(246,485)	(255,092)	(263,700)	
100%	86%	(160,809)	(170,852)	(180,894)	(190,940)	(201,331)	(211,834)	(222,458)	
(105% = 5% increase)	88%	(108,864)	(121,504)	(134,144)	(146,784)	(159,424)	(172,064)	(184,704)	
	90%	(56,920)	(72,157)	(87,394)	(102,631)	(117,869)	(133,106)	(148,343)	
	92%	(4,975)	(22,810)	(40,644)	(58,479)	(76,313)	(94,147)	(111,982)	
	94%	46,969	26,538	6,106	(14,326)	(34,757)	(55,189)	(75,621)	
	96%	98,914	75,885	52,856	29,827	6,798	(16,231)	(39,259)	
	98%	150,858	125,232	99,606	73,980	48,354	22,728	(2,898)	
	100%	202,803	174,579	146,356	118,133	89,910	61,686	33,463	
	102%	254,673	223,889	193,105	162,286	131,465	100,645	69,824	
	104%	306,499	273,124	239,749	206,373	172,998	139,603	106,185	
	106%	358,254	322,324	286,393	250,426	214,459	178,493	142,526	
	108%	409,975	371,459	332,943	294,426	255,910	217,363	178,805	
	110%	461,674	420,594	379,492	338,389	297,287	256,184	215,082	
	112%	513,301	469,652	426,002	382,352	338,663	294,975	251,287	
	114%	564,928	518,697	472,466	426,235	380,004	333,766	287,491	
	116%	616,548	567,743	518,931	470,118	421,306	372,493	323,681	
	118%	668,093	616,737	565,380	514,001	462,607	411,214	359,820	
	120%	719,638	665,704	611,771	557,837	503,904	449,934	395,959	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AR** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	89,910							
	5,000	202,803	177,701	152,599	127,497	102,395	77,293	52,191
	10,000	202,803	180,822	158,841	136,861	114,880	92,899	70,918
Grant (£ per unit)	15,000	202,803	183,943	165,084	146,224	127,365	108,505	89,646
	-	20,000	202,803	187,065	171,326	155,588	139,850	124,112
	25,000	202,803	190,186	177,569	164,952	152,335	139,718	127,092
	30,000	202,803	193,307	183,811	174,309	164,797	155,285	145,773
	35,000	202,803	196,428	190,048	183,650	177,251	170,852	164,453
	40,000	202,803	199,550	196,275	192,990	189,705	186,419	183,134
	45,000	202,803	202,671	202,502	202,330	202,158	201,986	201,790
	50,000	202,803	205,788	208,729	211,670	214,612	217,538	220,427
	55,000	202,803	208,901	214,956	221,011	227,065	233,068	239,064

**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

240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Appraisal Ref: **AS** (see Typologies Matrix)  
 Scheme Typology: **Scheme AS**  
 Site Typology: **Location / Value Zone: Rugeley Greenfield/Brownfield: Brownfield**  
 Notes: **n/a** No Units: **100**

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				100 Units			
AH Policy requirement (% Target)				20%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%			
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented	
		Social Rent:		35.0%			
		First Homes:		25.0%			
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				58.84		£ 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		17.5%	14.0	20.0%	4.0	18%	18.0
3 bed House		40.0%	32.0	30.0%	6.0	38%	38.0
4 bed House		15.0%	12.0	10.0%	2.0	14%	14.0
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		10.0%	8.0	20.0%	4.0	12%	12.0
2 bed Flat		17.5%	14.0	20.0%	4.0	18%	18.0
3 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	80.0	100.0%	20.0	100%	100.0
<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		58.0	624			58.0	624
2 bed House		79.0	850			79.0	850
3 bed House		93.0	1,001			93.0	1,001
4 bed House		115.0	1,238			115.0	1,238
5 bed House		0.0	0			0.0	0
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
3 bed Flat		80.0	861	85.0%		94.1	1,013
<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		58.0	624			58.0	624
2 bed House		79.0	850			79.0	850
3 bed House		93.0	1,001			93.0	1,001
4 bed House		115.0	1,238			115.0	1,238
5 bed House		0.0	0			0.0	0
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
3 bed Flat		80.0	861	85.0%		94.1	1,013
<b>Total Gross Floor areas -</b>		<b>OMS Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>	
		(sqm)		(sqm)		(sqm)	
						(sqft)	
1 bed House		0	0	0	0	0	0
2 bed House		1,106	11,905	316	3,401	1,422	15,306
3 bed House		2,976	32,033	558	6,006	3,534	38,040
4 bed House		1,380	14,854	230	2,476	1,610	17,330
5 bed House		0	0	0	0	0	0
1 bed Flat		471	5,065	235	2,533	706	7,598
2 bed Flat		1,153	12,410	329	3,546	1,482	15,956
3 bed Flat		0	0	0	0	0	0
		7,086	76,268	1,669	17,962	8,754	94,230
<b>AH % by floor area:</b>				<b>19.06% 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	2,500	232		0	
2 bed House		260,000	3,291	306		4,680,000	
3 bed House		305,000	3,280	305		11,590,000	
4 bed House		420,000	3,652	339		5,880,000	
5 bed House		0	0	0		0	
1 bed Flat		135,000	2,700	251		1,620,000	
2 bed Flat		185,000	2,643	246		3,330,000	
3 bed Flat		0	0	0		0	
						27,100,000	
<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		101,500	70%	79,750	55%	101,500	70%
2 bed House		182,000	70%	143,000	55%	182,000	70%
3 bed House		213,500	70%	167,750	55%	213,500	70%
4 bed House		294,000	70%	231,000	55%	250,000	70%
5 bed House		0	70%	0	55%	0	70%
1 bed Flat		94,500	70%	74,250	55%	94,500	70%
2 bed Flat		129,500	70%	101,750	55%	129,500	70%
3 bed Flat		0	70%	0	55%	0	70%
						* capped @£250K	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AS** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.0	@	260,000	3,640,000
3 bed House	32.0	@	305,000	9,760,000
4 bed House	12.0	@	420,000	5,040,000
5 bed House	0.0	@	0	-
1 bed Flat	8.0	@	135,000	1,080,000
2 bed Flat	14.0	@	185,000	2,590,000
3 bed Flat	0.0	@	0	-
	<b>80.0</b>			<b>22,110,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	213,500	320,250
4 bed House	0.5	@	294,000	147,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	129,500	129,500
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>873,250</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	1.4	@	143,000	200,200
3 bed House	2.1	@	167,750	352,275
4 bed House	0.7	@	231,000	161,700
5 bed House	0.0	@	0	-
1 bed Flat	1.4	@	74,250	103,950
2 bed Flat	1.4	@	101,750	142,450
3 bed Flat	0.0	@	0	-
	<b>7.0</b>			<b>960,575</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	213,500	320,250
4 bed House	0.5	@	250,000	125,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	129,500	129,500
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>851,250</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.6	@	169,000	101,400
3 bed House	0.9	@	198,250	178,425
4 bed House	0.3	@	273,000	81,900
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	87,750	52,650
2 bed Flat	0.6	@	120,250	72,150
3 bed Flat	0.0	@	0	-
	<b>3.0</b>	<b>20.0</b>		<b>486,525</b>
<b>Sub-total GDV Residential</b>				
	<b>100</b>			<b>25,281,600</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,818,400</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>20</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>25,281,600</b>

240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AS** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: n/a

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (29,759)									
Planning Application Professional Fees, Surveys and reports (90,000)									
CIL (Mrkt only + garages) 7,305 sqm 58.84 £ psm (429,834)									
CIL analysis: 1.70% % of GDV 4,298 £ 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		100 units @	0		0 per unit			
	Sub-total								
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 8,754 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.86 ha @ 50,000 £ per ha (if brownfield) (142,857)									
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		100 units @	0		0 per unit			
	Sub-total								
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @			1,315 psm			
2 bed House			1,422 sqm @			1,315 psm		(1,869,930)	
3 bed House			3,534 sqm @			1,315 psm		(4,647,210)	
4 bed House			1,610 sqm @			1,315 psm		(2,117,150)	
5 bed House			- sqm @			1,315 psm			
1 bed Flat			706 sqm @			1,493 psm		(1,053,882)	
2 bed Flat			1,482 sqm @			1,493 psm		(2,213,153)	
3 bed Flat		8,754	- sqm @			1,493 psm			
Garages for 3B House (Mrkt only)	32	10%	units @			18 sqm @	640 psm		(36,864)
Garages for 4B House (Mrkt only)	12	75%	units @			18 sqm @	640 psm		(103,680)
Garages for 5B House (Mrkt only)	-	120%	units @			18 sqm @	640 psm		
		220							
External works 12,041,869 @ 15.0% (1,806,280)									
Ext. Works analysis: 18,063 £ per unit (total units)									
<b>Policy Costs on design -</b>									
Net Biodiversity costs 100 units @ 268 £ per unit (26,800)									
M4(2) Category 2 Housing	tenure weighted u		100 units @	94.0%	@	521	£ per unit		(48,974)
M4(3) (10%AH 5%OMS)	tenure weighted u		100 units @	6.0%	@	10,111	£ per unit		(60,666)
Net Zero Cost (2025 FHS Part L) 100 units @ 4,500 £ per unit (450,000)									
SAC 100 units @ 291 £ per unit (29,058)									
EV Charging Points - Houses 70 units @ 1,000 £ per unit (70,000)									
EV Charging Points - Flats 30 units @ 4 flats per charger 10,000 £ per 4 units (75,000)									
Water Efficiency (Climate change policy) 100 units @ 10 £ per unit (1,000)									
Sub-total (761,498)									
Policy Costs analysis: (design costs only) 7,615 £ per unit (total units)									
Contingency (on construction) 14,752,505 @ 5.0% (737,625)									



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AS** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

<b>Professional Fees</b>	14,752,505 @	6.5%		(958,913)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	22,110,000 OMS @	3.00%	6.633 £ per unit	(663,300)
Residential Sales Agent Costs	22,110,000 OMS @	1.00%	2,211 £ per unit	(221,100)
Residential Sales Legal Costs	22,110,000 OMS @	0.25%	553 £ per unit	(55,275)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,297 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(89,142)
<b>Developers Profit -</b>				
Profit on OMS	22,110,000	20.00%		(4,422,000)
Margin on AH	3,171,600	6.00% on AH values		(190,296)
<b>Profit analysis:</b>	25,281,600	18.24% blended GDV	(4,612,296)	
	18,017,453	25.60% on costs	(4,612,296)	
<b>TOTAL COSTS</b>				<b>(22,629,749)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				2,651,851
SDLT	2,651,851 @	HMRC formula		(122,093)
Acquisition Agent fees	2,651,851 @	1.0%		(26,519)
Acquisition Legal fees	2,651,851 @	0.5%		(13,259)
Interest on Land	2,651,851 @	7.00%		(185,630)
Residual Land Value				<b>2,304,351</b>
<b>RLV analysis:</b>	23,044 £ per plot	806,523 £ per ha (net)	326,395 £ per acre (net)	
		766,197 £ per ha (gross)	310,076 £ per acre (gross)	
			9.11% % RLV / GDV	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.86 ha (net)		7.06 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	3.01 ha (gross)		7.43 acres (gross)	
<b>Density analysis:</b>	3,064 sqm/ha (net)		13,347 sqft/ac (net)	
	33 dph (gross)			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	231,000 £ per acre (net)	<b>1,630,860</b>
<b>BLV analysis:</b>		542,261 £ per ha (gross)	219,450 £ per acre (gross)	

<b>BALANCE</b>			
Surplus/(Deficit)	235,722 £ per ha (net)	95,395 £ per acre (net)	<b>673,491</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AS** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

## 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	95,395								
	0.00	275,262	243,618	211,957	180,297	148,637	116,976	85,316	
	10.00	263,967	232,672	201,778	170,683	139,588	108,493	77,399	
	CIL £ psm 58.84	20.00	252,657	222,127	191,598	161,069	130,540	100,010	69,481
		30.00	241,346	211,382	181,419	151,455	121,491	91,528	61,564
		40.00	230,035	200,637	171,239	141,841	112,443	83,045	53,646
		50.00	218,725	189,892	161,060	132,227	103,394	74,562	45,729
		60.00	207,414	179,147	150,880	122,613	94,346	66,079	37,812
		70.00	196,104	168,402	140,700	112,999	85,297	57,596	29,894
		80.00	184,793	157,657	130,521	103,385	76,249	49,113	21,977
		90.00	173,482	146,912	120,341	93,771	67,200	40,630	14,059
		100.00	162,172	136,167	110,162	84,157	58,152	32,147	6,142
		110.00	150,861	125,422	99,982	74,543	49,103	23,664	(1,776)
		120.00	139,551	114,677	89,803	64,929	40,055	15,181	(9,693)
		130.00	128,240	103,932	79,623	55,315	31,006	6,698	(17,610)
		140.00	116,929	93,187	69,444	45,701	21,958	(1,785)	(25,528)
		150.00	105,619	82,441	59,264	36,087	12,909	(10,268)	(33,445)
		160.00	94,308	71,696	49,085	26,473	3,861	(18,751)	(41,363)
		170.00	82,998	60,951	38,905	16,859	(5,188)	(27,234)	(49,280)
		180.00	71,687	50,206	28,725	7,245	(14,236)	(35,717)	(57,198)
190.00		60,376	39,461	18,546	(2,369)	(23,284)	(44,200)	(65,115)	
200.00	49,066	28,716	8,366	(11,983)	(32,333)	(52,683)	(73,032)		
210.00	37,755	17,971	(1,813)	(21,597)	(41,381)	(61,166)	(80,950)		
220.00	26,445	7,226	(11,993)	(31,211)	(50,430)	(69,649)	(88,867)		
230.00	15,134	(3,519)	(22,172)	(40,825)	(59,478)	(78,132)	(96,785)		
240.00	3,823	(14,264)	(32,352)	(50,439)	(68,527)	(86,614)	(104,702)		
250.00	(7,487)	(25,009)	(42,531)	(60,053)	(77,575)	(95,097)	(112,619)		

**TABLE 2**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	95,395							
	1,000	196,340	168,007	139,674	111,342	83,009	54,676	26,343
	2,000	183,953	155,621	127,288	98,955	70,622	42,290	13,957
	3,000	171,567	143,234	114,901	86,569	58,236	29,903	1,571
	4,000	159,180	130,848	102,515	74,182	45,849	17,517	(10,816)
	5,000	146,794	118,461	90,128	61,796	33,463	5,130	(23,202)
	6,000	134,407	106,075	77,742	49,409	21,077	(7,256)	(35,589)
	7,000	122,021	93,688	65,355	37,023	8,690	(19,643)	(47,975)
	8,000	109,634	81,302	52,969	24,636	(3,696)	(32,029)	(60,362)
	9,000	97,248	68,915	40,583	12,250	(16,083)	(44,416)	(72,748)
	10,000	84,861	56,529	28,196	(137)	(28,469)	(56,802)	(85,135)
	11,000	72,475	44,142	15,810	(12,523)	(40,856)	(69,189)	(97,521)
	12,000	60,089	31,756	3,423	(24,910)	(53,242)	(81,575)	(109,908)
	13,000	47,702	19,369	(8,963)	(37,296)	(65,629)	(93,962)	(122,294)
	14,000	35,316	6,983	(21,350)	(49,683)	(78,015)	(106,348)	(134,681)
	15,000	22,929	(5,404)	(33,736)	(62,069)	(90,402)	(118,734)	(147,067)

**TABLE 3**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	95,395							
	15.0%	378,035	341,237	304,439	267,641	230,843	194,044	157,246
	16.0%	344,173	309,068	273,963	238,858	203,753	168,648	133,543
	17.0%	310,312	276,900	243,488	210,076	176,664	143,252	109,840
	18.0%	276,450	244,731	213,012	181,293	149,574	117,855	86,136
	19.0%	242,588	212,562	182,536	152,511	122,485	92,459	62,433
20.0%	208,726	180,394	152,061	123,728	95,395	67,063	38,730	

**TABLE 4**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	95,395							
	100,000	339,726	311,394	283,061	254,728	226,395	198,063	169,730
	150,000	289,726	261,394	233,061	204,728	176,395	148,063	119,730
	200,000	239,726	211,394	183,061	154,728	126,395	98,063	69,730
	250,000	189,726	161,394	133,061	104,728	76,395	48,063	19,730
	300,000	139,726	111,394	83,061	54,728	26,395	(1,937)	(30,270)
	350,000	89,726	61,394	33,061	4,728	(23,605)	(51,937)	(80,270)
	400,000	39,726	11,394	(16,939)	(45,272)	(73,605)	(101,937)	(130,270)
	450,000	(10,274)	(38,606)	(66,939)	(95,272)	(123,605)	(151,937)	(180,270)
	500,000	(60,274)	(88,606)	(116,939)	(145,272)	(173,605)	(201,937)	(230,270)
	550,000	(110,274)	(138,606)	(166,939)	(195,272)	(223,605)	(251,937)	(280,270)
	600,000	(160,274)	(188,606)	(216,939)	(245,272)	(273,605)	(301,937)	(330,270)
	650,000	(210,274)	(238,606)	(266,939)	(295,272)	(323,605)	(351,937)	(380,270)
	700,000	(260,274)	(288,606)	(316,939)	(345,272)	(373,605)	(401,937)	(430,270)
	750,000	(310,274)	(338,606)	(366,939)	(395,272)	(423,605)	(451,937)	(480,270)
	800,000	(360,274)	(388,606)	(416,939)	(445,272)	(473,605)	(501,937)	(530,270)
850,000	(410,274)	(438,606)	(466,939)	(495,272)	(523,605)	(551,937)	(580,270)	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AS** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
95,395	0	271,038	242,725	214,392	186,060	157,727	129,394	101,062
	Net Zero	2,000	243,355	215,022	186,690	158,357	130,024	101,691
	(£ per unit)	4,000	215,652	187,319	158,987	130,654	102,321	73,988
	4,500	6,000	187,949	159,616	131,284	102,951	74,618	46,285
		8,000	160,246	131,913	103,581	75,248	46,915	18,582
		10,000	132,543	104,210	75,878	47,545	19,212	(9,120)
		12,000	104,840	76,507	48,175	19,842	(8,491)	(36,823)
		14,000	77,137	48,804	20,472	(7,861)	(36,194)	(64,526)
		16,000	49,434	21,101	(7,231)	(35,564)	(63,897)	(92,229)
		18,000	21,731	(6,601)	(34,934)	(63,267)	(91,600)	(119,932)
		20,000	(5,972)	(34,304)	(62,637)	(90,970)	(119,303)	(147,635)
		22,000	(33,675)	(62,007)	(90,340)	(118,673)	(147,006)	(175,338)
		24,000	(61,378)	(89,710)	(118,043)	(146,376)	(174,709)	(203,185)
		26,000	(89,081)	(117,413)	(145,746)	(174,079)	(202,534)	(232,424)
		28,000	(116,784)	(145,116)	(173,449)	(201,882)	(231,696)	(264,450)
		30,000	(144,487)	(172,819)	(201,231)	(230,970)	(263,722)	(296,477)

**TABLE 6**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
95,395	0.0%	215,368	187,367	159,367	131,366	103,366	75,365	47,364
	2.5%	212,047	184,047	156,046	128,045	100,045	72,044	44,043
	5.0%	208,726	180,726	152,725	124,724	96,724	68,723	40,722
	7.5%	205,405	177,405	149,404	121,403	93,403	65,402	37,401
	10.0%	202,084	174,084	146,083	118,082	90,082	62,081	34,080
	12.5%	198,764	170,763	142,762	114,761	86,761	58,760	30,760
	15.0%	195,443	167,442	139,441	111,440	83,440	55,440	27,439
	17.5%	192,122	164,121	136,120	108,119	80,119	52,119	24,118
	20.0%	188,801	160,800	132,800	104,798	76,798	48,798	20,797
	22.5%	185,480	157,479	129,479	101,477	73,477	45,477	17,476
	25.0%	182,159	154,158	126,158	98,157	70,157	42,156	14,155
	27.5%	178,838	150,838	122,837	94,836	66,836	38,835	10,834
	30.0%	175,517	147,517	119,516	91,515	63,515	35,514	7,513
	32.5%	172,196	144,196	116,195	88,195	60,194	32,193	4,192
	35.0%	168,875	140,875	112,874	84,874	56,873	28,872	872
	37.5%	165,554	137,554	109,553	81,553	53,552	25,551	(2,449)

**TABLE 7**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
95,395	70%	779,989	750,425	720,861	691,297	661,733	632,169	602,605
	75%	685,067	655,714	626,361	597,008	567,655	538,302	508,949
	80%	590,026	560,889	531,751	502,614	473,477	444,339	415,202
	85%	494,904	465,977	437,050	408,122	379,195	350,267	321,340
	90%	399,670	370,946	342,223	313,500	284,776	256,053	227,329
	95%	304,288	275,763	247,238	218,713	190,188	161,639	133,094
	100%	208,726	180,394	152,061	123,728	95,395	67,063	38,730
	105%	113,087	84,967	56,846	28,726	606	(27,514)	(55,634)
	110%	17,447	(10,460)	(38,368)	(66,276)	(94,183)	(122,091)	(149,998)
	115%	(78,192)	(105,887)	(133,582)	(161,278)	(188,973)	(217,412)	(248,168)
	120%	(173,832)	(201,399)	(230,243)	(261,944)	(293,716)	(325,487)	(357,259)
	125%	(277,195)	(308,721)	(340,247)	(371,773)	(403,299)	(434,825)	(466,351)

**TABLE 8**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
95,395	80%	(322,200)	(325,063)	(327,926)	(330,789)	(333,652)	(336,515)	(339,377)
	82%	(262,417)	(268,269)	(274,121)	(279,973)	(285,825)	(291,677)	(297,529)
	84%	(205,187)	(213,134)	(221,224)	(229,314)	(237,998)	(246,839)	(255,680)
	86%	(153,263)	(163,496)	(173,729)	(183,963)	(194,196)	(204,622)	(215,291)
	88%	(101,550)	(114,369)	(127,188)	(140,007)	(152,826)	(165,645)	(178,464)
	90%	(49,837)	(65,242)	(80,646)	(96,051)	(111,456)	(126,860)	(142,265)
	92%	1,875	(16,115)	(34,105)	(52,095)	(70,085)	(88,076)	(106,066)
	94%	53,588	33,012	12,436	(8,139)	(28,715)	(49,291)	(69,867)
	96%	105,301	82,139	58,978	35,816	12,655	(10,506)	(33,668)
	98%	157,014	131,266	105,519	79,772	54,025	28,278	2,531
	100%	208,726	180,394	152,061	123,728	95,395	67,063	38,730
	102%	260,439	229,521	198,602	167,684	136,766	105,847	74,929
	104%	312,090	278,613	245,136	211,640	178,136	144,632	111,128
	106%	363,727	327,669	291,610	255,551	219,493	183,416	147,327
	108%	415,312	376,698	338,084	299,443	260,803	222,162	183,522
	110%	466,882	425,689	384,497	343,305	302,112	260,890	219,668
	112%	518,438	474,681	430,910	387,139	343,369	299,598	255,814
	114%	569,948	523,626	477,305	430,973	384,624	338,275	291,926
	116%	621,457	572,560	523,664	474,767	425,870	376,952	328,025
	118%	672,967	621,494	570,022	518,550	467,078	415,606	364,124
	120%	724,427	670,406	616,381	562,333	508,286	454,238	400,190

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1

Scheme Typology: **Scheme AS** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	95,395							
	5,000	208,726	183,494	158,261	133,029	107,797	82,564	57,332
	10,000	208,726	186,594	164,462	142,330	120,198	98,066	75,934
Grant (£ per unit)	15,000	208,726	189,694	170,663	151,631	132,599	113,567	94,535
	20,000	208,726	192,795	176,863	160,932	145,000	129,069	113,137
	25,000	208,726	195,895	183,064	170,233	157,402	144,570	131,739
	30,000	208,726	198,995	189,264	179,534	169,803	160,072	150,341
	35,000	208,726	202,096	195,465	188,835	182,204	175,573	168,939
	40,000	208,726	205,196	201,666	198,135	194,605	191,061	187,510
	45,000	208,726	208,296	207,866	207,436	206,993	206,538	206,082
	50,000	208,726	211,397	214,067	216,734	219,374	222,014	224,654
	55,000	208,726	214,497	220,268	226,020	231,755	237,490	243,216

**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

240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals AQ - AS v0.1 - Summary Table

Appraisal Ref:	AQ	AR	AS
Scheme Typology:	Scheme AQ	Scheme AR	Scheme AS
No Units:	50	80	100
Location / Value Zone:	Rugeley	Rugeley	Rugeley
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield
Notes:	n/a	n/a	n/a
Total GDV (£)	12,640,800	20,225,280	25,281,600
<b>Policy Assumptions</b>			
AH Target % (& mix):	20%	20%	20%
Affordable Rent:	25%	25%	25%
Social Rent:	35%	35%	35%
First Homes:	25%	25%	25%
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%
CIL (£ psm)	58.84	58.84	58.84
CIL (£ per unit)	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298
<b>Profit KPI's</b>			
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	18.24%	18.24%	18.24%
Developers Profit (% on costs)	22.41%	25.53%	25.60%
Developers Profit Total (£)	2,306,148	3,689,837	4,612,296
<b>Land Value KPI's</b>			
RLV (£/acre (net))	11,233	320,910	326,395
RLV (£/ha (net))	27,758	792,968	806,523
RLV (% of GDV)	0.31%	8.96%	9.11%
RLV Total (£)	39,654	1,812,497	2,304,351
BLV (£/acre (net))	253,000	231,000	231,000
BLV (£/ha (net))	625,163	570,801	570,801
BLV Total (£)	893,090	1,304,688	1,630,860
Surplus/Deficit (£/acre) [RLV-BLV]	(241,767)	89,910	95,395
Surplus/Deficit (£/ha)	(597,405)	222,167	235,722
Surplus/Deficit Total (£)	(853,436)	507,809	673,491
<b>Plan Viability comments</b>	Marginal	Viable	Viable

Plan Viability comments	Viable	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viable	if RLV < BLV, and RLV is negative

## 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1 - Version Notes

Date	Version	Comments
240620	v0.1	GT Setup Cannock Appraisal (without sensitivity for M4(3))
240621	v0.2	updated by BA / GT to set up sensitivity table for M4(3)
240624	v1	to send to client
240831	v0.1	Updated the appraisal
240903	v0.1	Issued the final version to client

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Appraisal Ref: **Z** (see Typologies Matrix)  
 Scheme Typology: **Scheme Z**  
 Site Typology: **Rugeley** No Units: **10**  
 Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				10 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% % Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	1.4	20.0%	0.4	18%	1.8			
3 bed House	40.0%	3.2	30.0%	0.6	38%	3.8			
4 bed House	15.0%	1.2	10.0%	0.2	14%	1.4			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	0.8	20.0%	0.4	12%	1.2			
2 bed Flat	17.5%	1.4	20.0%	0.4	18%	1.8			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	8.0	100.0%	2.0	100%	10.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	111	1,190	32	340	142		1,531		
3 bed House	298	3,203	56	601	353		3,804		
4 bed House	138	1,485	23	248	161		1,733		
5 bed House	0	0	0	0	0		0		
1 bed Flat	47	507	24	253	71		760		
2 bed Flat	115	1,241	33	355	148		1,596		
3 bed Flat	0	0	0	0	0		0		
	709	7,627	167	1,796	875		9,423		
AH % by floor area:		19.06% 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	2,500	232			0			
2 bed House	260,000	3,291	306			468,000			
3 bed House	305,000	3,280	305			1,159,000			
4 bed House	420,000	3,652	339			588,000			
5 bed House	0	0	0			0			
1 bed Flat	135,000	2,700	251			162,000			
2 bed Flat	185,000	2,643	246			333,000			
3 bed Flat	0	0	0			0			
						2,710,000			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme Z** No Units: **10**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	1.4	@	260,000	364,000
3 bed House	3.2	@	305,000	976,000
4 bed House	1.2	@	420,000	504,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	135,000	108,000
2 bed Flat	1.4	@	185,000	259,000
3 bed Flat	0.0	@	0	-
	8.0			2,211,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	182,000	18,200
3 bed House	0.2	@	213,500	32,025
4 bed House	0.1	@	294,000	14,700
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	94,500	9,450
2 bed Flat	0.1	@	129,500	12,950
3 bed Flat	0.0	@	0	-
	0.5			87,325
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	0.1	@	143,000	20,020
3 bed House	0.2	@	167,750	35,228
4 bed House	0.1	@	231,000	16,170
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	74,250	10,395
2 bed Flat	0.1	@	101,750	14,245
3 bed Flat	0.0	@	0	-
	0.7			96,058
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.1	@	182,000	18,200
3 bed House	0.2	@	213,500	32,025
4 bed House	0.1	@	250,000	12,500
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	94,500	9,450
2 bed Flat	0.1	@	129,500	12,950
3 bed Flat	0.0	@	0	-
	0.5			85,125
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.1	@	169,000	10,140
3 bed House	0.1	@	198,250	17,843
4 bed House	0.0	@	273,000	8,190
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	87,750	5,265
2 bed Flat	0.1	@	120,250	7,215
3 bed Flat	0.0	@	0	-
	0.3	2.0		48,653
<b>Sub-total GDV Residential</b>				
	<b>10</b>			<b>2,528,160</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>181,840</b>
		208 £ psm (total GIA sqm)	18,184 £ per unit (total units)	
<b>Grant</b>				
	2	AH units @	0 per unit	-
<b>Total GDV</b>				
				<b>2,528,160</b>



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme Z** No Units: **10**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

DEVELOPMENT COSTS										
<b>Initial Payments -</b>										
Statutory Planning Fees (Residential) (4,620)										
Planning Application Professional Fees, Surveys and reports (10,000)										
CIL (Mrkt only + garages) 731 sqm 58.84 £ psm (42,983)										
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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		10 units @		0					-
	Sub-total									-
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)										
AH Commuted Sum				875 sqm (total)				0 £ psm		-
<b>Comm. Sum analysis:</b> 0.00% % of GDV										
<b>Construction Costs -</b>										
Site Clearance, Demolition & Remediation 0.29 ha @ 50,000 £ per ha (if brownfield) (14,286)										
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		10 units @		0			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 @				1,531 psm		-
2 bed House				142 sqm @				1,531 psm		(217,708)
3 bed House				353 sqm @				1,531 psm		(541,055)
4 bed House				161 sqm @				1,531 psm		(246,491)
5 bed House				- sqm @				1,531 psm		-
1 bed Flat				71 sqm @				1,681 psm		(118,659)
2 bed Flat				148 sqm @				1,681 psm		(249,184)
3 bed Flat				- sqm @				1,681 psm		-
		875								-
Garages for 3B House (Mrkt only)	3	10%		units @				18 sqm @ 640 psm		(3,686)
Garages for 4B House (Mrkt only)	1	75%		units @				18 sqm @ 640 psm		(10,368)
Garages for 5B House (Mrkt only)	-	120%		units @				18 sqm @ 640 psm		-
			22							-
External works				1,387,151 @				15.0%		(208,073)
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)										
<b>Policy Costs on design -</b>										
Net Biodiversity costs 10 units @ 268 £ per unit (2,680)										
M4(2) Category 2 Housing	tenure weighted u		10 units @		94.0%	@		521 £ per unit		(4,897)
M4(3) (10%AH 5%OMS)	tenure weighted u		10 units @		6.0%	@		10,111 £ per unit		(6,067)
Net Zero Cost (2025 FHS Part L)			10 units @					4,500 £ per unit		(45,000)
SAC			10 units @					291 £ per unit		(2,906)
EV Charging Points - Houses			7 units @					1,000 £ per unit		(7,000)
EV Charging Points - Flats			3 units @				4 flats per charger	10,000 £ per 4 units		(7,500)
Water Efficiency (Climate change policy)			10 units @					10 £ per unit		(100)
	Sub-total									(76,150)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)										
Contingency (on construction)				1,685,660 @				5.0%		(84,283)

## 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme Z** No Units: **10**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

<b>Professional Fees</b>	1,685,660 @	6.5%		(109,568)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,211,000 OMS @	3.00%	6,633 £ per unit	(66,330)
Residential Sales Agent Costs	2,211,000 OMS @	1.00%	2,211 £ per unit	(22,110)
Residential Sales Legal Costs	2,211,000 OMS @	0.25%	553 £ per unit	(5,528)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,397 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(44,569)
<b>Developers Profit -</b>				
Profit on OMS	2,211,000	20.00%		(442,200)
Margin on AH	317,160	6.00% on AH values		(19,030)
<b>Profit analysis:</b>	<b>2,528,160</b>	<b>18.24% blended GDV</b>	<b>(461,230)</b>	
	<b>2,065,650</b>	<b>22.33% on costs</b>	<b>(461,230)</b>	
<b>TOTAL COSTS</b>				<b>(2,526,879)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				1,281
SDLT	1,281 @	HMRC formula		-
Acquisition Agent fees	1,281 @	1.0%		(13)
Acquisition Legal fees	1,281 @	0.5%		(6)
Interest on Land	1,281 @	7.00%		(90)
Residual Land Value				<b>1,172</b>
<b>RLV analysis:</b>	<b>117 £ per plot</b>	<b>4,101 £ per ha (net)</b>	<b>1,660 £ per acre (net)</b>	
		<b>3,896 £ per ha (gross)</b>	<b>1,577 £ per acre (gross)</b>	
			<b>0.05% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	0.29 ha (net)		0.71 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	0.30 ha (gross)		0.74 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	253,000 £ per acre (net)	<b>178,618</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(621,062) £ per ha (net)</b>	<b>(251,340) £ per acre (net)</b>	<b>(177,446)</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme Z** No Units: **10**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

## 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(251,340)								
	0.00	(70,781)	(101,596)	(132,410)	(163,225)	(194,039)	(224,853)	(255,916)	
	10.00	(82,954)	(113,160)	(143,366)	(173,572)	(203,777)	(233,983)	(265,228)	
	CIL £ psm 58.84	20.00	(95,128)	(124,725)	(154,322)	(183,919)	(213,516)	(243,113)	(274,541)
		30.00	(107,301)	(136,289)	(165,278)	(194,266)	(223,254)	(252,243)	(283,854)
		40.00	(119,474)	(147,854)	(176,233)	(204,613)	(232,993)	(262,151)	(293,167)
		50.00	(131,647)	(159,418)	(187,189)	(214,960)	(242,731)	(272,129)	(302,480)
		60.00	(143,820)	(170,983)	(198,145)	(225,307)	(252,470)	(282,107)	(311,792)
		70.00	(155,993)	(182,547)	(209,101)	(235,655)	(263,064)	(292,084)	(321,105)
		80.00	(168,166)	(194,111)	(220,057)	(246,002)	(273,707)	(302,062)	(330,418)
		90.00	(180,339)	(205,676)	(231,012)	(256,660)	(284,350)	(312,040)	(339,733)
		100.00	(192,513)	(217,240)	(241,968)	(267,968)	(294,993)	(322,018)	(349,149)
		110.00	(204,686)	(228,805)	(252,924)	(279,277)	(305,637)	(332,028)	(358,514)
		120.00	(216,859)	(240,369)	(264,891)	(290,585)	(316,280)	(342,063)	(367,880)
		130.00	(229,032)	(251,934)	(276,864)	(301,894)	(326,949)	(352,097)	(377,245)
		140.00	(241,205)	(264,474)	(288,838)	(313,202)	(337,653)	(362,132)	(386,610)
		150.00	(253,413)	(277,112)	(300,811)	(324,546)	(348,356)	(372,166)	(395,976)
		160.00	(266,717)	(289,751)	(312,785)	(335,919)	(359,060)	(382,200)	(405,341)
		170.00	(280,021)	(302,390)	(324,819)	(347,291)	(369,763)	(392,235)	(414,707)
		180.00	(293,325)	(315,057)	(336,860)	(358,663)	(380,466)	(402,269)	(424,072)
190.00		(306,634)	(327,768)	(348,902)	(370,036)	(391,170)	(412,304)	(433,438)	
200.00	(320,013)	(340,478)	(360,943)	(381,408)	(401,873)	(422,338)	(442,803)		
210.00	(333,392)	(353,188)	(372,984)	(392,780)	(412,576)	(432,372)	(452,168)		
220.00	(346,771)	(365,898)	(385,025)	(404,152)	(423,280)	(442,407)	(461,534)		
230.00	(360,150)	(378,608)	(397,067)	(415,525)	(433,983)	(452,441)	(470,899)		
240.00	(373,529)	(391,319)	(409,108)	(426,897)	(444,686)	(462,476)	(480,265)		
250.00	(386,909)	(404,029)	(421,149)	(438,269)	(455,390)	(472,510)	(489,630)		

**TABLE 2**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(251,340)								
	1,000	(155,739)	(182,972)	(210,205)	(237,438)	(265,756)	(295,519)	(325,281)	
	2,000	(169,070)	(196,303)	(223,536)	(250,769)	(280,325)	(310,088)	(339,904)	
	Site Specific S106 -	3,000	(182,401)	(209,634)	(236,867)	(265,132)	(294,894)	(324,657)	(354,556)
		4,000	(195,732)	(222,965)	(250,198)	(279,701)	(309,464)	(339,300)	(369,208)
		5,000	(209,063)	(236,296)	(264,507)	(294,270)	(324,044)	(353,952)	(383,860)
		6,000	(222,394)	(249,627)	(279,077)	(308,840)	(338,695)	(368,603)	(398,512)
		7,000	(235,725)	(263,883)	(293,646)	(323,439)	(353,347)	(383,255)	(413,163)
		8,000	(249,056)	(278,453)	(308,216)	(338,091)	(367,999)	(397,907)	(427,815)
		9,000	(263,259)	(293,022)	(322,835)	(352,743)	(382,651)	(412,559)	(442,467)
		10,000	(277,829)	(307,592)	(337,487)	(367,395)	(397,303)	(427,211)	(457,119)
		11,000	(292,398)	(322,230)	(352,138)	(382,046)	(411,955)	(441,863)	(471,771)
		12,000	(306,974)	(336,882)	(366,790)	(396,698)	(426,606)	(456,514)	(486,422)
		13,000	(321,626)	(351,534)	(381,442)	(411,350)	(441,258)	(471,166)	(501,074)
		14,000	(336,278)	(366,186)	(396,094)	(426,002)	(455,910)	(485,818)	(515,726)
		15,000	(350,930)	(380,838)	(410,746)	(440,654)	(470,562)	(500,470)	(530,378)

**TABLE 3**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(251,340)								
	15.0%	34,605	(792)	(36,189)	(71,876)	(108,064)	(144,252)	(180,440)	
	16.0%	(431)	(34,076)	(67,925)	(102,322)	(136,719)	(171,116)	(205,513)	
	Profit 20.0%	17.0%	(35,467)	(67,556)	(100,162)	(132,768)	(165,374)	(197,980)	(230,586)
		18.0%	(70,770)	(101,585)	(132,400)	(163,215)	(194,030)	(224,845)	(255,907)
		19.0%	(106,589)	(135,613)	(164,637)	(193,661)	(222,685)	(251,709)	(283,309)
		20.0%	(142,408)	(169,641)	(196,874)	(224,107)	(251,340)	(280,949)	(310,712)

**TABLE 4**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(251,340)								
	100,000	10,592	(16,641)	(43,874)	(71,107)	(98,340)	(127,949)	(157,712)	
	150,000	(39,408)	(66,641)	(93,874)	(121,107)	(148,340)	(177,949)	(207,712)	
	BLV (£ per acre) 253,000	200,000	(89,408)	(116,641)	(143,874)	(171,107)	(198,340)	(227,949)	(257,712)
		250,000	(139,408)	(166,641)	(193,874)	(221,107)	(248,340)	(277,949)	(307,712)
		300,000	(189,408)	(216,641)	(243,874)	(271,107)	(298,340)	(327,949)	(357,712)
		350,000	(239,408)	(266,641)	(293,874)	(321,107)	(348,340)	(377,949)	(407,712)
		400,000	(289,408)	(316,641)	(343,874)	(371,107)	(398,340)	(427,949)	(457,712)
		450,000	(339,408)	(366,641)	(393,874)	(421,107)	(448,340)	(477,949)	(507,712)
		500,000	(389,408)	(416,641)	(443,874)	(471,107)	(498,340)	(527,949)	(557,712)
		550,000	(439,408)	(466,641)	(493,874)	(521,107)	(548,340)	(577,949)	(607,712)
		600,000	(489,408)	(516,641)	(543,874)	(571,107)	(598,340)	(627,949)	(657,712)
		650,000	(539,408)	(566,641)	(593,874)	(621,107)	(648,340)	(677,949)	(707,712)
		700,000	(589,408)	(616,641)	(643,874)	(671,107)	(698,340)	(727,949)	(757,712)
		750,000	(639,408)	(666,641)	(693,874)	(721,107)	(748,340)	(777,949)	(807,712)
		800,000	(689,408)	(716,641)	(743,874)	(771,107)	(798,340)	(827,949)	(857,712)
		850,000	(739,408)	(766,641)	(793,874)	(821,107)	(848,340)	(877,949)	(907,712)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme Z** No Units: **10**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

Balance (RLV - BLV £ per acre (n))	(251,340)	0%	5%	10%	15%	20%	25%	30%
	0	(75,140)	(102,373)	(129,606)	(156,839)	(184,072)	(211,305)	(238,538)
Net Zero	2,000	(105,037)	(132,270)	(159,503)	(186,736)	(213,969)	(241,202)	(269,869)
(£ per unit)	4,000	(134,934)	(162,167)	(189,400)	(216,633)	(243,866)	(272,781)	(302,543)
4,500	6,000	(164,831)	(192,064)	(219,297)	(246,530)	(275,692)	(305,455)	(335,245)
	8,000	(194,728)	(221,961)	(249,194)	(278,603)	(308,366)	(338,196)	(368,104)
	10,000	(224,625)	(251,858)	(281,514)	(311,277)	(341,147)	(371,055)	(400,963)
	12,000	(254,522)	(281,755)	(311,411)	(341,147)	(371,055)	(400,963)	(430,871)
	14,000	(284,419)	(311,652)	(341,308)	(371,055)	(400,963)	(430,871)	(460,779)
	16,000	(314,316)	(341,549)	(371,205)	(400,963)	(430,871)	(460,779)	(490,687)
	18,000	(344,213)	(371,446)	(401,102)	(430,871)	(460,779)	(490,687)	(520,595)
	20,000	(374,110)	(401,343)	(430,999)	(460,779)	(490,687)	(520,595)	(550,503)
	22,000	(404,007)	(431,240)	(460,896)	(490,687)	(520,595)	(550,503)	(580,411)
	24,000	(433,904)	(461,137)	(490,793)	(520,595)	(550,503)	(580,411)	(610,319)
	26,000	(463,801)	(491,034)	(520,690)	(550,503)	(580,411)	(610,319)	(640,227)
	28,000	(493,698)	(520,931)	(550,587)	(580,411)	(610,319)	(640,227)	(670,135)
	30,000	(523,595)	(550,828)	(580,484)	(610,319)	(640,227)	(670,135)	(700,043)

Balance (RLV - BLV £ per acre (n))	(251,340)	0%	5%	10%	15%	20%	25%	30%
	0.0%	(135,240)	(162,115)	(188,990)	(215,864)	(242,739)	(271,157)	(300,528)
M4(3) Category 3 Housing	2.5%	(138,824)	(165,699)	(192,573)	(219,448)	(246,323)	(275,074)	(304,445)
(% of OMS & AH units)	5.0%	(142,408)	(169,283)	(196,157)	(223,032)	(249,907)	(278,991)	(308,362)
6.0%	7.5%	(145,992)	(172,867)	(199,741)	(226,616)	(253,536)	(282,907)	(312,279)
	10.0%	(149,576)	(176,450)	(203,325)	(230,200)	(257,453)	(286,824)	(316,196)
	12.5%	(153,160)	(180,034)	(206,909)	(233,784)	(261,370)	(290,741)	(320,112)
	15.0%	(156,744)	(183,618)	(210,493)	(237,368)	(265,287)	(294,658)	(324,029)
	17.5%	(160,327)	(187,202)	(214,077)	(240,952)	(269,204)	(298,575)	(327,946)
	20.0%	(163,911)	(190,786)	(217,661)	(244,535)	(273,120)	(302,492)	(331,871)
	22.5%	(167,495)	(194,370)	(221,245)	(248,119)	(277,037)	(306,408)	(335,810)
	25.0%	(171,079)	(197,954)	(224,829)	(251,703)	(280,954)	(310,325)	(339,749)
	27.5%	(174,663)	(201,538)	(228,412)	(255,287)	(284,871)	(314,242)	(343,688)
	30.0%	(178,247)	(205,122)	(231,996)	(258,871)	(288,788)	(318,159)	(347,627)
	32.5%	(181,831)	(208,706)	(235,580)	(262,455)	(292,705)	(322,076)	(351,566)
	35.0%	(185,415)	(212,290)	(239,164)	(266,039)	(296,622)	(325,993)	(355,505)
	37.5%	(188,999)	(215,873)	(242,748)	(269,623)	(300,539)	(329,910)	(359,444)

Balance (RLV - BLV £ per acre (n))	(251,340)	0%	5%	10%	15%	20%	25%	30%
	70%	541,365	513,946	486,528	459,109	431,690	404,271	376,852
	75%	429,342	402,192	375,043	347,893	320,744	293,594	266,445
Build Cost	80%	317,319	296,169	283,019	261,869	240,719	219,569	198,419
100%	85%	204,393	177,835	151,278	124,720	98,162	71,604	44,244
(105% = 5% increase)	90%	91,736	65,354	38,156	10,957	(16,241)	(43,440)	(70,907)
	95%	(24,012)	(50,930)	(78,278)	(105,798)	(133,317)	(160,837)	(188,357)
	100%	(142,408)	(169,641)	(196,874)	(224,107)	(251,340)	(278,573)	(306,006)
	105%	(262,374)	(291,824)	(321,314)	(350,804)	(380,294)	(410,094)	(439,687)
	110%	(393,104)	(422,382)	(451,940)	(481,498)	(511,056)	(540,614)	(570,172)
	115%	(524,080)	(553,043)	(582,006)	(610,969)	(639,932)	(668,895)	(697,858)
	120%	(655,056)	(683,704)	(712,352)	(741,000)	(769,648)	(798,297)	(826,945)
	125%	(786,032)	(814,365)	(842,698)	(871,031)	(899,364)	(927,697)	(956,030)

Balance (RLV - BLV £ per acre (n))	(251,340)	0%	5%	10%	15%	20%	25%	30%
	80%	(732,827)	(732,651)	(732,475)	(732,300)	(732,124)	(731,948)	(731,773)
	82%	(672,659)	(675,492)	(678,325)	(681,157)	(683,990)	(686,823)	(689,655)
Market Values	84%	(612,492)	(618,333)	(624,174)	(630,015)	(635,856)	(641,697)	(647,538)
100%	86%	(552,324)	(561,174)	(570,023)	(578,873)	(587,722)	(596,572)	(605,421)
(105% = 5% increase)	88%	(492,157)	(504,015)	(515,872)	(527,730)	(539,588)	(551,446)	(563,304)
	90%	(431,989)	(446,856)	(461,722)	(476,588)	(491,454)	(506,320)	(521,187)
	92%	(371,822)	(389,697)	(407,571)	(425,446)	(443,320)	(461,195)	(479,069)
	94%	(311,654)	(332,537)	(353,420)	(374,303)	(395,186)	(416,069)	(436,952)
	96%	(251,486)	(275,561)	(299,636)	(323,711)	(347,786)	(371,861)	(395,936)
	98%	(191,318)	(221,642)	(246,139)	(272,273)	(298,407)	(324,541)	(350,675)
	100%	(142,408)	(169,641)	(196,874)	(224,107)	(251,340)	(278,573)	(306,006)
	102%	(87,670)	(117,640)	(147,610)	(177,580)	(207,550)	(237,520)	(267,490)
	104%	(33,492)	(65,638)	(98,345)	(131,052)	(163,759)	(196,466)	(229,173)
	106%	20,049	(14,620)	(49,289)	(84,525)	(119,761)	(155,012)	(190,263)
	108%	73,410	36,245	(1,101)	(38,447)	(76,178)	(114,359)	(152,539)
	110%	125,157	86,475	47,086	7,063	(32,960)	(73,305)	(114,223)
	112%	176,904	135,635	94,366	52,574	9,873	(32,827)	(75,906)
	114%	228,651	184,794	140,938	97,082	52,707	7,329	(38,048)
	116%	280,398	233,954	187,510	141,067	94,623	47,486	(569)
	118%	332,145	283,114	234,083	185,052	136,021	86,989	36,910
	120%	383,892	332,274	280,655	229,037	177,418	125,800	74,181

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme Z** No Units: **10**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(251,340)							
	5,000	(142,408)	(166,308)	(190,208)	(214,109)	(238,009)	(262,737)	(288,857)
	10,000	(142,408)	(162,975)	(183,543)	(204,110)	(224,678)	(245,245)	(267,003)
Grant (£ per unit)	15,000	(142,408)	(159,643)	(176,877)	(194,112)	(211,346)	(228,581)	(245,816)
	20,000	(142,408)	(156,310)	(170,211)	(184,113)	(198,015)	(211,917)	(225,819)
	25,000	(142,408)	(152,977)	(163,546)	(174,115)	(184,684)	(195,253)	(205,822)
	30,000	(142,408)	(149,644)	(156,880)	(164,116)	(171,352)	(178,588)	(185,825)
	35,000	(142,408)	(146,311)	(150,214)	(154,118)	(158,021)	(161,924)	(165,828)
	40,000	(142,408)	(142,978)	(143,549)	(144,119)	(144,690)	(145,260)	(145,831)
	45,000	(142,408)	(139,646)	(136,883)	(134,121)	(131,358)	(128,596)	(125,834)
	50,000	(142,408)	(136,313)	(130,217)	(124,122)	(118,027)	(111,932)	(105,837)
	55,000	(142,408)	(132,980)	(123,552)	(114,124)	(104,696)	(95,268)	(85,840)

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Appraisal Ref: AA (see Typologies Matrix)  
 Scheme Typology: Scheme AA  
 Site Typology: Location / Value Zone: Rugeley No Units: 20 Greenfield/Brownfield: Brownfield  
 Notes: n/a

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				20 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% % Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	2.8	20.0%	0.8	18%	3.6			
3 bed House	40.0%	6.4	30.0%	1.2	38%	7.6			
4 bed House	15.0%	2.4	10.0%	0.4	14%	2.8			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	1.6	20.0%	0.8	12%	2.4			
2 bed Flat	17.5%	2.8	20.0%	0.8	18%	3.6			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	16.0	100.0%	4.0	100%	20.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	221	2,381	63	680	284	3,061			
3 bed House	595	6,407	112	1,201	707	7,608			
4 bed House	276	2,971	46	495	322	3,466			
5 bed House	0	0	0	0	0	0			
1 bed Flat	94	1,013	47	507	141	1,520			
2 bed Flat	231	2,482	66	709	296	3,191			
3 bed Flat	0	0	0	0	0	0			
	1,417	15,254	334	3,592	1,751	18,846			
AH % by floor area:		19.06% 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	2,500	232				0		
2 bed House	260,000	3,291	306				936,000		
3 bed House	305,000	3,280	305				2,318,000		
4 bed House	420,000	3,652	339				1,176,000		
5 bed House	0	0	0				0		
1 bed Flat	135,000	2,700	251				324,000		
2 bed Flat	185,000	2,643	246				666,000		
3 bed Flat	0	0	0				0		
							5,420,000		
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AA** No Units: **20**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	2.8	@	260,000	728,000
3 bed House	6.4	@	305,000	1,952,000
4 bed House	2.4	@	420,000	1,008,000
5 bed House	0.0	@	0	-
1 bed Flat	1.6	@	135,000	216,000
2 bed Flat	2.8	@	185,000	518,000
3 bed Flat	0.0	@	0	-
	16.0			4,422,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.2	@	182,000	36,400
3 bed House	0.3	@	213,500	64,050
4 bed House	0.1	@	294,000	29,400
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	94,500	18,900
2 bed Flat	0.2	@	129,500	25,900
3 bed Flat	0.0	@	0	-
	1.0			174,650
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	0.3	@	143,000	40,040
3 bed House	0.4	@	167,750	70,455
4 bed House	0.1	@	231,000	32,340
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	74,250	20,790
2 bed Flat	0.3	@	101,750	28,490
3 bed Flat	0.0	@	0	-
	1.4			192,115
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.2	@	182,000	36,400
3 bed House	0.3	@	213,500	64,050
4 bed House	0.1	@	250,000	25,000
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	94,500	18,900
2 bed Flat	0.2	@	129,500	25,900
3 bed Flat	0.0	@	0	-
	1.0			170,250
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.1	@	169,000	20,280
3 bed House	0.2	@	198,250	35,685
4 bed House	0.1	@	273,000	16,380
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	87,750	10,530
2 bed Flat	0.1	@	120,250	14,430
3 bed Flat	0.0	@	0	-
	0.6	4.0		97,305
<b>Sub-total GDV Residential</b>				
	<b>20</b>			<b>5,056,320</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>363,680</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	4	AH units @	0	per unit
<b>Total GDV</b>				
				<b>5,056,320</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AA** No Units: **20**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: n/a

DEVELOPMENT COSTS										
<b>Initial Payments -</b>										
Statutory Planning Fees (Residential) (9,240)										
Planning Application Professional Fees, Surveys and reports (30,000)										
CIL (Mrkt only + garages) 1,461 sqm 58.84 £ psm (85,967)										
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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			20 units @				0 per unit		-
	Sub-total									-
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)										
AH Commuted Sum				1,751 sqm (total)				0 £ psm		-
<b>Comm. Sum analysis:</b> 0.00% % of GDV										
<b>Construction Costs -</b>										
Site Clearance, Demolition & Remediation 0.57 ha @ 50,000 £ per ha (if brownfield) (28,571)										
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			20 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 @				1,531 psm		-
2 bed House				284 sqm @				1,531 psm		(435,416)
3 bed House				707 sqm @				1,531 psm		(1,082,111)
4 bed House				322 sqm @				1,531 psm		(492,982)
5 bed House				- sqm @				1,531 psm		-
1 bed Flat				141 sqm @				1,681 psm		(237,318)
2 bed Flat				296 sqm @				1,681 psm		(498,367)
3 bed Flat			1,751	- sqm @				1,681 psm		-
Garages for 3B House (Mrkt only)	6		10%	units @			18 sqm @	640 psm		(7,373)
Garages for 4B House (Mrkt only)	2		75%	units @			18 sqm @	640 psm		(20,736)
Garages for 5B House (Mrkt only)	-		120%	units @			18 sqm @	640 psm		-
				44						-
External works				2,774,303 @				15.0%		(416,145)
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)										
Policy Costs on design -										
Net Biodiversity costs 20 units @ 268 £ per unit (5,360)										
M4(2) Category 2 Housing	tenure weighted t	20 units @		94.0% @				521 £ per unit		(9,795)
M4(3) (10%AH 5%OMS)	tenure weighted t	20 units @		6.0% @				10,111 £ per unit		(12,133)
Net Zero Cost (2025 FHS Part L)		20 units @						4,500 £ per unit		(90,000)
SAC		20 units @						291 £ per unit		(5,812)
EV Charging Points - Houses		14 units @						1,000 £ per unit		(14,000)
EV Charging Points - Flats		6 units @				4 flats per charger		10,000 £ per 4 units		(15,000)
Water Efficiency (Climate change policy)		20 units @						10 £ per unit		(200)
	Sub-total									(152,300)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)										
Contingency (on construction)				3,371,319 @				5.0%		(168,566)



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AA** No Units: **20**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

<b>Professional Fees</b>	3,371,319 @	6.5%		(219,136)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	4,422,000 OMS @	3.00%	6,633 £ per unit	(132,660)
Residential Sales Agent Costs	4,422,000 OMS @	1.00%	2,211 £ per unit	(44,220)
Residential Sales Legal Costs	4,422,000 OMS @	0.25%	553 £ per unit	(11,055)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>8,897 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(80,948)
<b>Developers Profit -</b>				
Profit on OMS	4,422,000	20.00%		(884,400)
Margin on AH	634,320	6.00% on AH values		(38,059)
<b>Profit analysis:</b>	<b>5,056,320</b>	<b>18.24% blended GDV</b>	<b>(922,459)</b>	
	<b>4,143,111</b>	<b>22.26% on costs</b>	<b>(922,459)</b>	
<b>TOTAL COSTS</b>				<b>(5,065,570)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(9,250)
SDLT	- @	HMRC formula		-
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.00%		-
Residual Land Value				<b>(9,250)</b>
<b>RLV analysis:</b>	<b>(462) £ per plot</b>	<b>(16,187) £ per ha (net)</b>	<b>(6,551) £ per acre (net)</b>	
		<b>(15,378) £ per ha (gross)</b>	<b>(6,223) £ per acre (gross)</b>	
			<b>-0.18% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	0.57 ha (net)		1.41 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	0.60 ha (gross)		1.49 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	253,000 £ per acre (net)	357,236
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(641,350) £ per ha (net)</b>	<b>(259,551) £ per acre (net)</b>	<b>(366,486)</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AA**  
 Site Typology: Location / Value Zone: **Rugeley** No Units: **20**  
 Notes: **n/a** Greenfield/Brownfield: **Brownfield**

## 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(259,551)								
	0.00	(77,738)	(107,974)	(138,719)	(169,770)	(201,202)	(232,634)	(265,094)	
	10.00	(89,344)	(119,383)	(149,527)	(180,205)	(211,024)	(241,842)	(274,487)	
	CIL £ psm 58.84	20.00	(101,247)	(130,791)	(160,437)	(190,641)	(220,846)	(251,050)	(283,879)
		30.00	(113,256)	(142,200)	(171,486)	(201,077)	(230,668)	(260,932)	(293,272)
		40.00	(125,265)	(153,608)	(182,536)	(211,513)	(240,489)	(270,996)	(302,664)
		50.00	(137,274)	(165,223)	(193,586)	(221,949)	(250,311)	(281,059)	(312,057)
		60.00	(149,283)	(176,887)	(204,635)	(232,384)	(260,796)	(291,123)	(321,449)
		70.00	(161,415)	(188,550)	(215,685)	(242,820)	(271,530)	(301,186)	(330,883)
		80.00	(173,692)	(200,214)	(226,735)	(253,280)	(282,265)	(311,250)	(340,329)
		90.00	(185,970)	(211,877)	(237,784)	(264,685)	(292,999)	(321,326)	(349,774)
		100.00	(198,247)	(223,541)	(248,834)	(276,090)	(303,733)	(331,447)	(359,220)
		110.00	(210,525)	(235,204)	(260,523)	(287,495)	(314,468)	(341,567)	(368,666)
		120.00	(222,802)	(246,868)	(272,599)	(298,901)	(325,263)	(351,687)	(378,111)
		130.00	(235,079)	(259,045)	(284,676)	(310,309)	(336,058)	(361,808)	(387,557)
		140.00	(247,357)	(271,792)	(296,752)	(321,778)	(346,853)	(371,928)	(397,003)
		150.00	(260,251)	(284,539)	(308,848)	(333,248)	(357,648)	(382,048)	(406,448)
		160.00	(273,669)	(297,286)	(320,993)	(344,718)	(368,443)	(392,169)	(415,894)
		170.00	(287,086)	(310,086)	(333,137)	(356,188)	(379,238)	(402,289)	(425,340)
		180.00	(300,529)	(322,905)	(345,281)	(367,657)	(390,033)	(412,409)	(434,785)
190.00		(314,023)	(335,725)	(357,426)	(379,127)	(400,828)	(422,530)	(444,231)	
200.00	(327,517)	(348,544)	(369,570)	(390,597)	(411,623)	(432,650)	(453,677)		
210.00	(341,011)	(361,363)	(381,715)	(402,067)	(422,418)	(442,770)	(463,122)		
220.00	(354,505)	(374,182)	(393,859)	(413,536)	(433,214)	(452,891)	(472,568)		
230.00	(367,999)	(387,001)	(406,004)	(425,006)	(444,009)	(463,011)	(482,014)		
240.00	(381,492)	(399,820)	(418,148)	(436,476)	(454,804)	(473,131)	(491,459)		
250.00	(394,986)	(412,639)	(430,292)	(447,946)	(465,599)	(483,252)	(500,905)		

**TABLE 2**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(259,551)								
	1,000	(161,159)	(188,979)	(216,799)	(244,619)	(274,245)	(304,650)	(335,119)	
	2,000	(174,604)	(202,424)	(230,244)	(258,535)	(288,939)	(319,346)	(349,896)	
	Site Specific S106 -	3,000	(188,049)	(215,869)	(243,689)	(273,229)	(303,634)	(334,123)	(364,674)
		4,000	(201,494)	(229,315)	(257,519)	(287,923)	(318,350)	(348,901)	(379,451)
		5,000	(214,940)	(242,760)	(272,213)	(302,618)	(333,127)	(363,678)	(394,228)
		6,000	(228,385)	(256,503)	(286,907)	(317,354)	(347,905)	(378,455)	(409,006)
		7,000	(241,830)	(271,197)	(301,602)	(332,132)	(362,682)	(393,233)	(423,783)
		8,000	(255,487)	(285,891)	(316,358)	(346,909)	(377,459)	(408,010)	(438,560)
		9,000	(270,181)	(300,586)	(331,136)	(361,686)	(392,237)	(422,787)	(453,338)
		10,000	(284,875)	(315,363)	(345,913)	(376,464)	(407,014)	(437,565)	(468,115)
		11,000	(299,589)	(330,140)	(360,690)	(391,241)	(421,791)	(452,342)	(482,892)
		12,000	(314,367)	(344,917)	(375,468)	(406,018)	(436,569)	(467,119)	(497,670)
		13,000	(329,144)	(359,695)	(390,245)	(420,796)	(451,346)	(481,897)	(512,447)
		14,000	(343,921)	(374,472)	(405,022)	(435,573)	(466,123)	(496,674)	(527,225)
		15,000	(358,699)	(389,249)	(419,800)	(450,350)	(480,901)	(511,451)	(542,002)

**TABLE 3**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(259,551)								
	15.0%	23,279	(11,487)	(46,252)	(81,018)	(116,593)	(152,565)	(189,267)	
	16.0%	(10,583)	(43,656)	(76,728)	(110,403)	(144,622)	(179,357)	(214,341)	
	Profit 20.0%	17.0%	(44,445)	(75,824)	(107,716)	(140,184)	(173,028)	(206,221)	(239,414)
		18.0%	(78,307)	(108,533)	(139,249)	(170,281)	(201,683)	(233,085)	(265,555)
		19.0%	(112,854)	(141,818)	(171,116)	(200,728)	(230,339)	(260,595)	(292,957)
		20.0%	(147,890)	(175,534)	(203,354)	(231,174)	(259,551)	(289,955)	(320,360)

**TABLE 4**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(259,551)								
	100,000	5,110	(22,534)	(50,354)	(78,174)	(106,551)	(136,955)	(167,360)	
	150,000	(44,890)	(72,534)	(100,354)	(128,174)	(156,551)	(186,955)	(217,360)	
	BLV (£ per acre) 253,000	200,000	(94,890)	(122,534)	(150,354)	(178,174)	(206,551)	(236,955)	(267,360)
		250,000	(144,890)	(172,534)	(200,354)	(228,174)	(256,551)	(286,955)	(317,360)
		300,000	(194,890)	(222,534)	(250,354)	(278,174)	(306,551)	(336,955)	(367,360)
		350,000	(244,890)	(272,534)	(300,354)	(328,174)	(356,551)	(386,955)	(417,360)
		400,000	(294,890)	(322,534)	(350,354)	(378,174)	(406,551)	(436,955)	(467,360)
		450,000	(344,890)	(372,534)	(400,354)	(428,174)	(456,551)	(486,955)	(517,360)
		500,000	(394,890)	(422,534)	(450,354)	(478,174)	(506,551)	(536,955)	(567,360)
		550,000	(444,890)	(472,534)	(500,354)	(528,174)	(556,551)	(586,955)	(617,360)
		600,000	(494,890)	(522,534)	(550,354)	(578,174)	(606,551)	(636,955)	(667,360)
		650,000	(544,890)	(572,534)	(600,354)	(628,174)	(656,551)	(686,955)	(717,360)
		700,000	(594,890)	(622,534)	(650,354)	(678,174)	(706,551)	(736,955)	(767,360)
		750,000	(644,890)	(672,534)	(700,354)	(728,174)	(756,551)	(786,955)	(817,360)
		800,000	(694,890)	(722,534)	(750,354)	(778,174)	(806,551)	(836,955)	(867,360)
		850,000	(744,890)	(772,534)	(800,354)	(828,174)	(856,551)	(886,955)	(917,360)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AA**  
 Site Typology: Location / Value Zone: **Rugeley** No Units: **20**  
 Notes: **n/a** Greenfield/Brownfield: **Brownfield**

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(259,551)	0	(81,892)	(108,739)	(135,951)	(163,328)	(191,148)	(218,968)	(246,788)
Net Zero (£ per unit)	2,000	(111,022)	(138,234)	(165,661)	(193,481)	(221,302)	(249,122)	(279,166)	(312,121)
4,500	4,000	(140,516)	(167,995)	(195,815)	(223,635)	(251,456)	(281,717)	(312,121)	(345,198)
	6,000	(170,329)	(198,149)	(225,969)	(253,863)	(284,267)	(314,672)	(345,198)	(378,339)
	8,000	(200,483)	(228,303)	(256,413)	(286,818)	(317,238)	(347,789)	(378,339)	(411,480)
	10,000	(230,637)	(258,964)	(289,368)	(319,829)	(350,379)	(380,930)	(411,480)	(444,622)
	12,000	(261,514)	(291,919)	(322,420)	(352,970)	(383,521)	(414,071)	(444,622)	(477,763)
	14,000	(294,469)	(325,011)	(355,561)	(388,112)	(416,662)	(447,213)	(477,763)	(510,905)
	16,000	(327,602)	(358,152)	(388,703)	(419,253)	(449,804)	(480,354)	(510,905)	(544,046)
	18,000	(360,743)	(391,293)	(421,844)	(452,394)	(482,945)	(513,495)	(544,046)	(577,187)
	20,000	(393,884)	(424,435)	(454,985)	(485,536)	(516,086)	(546,637)	(577,187)	(610,467)
	22,000	(427,026)	(457,576)	(488,127)	(518,677)	(549,228)	(579,778)	(610,467)	(643,795)
	24,000	(460,167)	(490,718)	(521,268)	(551,819)	(582,369)	(612,992)	(643,795)	(677,124)
	26,000	(493,308)	(523,859)	(554,409)	(584,960)	(615,518)	(646,321)	(677,124)	(710,453)
	28,000	(526,450)	(557,000)	(587,551)	(618,101)	(648,846)	(679,650)	(710,453)	(743,782)
	30,000	(559,591)	(590,142)	(620,692)	(651,372)	(682,175)	(712,978)	(743,782)	

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(259,551)	0.0%	(140,819)	(167,943)	(195,401)	(222,860)	(250,319)	(280,079)	(310,089)
M4(3) Category 3 Housing (% of OMS & AH units)	2.5%	(144,354)	(171,557)	(199,016)	(226,475)	(254,020)	(284,030)	(314,039)	(344,049)
	5.0%	(147,890)	(175,172)	(202,631)	(230,089)	(257,971)	(287,980)	(317,990)	(347,999)
	6.0%	(151,426)	(178,787)	(206,245)	(233,704)	(261,921)	(291,931)	(321,940)	(351,949)
	10.0%	(154,961)	(182,401)	(209,860)	(237,319)	(265,872)	(295,881)	(325,904)	(355,913)
	12.5%	(158,557)	(186,016)	(213,475)	(240,934)	(269,822)	(299,832)	(329,876)	(359,888)
	15.0%	(162,172)	(189,631)	(217,090)	(244,548)	(273,773)	(303,782)	(333,849)	(363,897)
	17.5%	(165,787)	(193,246)	(220,704)	(248,163)	(277,723)	(307,733)	(337,822)	(367,870)
	20.0%	(169,402)	(196,860)	(224,319)	(251,778)	(281,674)	(311,683)	(341,795)	(371,842)
	22.5%	(173,016)	(200,475)	(227,934)	(255,615)	(285,624)	(315,633)	(345,768)	(375,815)
	25.0%	(176,631)	(204,090)	(231,548)	(259,565)	(289,574)	(319,587)	(349,741)	(379,788)
	27.5%	(180,246)	(207,704)	(235,163)	(263,515)	(293,525)	(323,560)	(353,713)	(383,761)
	30.0%	(183,860)	(211,319)	(238,778)	(267,466)	(297,475)	(327,533)	(357,686)	(387,734)
	32.5%	(187,475)	(214,934)	(242,392)	(271,416)	(301,426)	(331,506)	(361,659)	(391,707)
	35.0%	(191,090)	(218,548)	(246,007)	(275,367)	(305,376)	(335,479)	(365,632)	(395,680)
	37.5%	(194,704)	(222,163)	(249,622)	(279,317)	(309,327)	(339,451)	(369,605)	(399,653)

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(259,551)	70%	532,002	504,081	476,161	448,240	420,319	392,399	364,478
		75%	419,651	392,000	364,350	336,699	309,049	281,399	253,748
Build Cost (105% = 5% increase)		80%	306,969	279,617	252,265	224,912	197,560	170,207	142,855
		85%	193,983	166,902	139,822	112,741	85,660	58,579	31,499
		90%	80,996	54,187	27,378	570	(26,239)	(53,048)	(79,859)
		95%	(32,405)	(58,978)	(85,552)	(112,808)	(140,303)	(168,066)	(196,175)
		100%	(147,890)	(175,534)	(203,354)	(231,174)	(259,551)	(289,955)	(320,360)
		105%	(269,291)	(299,380)	(329,606)	(359,839)	(390,071)	(420,304)	(450,537)
		110%	(401,242)	(431,157)	(461,072)	(490,987)	(520,902)	(550,817)	(580,732)
		115%	(533,343)	(562,941)	(592,538)	(622,135)	(651,945)	(681,759)	(711,573)
		120%	(665,445)	(694,939)	(724,464)	(753,990)	(783,515)	(813,040)	(842,566)
		125%	(798,262)	(827,468)	(856,674)	(885,880)	(915,091)	(944,648)	(974,205)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(259,551)	80%	(746,552)	(746,728)	(746,905)	(747,082)	(747,259)	(747,435)	(747,670)
		82%	(685,299)	(688,538)	(691,777)	(695,017)	(698,256)	(701,495)	(704,735)
Market Values (105% = 5% increase)		84%	(624,045)	(630,347)	(636,649)	(642,951)	(649,253)	(655,556)	(661,858)
		86%	(563,071)	(572,320)	(581,569)	(590,866)	(600,251)	(609,616)	(618,980)
		88%	(502,209)	(514,501)	(526,793)	(539,085)	(551,377)	(563,676)	(575,974)
		90%	(441,347)	(456,683)	(472,018)	(487,353)	(502,688)	(518,023)	(533,358)
		92%	(380,486)	(398,864)	(417,242)	(435,620)	(453,998)	(472,377)	(490,755)
		94%	(319,624)	(341,045)	(362,466)	(383,888)	(405,309)	(426,730)	(448,151)
		96%	(258,762)	(283,315)	(307,868)	(332,421)	(356,974)	(381,527)	(406,080)
		98%	(203,084)	(228,136)	(253,188)	(280,584)	(307,963)	(335,343)	(362,722)
		100%	(147,890)	(175,534)	(203,354)	(231,174)	(259,551)	(289,955)	(320,360)
		102%	(93,729)	(123,649)	(153,570)	(184,108)	(214,697)	(245,286)	(275,875)
		104%	(41,340)	(72,874)	(104,825)	(137,453)	(170,400)	(203,758)	(237,115)
		106%	11,005	(23,146)	(57,298)	(91,450)	(126,753)	(162,229)	(197,705)
		108%	63,351	26,582	(10,187)	(46,956)	(83,725)	(121,468)	(159,211)
		110%	115,440	76,153	36,867	(2,463)	(41,849)	(81,235)	(121,600)
		112%	167,523	125,632	83,742	41,851	(39)	(41,976)	(83,980)
		114%	219,606	175,111	130,617	86,122	41,627	(2,867)	(47,362)
		116%	271,689	224,590	177,492	130,393	83,294	36,195	(10,904)
		118%	323,772	274,069	224,367	174,664	124,961	75,258	25,555
		120%	375,856	323,549	271,241	218,934	166,627	114,320	62,013

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AA** No Units: **20**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(259,551)							
	5,000	(147,890)	(172,172)	(196,631)	(221,089)	(245,548)	(271,587)	(298,317)
	10,000	(147,890)	(168,811)	(189,908)	(211,005)	(232,102)	(253,218)	(276,275)
Grant (£ per unit)	15,000	(147,890)	(165,449)	(183,185)	(200,921)	(218,656)	(236,392)	(254,233)
	20,000	(147,890)	(162,088)	(176,462)	(190,836)	(205,210)	(219,585)	(233,959)
	25,000	(147,890)	(158,726)	(169,739)	(180,752)	(191,765)	(202,777)	(213,790)
	30,000	(147,890)	(155,374)	(163,016)	(170,667)	(178,319)	(185,970)	(193,621)
	35,000	(147,890)	(152,086)	(156,293)	(160,583)	(164,873)	(169,163)	(173,452)
	40,000	(147,890)	(148,798)	(149,706)	(150,614)	(151,522)	(152,430)	(153,339)
	45,000	(147,890)	(145,510)	(143,130)	(140,750)	(138,370)	(135,990)	(133,611)
	50,000	(147,890)	(142,222)	(136,554)	(130,886)	(125,218)	(119,550)	(113,883)
	55,000	(147,890)	(138,934)	(129,978)	(121,022)	(112,066)	(103,110)	(94,155)

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Appraisal Ref: **AB** (see Typologies Matrix)  
 Scheme Typology: **Scheme AB**  
 Site Typology: **Location / Value Zone: Rugeley Greenfield/Brownfield: Brownfield**  
 Notes: **n/a** No Units: **30**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				30 Units													
AH Policy requirement (% Target)				20%													
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%													
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented											
		Social Rent:		35.0%													
		First Homes:		25.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)											
				100%		100.0%											
CIL Rate (£ psm)				58.84		£ 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		17.5%		4.2		20.0%		1.2		18%		5.4					
3 bed House		40.0%		9.6		30.0%		1.8		38%		11.4					
4 bed House		15.0%		3.6		10.0%		0.6		14%		4.2					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		10.0%		2.4		20.0%		1.2		12%		3.6					
2 bed Flat		17.5%		4.2		20.0%		1.2		18%		5.4					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		24.0		100.0%		6.0		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 (sqm)</b>		<b>(sqft)</b>					
1 bed House		58.0		624						58.0		624					
2 bed House		79.0		850						79.0		850					
3 bed House		93.0		1,001						93.0		1,001					
4 bed House		115.0		1,238						115.0		1,238					
5 bed House		0.0		0						0.0		0					
1 bed Flat		50.0		538		85.0%				58.8		633					
2 bed Flat		70.0		753		85.0%				82.4		886					
3 bed Flat		80.0		861		85.0%				94.1		1,013					
<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		58.0		624						58.0		624					
2 bed House		79.0		850						79.0		850					
3 bed House		93.0		1,001						93.0		1,001					
4 bed House		115.0		1,238						115.0		1,238					
5 bed House		0.0		0						0.0		0					
1 bed Flat		50.0		538		85.0%				58.8		633					
2 bed Flat		70.0		753		85.0%				82.4		886					
3 bed Flat		80.0		861		85.0%				94.1		1,013					
<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		332		3,571		95		1,020		427		4,592					
3 bed House		893		9,610		167		1,802		1,060		11,412					
4 bed House		414		4,456		69		743		483		5,199					
5 bed House		0		0		0		0		0		0					
1 bed Flat		141		1,520		71		760		212		2,279					
2 bed Flat		346		3,723		99		1,064		445		4,787					
3 bed Flat		0		0		0		0		0		0					
		2,126		22,880		501		5,389		2,626		28,269					
<b>AH % by floor area:</b>												<b>19.06% 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		2,500		232				0							
2 bed House		260,000		3,291		306				1,404,000							
3 bed House		305,000		3,280		305				3,477,000							
4 bed House		420,000		3,652		339				1,764,000							
5 bed House		0		0		0				0							
1 bed Flat		135,000		2,700		251				486,000							
2 bed Flat		185,000		2,643		246				999,000							
3 bed Flat		0		0		0				0							
										8,130,000							
<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		101,500		70%		79,750		55%		101,500		70%		94,250		65%	
2 bed House		182,000		70%		143,000		55%		182,000		70%		169,000		65%	
3 bed House		213,500		70%		167,750		55%		213,500		70%		198,250		65%	
4 bed House		294,000		70%		231,000		55%		294,000		70%		273,000		65%	
5 bed House		0		70%		0		55%		0		70%		0		65%	
1 bed Flat		94,500		70%		74,250		55%		94,500		70%		87,750		65%	
2 bed Flat		129,500		70%		101,750		55%		129,500		70%		120,250		65%	
3 bed Flat		0		70%		0		55%		0		70%		0		65%	

\* capped @£250K

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AB** No Units: **30**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	4.2	@	260,000	1,092,000
3 bed House	9.6	@	305,000	2,928,000
4 bed House	3.6	@	420,000	1,512,000
5 bed House	0.0	@	0	-
1 bed Flat	2.4	@	135,000	324,000
2 bed Flat	4.2	@	185,000	777,000
3 bed Flat	0.0	@	0	-
	24.0			6,633,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.3	@	182,000	54,600
3 bed House	0.5	@	213,500	96,075
4 bed House	0.2	@	294,000	44,100
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	94,500	28,350
2 bed Flat	0.3	@	129,500	38,850
3 bed Flat	0.0	@	0	-
	1.5			261,975
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	0.4	@	143,000	60,060
3 bed House	0.6	@	167,750	105,683
4 bed House	0.2	@	231,000	48,510
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	74,250	31,185
2 bed Flat	0.4	@	101,750	42,735
3 bed Flat	0.0	@	0	-
	2.1			288,173
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.3	@	182,000	54,600
3 bed House	0.5	@	213,500	96,075
4 bed House	0.2	@	250,000	37,500
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	94,500	28,350
2 bed Flat	0.3	@	129,500	38,850
3 bed Flat	0.0	@	0	-
	1.5			255,375
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.2	@	169,000	30,420
3 bed House	0.3	@	198,250	53,528
4 bed House	0.1	@	273,000	24,570
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	87,750	15,795
2 bed Flat	0.2	@	120,250	21,645
3 bed Flat	0.0	@	0	-
	0.9	6.0		145,958
<b>Sub-total GDV Residential</b>				
	<b>30</b>			<b>7,584,480</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>545,520</b>
	<b>208 £ psm (total GIA sqm)</b>		<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>6</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				
				<b>7,584,480</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AB** No Units: **30**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

DEVELOPMENT COSTS										
<b>Initial Payments -</b>										
Statutory Planning Fees (Residential) (13,860)										
Planning Application Professional Fees, Surveys and reports (40,000)										
CIL (Mrkt only + garages) 2,192 sqm 58.84 £ psm (128,950)										
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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 @				0 per unit		-
	Sub-total									-
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)										
AH Commuted Sum				2,626 sqm (total)				0 £ psm		-
<b>Comm. Sum analysis:</b> 0.00% % of GDV										
<b>Construction Costs -</b>										
Site Clearance, Demolition & Remediation 0.86 ha @ 50,000 £ per ha (if brownfield) (42,857)										
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 @				1,531 psm		-
2 bed House				427 sqm @				1,531 psm		(653,125)
3 bed House				1,060 sqm @				1,531 psm		(1,623,166)
4 bed House				483 sqm @				1,531 psm		(739,473)
5 bed House				- sqm @				1,531 psm		-
1 bed Flat				212 sqm @				1,681 psm		(355,976)
2 bed Flat				445 sqm @				1,681 psm		(747,551)
3 bed Flat				- sqm @				1,681 psm		-
			2,626							-
Garages for 3B House (Mrkt only)	10		10%	units @			18 sqm @	640 psm		(11,059)
Garages for 4B House (Mrkt only)	4		75%	units @			18 sqm @	640 psm		(31,104)
Garages for 5B House (Mrkt only)	-		120%	units @			18 sqm @	640 psm		-
				66						-
External works				4,161,454 @				15.0%		(624,218)
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)										
Policy Costs on design -										
Net Biodiversity costs 30 units @ 268 £ per unit (8,040)										
M4(2) Category 2 Housing	tenure weighted t			30 units @	94.0%	@		521 £ per unit		(14,692)
M4(3) (10%AH 5%OMS)	tenure weighted t			30 units @	6.0%	@		10,111 £ per unit		(18,200)
Net Zero Cost (2025 FHS Part L)				30 units @				4,500 £ per unit		(135,000)
SAC				30 units @				291 £ per unit		(8,717)
EV Charging Points - Houses				21 units @				1,000 £ per unit		(21,000)
EV Charging Points - Flats				9 units @			4 flats per charger	10,000 £ per 4 units		(22,500)
Water Efficiency (Climate change policy)				30 units @				10 £ per unit		(300)
	Sub-total									(228,449)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)										
Contingency (on construction)				5,056,979 @				5.0%		(252,849)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AB** No Units: **30**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

<b>Professional Fees</b>	5,056,979 @	6.5%		(328,704)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	6,633,000 OMS @	3.00%	6,633 £ per unit	(198,990)
Residential Sales Agent Costs	6,633,000 OMS @	1.00%	2,211 £ per unit	(66,330)
Residential Sales Legal Costs	6,633,000 OMS @	0.25%	553 £ per unit	(16,583)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,063 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(105,161)
<b>Developers Profit -</b>				
Profit on OMS	6,633,000	20.00%		(1,326,600)
Margin on AH	951,480	6.00% on AH values		(57,089)
<b>Profit analysis:</b>	<b>7,584,480</b>	<b>18.24% blended GDV</b>	<b>(1,383,689)</b>	
	<b>6,198,405</b>	<b>22.32% on costs</b>	<b>(1,383,689)</b>	
<b>TOTAL COSTS</b>				<b>(7,582,094)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				2,386
SDLT	2,386 @	HMRC formula		-
Acquisition Agent fees	2,386 @	1.0%		(24)
Acquisition Legal fees	2,386 @	0.5%		(12)
Interest on Land	2,386 @	7.00%		(167)
Residual Land Value				<b>2,184</b>
<b>RLV analysis:</b>	<b>73 £ per plot</b>	<b>2,547 £ per ha (net)</b>	<b>1,031 £ per acre (net)</b>	
		<b>2,420 £ per ha (gross)</b>	<b>979 £ per acre (gross)</b>	
			<b>0.03% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	0.86 ha (net)		2.12 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	0.90 ha (gross)		2.23 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)	253,000 £ per acre (net)	<b>535,854</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>	<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>				
Surplus/(Deficit)		<b>(622,616) £ per ha (net)</b>	<b>(251,969) £ per acre (net)</b>	<b>(533,670)</b>



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AB** No Units: **30**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

## 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(251,969)								
	0.00	(71,464)	(101,666)	(131,868)	(162,629)	(194,006)	(225,953)	(258,356)	
	10.00	(83,105)	(112,725)	(142,345)	(172,867)	(203,857)	(235,189)	(267,777)	
	CIL £ psm 58.84	20.00	(94,746)	(123,784)	(153,060)	(183,105)	(213,708)	(244,424)	(277,197)
		30.00	(106,387)	(134,842)	(163,900)	(193,458)	(223,559)	(253,721)	(286,618)
		40.00	(118,028)	(145,901)	(174,740)	(203,925)	(233,410)	(263,814)	(296,038)
		50.00	(129,668)	(157,342)	(185,581)	(214,391)	(243,261)	(273,907)	(305,458)
		60.00	(141,309)	(168,785)	(196,605)	(224,858)	(253,122)	(284,000)	(314,879)
		70.00	(153,193)	(180,227)	(207,687)	(235,325)	(263,888)	(294,094)	(324,299)
		80.00	(165,238)	(191,747)	(218,769)	(245,792)	(274,654)	(304,187)	(333,719)
		90.00	(177,283)	(203,445)	(229,852)	(256,561)	(285,421)	(314,280)	(343,140)
		100.00	(189,352)	(215,143)	(240,934)	(268,000)	(296,187)	(324,373)	(352,560)
		110.00	(201,666)	(226,841)	(252,017)	(279,439)	(306,953)	(334,467)	(361,981)
		120.00	(213,980)	(238,539)	(264,037)	(290,878)	(317,719)	(344,560)	(371,401)
		130.00	(226,294)	(250,238)	(276,149)	(302,317)	(328,485)	(354,653)	(380,821)
		140.00	(238,608)	(262,766)	(288,261)	(313,756)	(339,251)	(364,747)	(390,242)
		150.00	(250,921)	(275,551)	(300,373)	(325,195)	(350,017)	(374,840)	(399,662)
		160.00	(264,186)	(288,335)	(312,485)	(336,634)	(360,784)	(384,933)	(409,083)
		170.00	(277,644)	(301,120)	(324,597)	(348,073)	(371,550)	(395,026)	(418,503)
		180.00	(291,101)	(313,905)	(336,709)	(359,512)	(382,316)	(405,120)	(427,923)
190.00		(304,559)	(326,690)	(348,821)	(370,951)	(393,082)	(415,213)	(437,344)	
200.00	(318,017)	(339,475)	(360,932)	(382,390)	(403,848)	(425,306)	(446,764)		
210.00	(331,474)	(352,259)	(373,044)	(393,829)	(414,614)	(435,399)	(456,184)		
220.00	(344,932)	(365,044)	(385,156)	(405,268)	(425,381)	(445,493)	(465,605)		
230.00	(358,390)	(377,829)	(397,268)	(416,707)	(436,147)	(455,586)	(475,025)		
240.00	(371,847)	(390,614)	(409,380)	(428,146)	(446,913)	(465,679)	(484,446)		
250.00	(385,305)	(403,399)	(421,492)	(439,586)	(457,679)	(475,772)	(493,866)		

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(251,969)								
	1,000	(152,942)	(180,648)	(208,804)	(237,129)	(266,611)	(297,567)	(328,524)	
	2,000	(166,132)	(193,964)	(222,289)	(250,614)	(281,349)	(312,305)	(343,262)	
	Site Specific S106 -	3,000	(179,322)	(207,449)	(235,774)	(265,130)	(296,087)	(327,043)	(357,999)
		4,000	(192,609)	(220,934)	(249,259)	(279,868)	(310,824)	(341,781)	(372,737)
		5,000	(206,094)	(234,419)	(263,650)	(294,606)	(325,562)	(356,519)	(387,475)
		6,000	(219,579)	(247,904)	(278,387)	(309,344)	(340,300)	(371,256)	(402,213)
		7,000	(233,064)	(262,169)	(293,125)	(324,082)	(355,038)	(385,994)	(416,951)
		8,000	(246,550)	(276,907)	(307,863)	(338,819)	(369,776)	(400,732)	(431,688)
		9,000	(260,888)	(291,644)	(322,601)	(353,557)	(384,513)	(415,470)	(446,426)
		10,000	(275,426)	(306,382)	(337,339)	(368,295)	(399,251)	(430,208)	(461,164)
		11,000	(290,164)	(321,120)	(352,076)	(383,033)	(413,989)	(444,945)	(475,902)
		12,000	(304,901)	(335,858)	(366,814)	(397,770)	(428,727)	(459,683)	(490,639)
		13,000	(319,639)	(350,596)	(381,552)	(412,508)	(443,465)	(474,421)	(505,377)
		14,000	(334,377)	(365,333)	(396,290)	(427,246)	(458,202)	(489,159)	(520,115)
		15,000	(349,115)	(380,071)	(411,028)	(441,984)	(472,940)	(503,897)	(534,853)

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(251,969)								
	15.0%	29,350	(5,893)	(41,135)	(76,378)	(111,621)	(146,895)	(183,360)	
	16.0%	(4,512)	(38,061)	(71,611)	(105,161)	(138,710)	(173,172)	(208,326)	
	Profit 20.0%	17.0%	(38,374)	(70,230)	(102,087)	(133,943)	(166,488)	(199,701)	(233,399)
		18.0%	(72,235)	(102,399)	(132,562)	(163,308)	(194,658)	(226,565)	(258,981)
		19.0%	(106,097)	(134,567)	(163,631)	(193,198)	(223,314)	(253,470)	(286,383)
		20.0%	(139,959)	(167,457)	(195,319)	(223,644)	(251,969)	(282,830)	(313,786)

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(251,969)								
	100,000	13,041	(14,457)	(42,319)	(70,644)	(98,969)	(129,830)	(160,786)	
	150,000	(36,959)	(64,457)	(92,319)	(120,644)	(148,969)	(179,830)	(210,786)	
	BLV (£ per acre) 253,000	200,000	(86,959)	(114,457)	(142,319)	(170,644)	(198,969)	(229,830)	(260,786)
		250,000	(136,959)	(164,457)	(192,319)	(220,644)	(248,969)	(279,830)	(310,786)
		300,000	(186,959)	(214,457)	(242,319)	(270,644)	(298,969)	(329,830)	(360,786)
		350,000	(236,959)	(264,457)	(292,319)	(320,644)	(348,969)	(379,830)	(410,786)
		400,000	(286,959)	(314,457)	(342,319)	(370,644)	(398,969)	(429,830)	(460,786)
		450,000	(336,959)	(364,457)	(392,319)	(420,644)	(448,969)	(479,830)	(510,786)
		500,000	(386,959)	(414,457)	(442,319)	(470,644)	(498,969)	(529,830)	(560,786)
		550,000	(436,959)	(464,457)	(492,319)	(520,644)	(548,969)	(579,830)	(610,786)
		600,000	(486,959)	(514,457)	(542,319)	(570,644)	(598,969)	(629,830)	(660,786)
		650,000	(536,959)	(564,457)	(592,319)	(620,644)	(648,969)	(679,830)	(710,786)
		700,000	(586,959)	(614,457)	(642,319)	(670,644)	(698,969)	(729,830)	(760,786)
		750,000	(636,959)	(664,457)	(692,319)	(720,644)	(748,969)	(779,830)	(810,786)
		800,000	(686,959)	(714,457)	(742,319)	(770,644)	(798,969)	(829,830)	(860,786)
		850,000	(736,959)	(764,457)	(792,319)	(820,644)	(848,969)	(879,830)	(910,786)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AB** No Units: **30**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(251,969)	0	(75,628)	(102,406)	(129,183)	(156,308)	(184,014)	(212,245)	(240,570)
	Net Zero	2,000	(104,220)	(130,997)	(158,185)	(185,891)	(214,164)	(242,489)	(272,469)
	(£ per unit)	4,000	(132,811)	(160,062)	(187,768)	(216,083)	(244,408)	(274,566)	(305,523)
	4,500	6,000	(161,939)	(189,677)	(218,002)	(246,327)	(276,663)	(307,620)	(338,576)
		8,000	(191,596)	(219,921)	(248,246)	(278,761)	(309,717)	(340,673)	(371,630)
		10,000	(221,840)	(250,165)	(280,858)	(311,814)	(342,771)	(373,727)	(404,683)
		12,000	(252,084)	(282,955)	(313,911)	(344,868)	(375,824)	(406,780)	(437,737)
		14,000	(285,052)	(316,009)	(346,965)	(377,921)	(408,878)	(439,834)	(470,790)
		16,000	(318,106)	(349,062)	(380,019)	(410,975)	(441,931)	(472,888)	(503,844)
		18,000	(351,159)	(382,116)	(413,072)	(444,028)	(474,985)	(505,941)	(536,897)
		20,000	(384,213)	(415,169)	(446,126)	(477,082)	(508,038)	(538,995)	(569,951)
		22,000	(417,267)	(448,223)	(479,179)	(510,136)	(541,092)	(572,048)	(603,005)
		24,000	(450,320)	(481,276)	(512,233)	(543,189)	(574,145)	(605,102)	(636,058)
		26,000	(483,374)	(514,330)	(545,286)	(576,243)	(607,199)	(638,155)	(669,112)
		28,000	(516,427)	(547,384)	(578,340)	(609,296)	(640,253)	(671,209)	(702,165)
		30,000	(549,481)	(580,437)	(611,393)	(642,350)	(673,306)	(704,262)	(735,219)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(251,969)	0.0%	(133,104)	(160,010)	(187,362)	(215,305)	(243,268)	(272,924)	(303,484)
	M4(3) Category 3 Housing	2.5%	(136,532)	(163,557)	(190,968)	(218,931)	(246,893)	(276,886)	(307,446)
	(% of OMS & AH units)	5.0%	(139,959)	(167,103)	(194,594)	(222,556)	(250,519)	(280,848)	(311,409)
	6.0%	7.5%	(143,386)	(170,649)	(198,219)	(226,182)	(254,251)	(284,811)	(315,371)
		10.0%	(146,844)	(174,195)	(201,845)	(229,807)	(258,213)	(288,773)	(319,333)
		12.5%	(150,390)	(177,742)	(205,470)	(233,433)	(262,175)	(292,735)	(323,295)
		15.0%	(153,937)	(181,288)	(209,096)	(237,058)	(266,138)	(296,698)	(327,258)
		17.5%	(157,483)	(184,834)	(212,721)	(240,684)	(270,100)	(300,660)	(331,220)
		20.0%	(161,029)	(188,384)	(216,347)	(244,309)	(274,062)	(304,622)	(335,182)
		22.5%	(164,575)	(192,010)	(219,972)	(247,935)	(278,024)	(308,585)	(339,145)
		25.0%	(168,122)	(195,635)	(223,598)	(251,560)	(281,987)	(312,547)	(343,107)
		27.5%	(171,668)	(199,261)	(227,223)	(255,389)	(285,949)	(316,509)	(347,069)
		30.0%	(175,214)	(202,886)	(230,849)	(259,351)	(289,911)	(320,471)	(351,032)
		32.5%	(178,760)	(206,512)	(234,474)	(263,314)	(293,874)	(324,434)	(354,994)
		35.0%	(182,307)	(210,137)	(238,100)	(267,276)	(297,836)	(328,396)	(358,956)
		37.5%	(185,853)	(213,763)	(241,725)	(271,238)	(301,798)	(332,358)	(362,918)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(251,969)	70%	538,427	510,144	481,862	453,579	425,296	396,998	368,697
		75%	426,741	398,726	370,710	342,694	314,679	286,663	258,647
	Build Cost	80%	314,523	286,756	258,989	231,222	203,454	175,687	147,920
	100%	85%	201,643	174,106	146,569	119,032	91,494	63,939	36,339
	(105% = 5% increase)	90%	87,971	60,646	33,320	5,995	(21,331)	(48,656)	(75,981)
		95%	(25,994)	(53,045)	(80,097)	(107,148)	(134,199)	(161,781)	(189,806)
		100%	(139,959)	(167,457)	(195,319)	(223,644)	(251,969)	(280,848)	(313,786)
		105%	(259,799)	(290,439)	(321,078)	(351,718)	(382,357)	(412,997)	(443,636)
		110%	(391,551)	(421,873)	(452,196)	(482,519)	(512,841)	(543,164)	(573,486)
		115%	(523,302)	(553,308)	(583,314)	(613,320)	(643,325)	(673,331)	(703,337)
		120%	(655,054)	(684,743)	(714,431)	(744,120)	(773,809)	(803,498)	(833,187)
		125%	(786,805)	(816,177)	(845,549)	(874,921)	(904,293)	(933,665)	(963,037)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(251,969)	80%	(736,999)	(737,508)	(738,017)	(738,525)	(739,034)	(739,543)	(740,052)
		82%	(676,104)	(679,658)	(683,211)	(686,765)	(690,318)	(693,872)	(697,425)
	Market Values	84%	(615,209)	(621,807)	(628,406)	(635,004)	(641,602)	(648,200)	(654,799)
	100%	86%	(554,314)	(563,957)	(573,600)	(583,243)	(592,886)	(602,529)	(612,172)
	(105% = 5% increase)	88%	(493,419)	(506,106)	(518,794)	(531,482)	(544,170)	(556,858)	(569,545)
		90%	(432,524)	(448,256)	(463,989)	(479,721)	(495,454)	(511,186)	(526,919)
		92%	(371,628)	(390,406)	(409,183)	(427,960)	(446,738)	(465,515)	(484,292)
		94%	(310,733)	(332,555)	(354,377)	(376,200)	(398,022)	(419,844)	(441,666)
		96%	(250,107)	(274,705)	(299,302)	(323,899)	(348,496)	(373,093)	(397,690)
		98%	(194,388)	(219,927)	(245,466)	(271,005)	(300,589)	(328,501)	(356,413)
		100%	(139,959)	(167,457)	(195,319)	(223,644)	(251,969)	(280,848)	(313,786)
		102%	(87,285)	(116,696)	(146,112)	(176,543)	(207,394)	(238,505)	(271,159)
		104%	(34,610)	(66,655)	(98,700)	(130,744)	(163,373)	(196,716)	(230,612)
		106%	18,064	(16,614)	(51,293)	(85,971)	(120,650)	(155,654)	(191,609)
		108%	70,738	33,426	(3,886)	(41,198)	(78,510)	(115,822)	(153,384)
		110%	123,412	83,467	43,521	3,575	(36,371)	(76,317)	(116,262)
		112%	176,087	133,507	90,928	48,348	5,769	(36,811)	(79,390)
		114%	228,630	183,548	138,335	93,121	47,908	2,695	(42,518)
		116%	281,053	233,365	185,676	137,894	90,048	42,201	(5,646)
		118%	333,386	283,166	232,857	182,547	132,187	81,706	31,226
		120%	385,583	332,802	280,021	227,106	174,175	121,212	68,098

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AB** No Units: **30**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(251,969)							
	5,000	(139,959)	(164,160)	(188,576)	(213,529)	(238,483)	(264,406)	(291,678)
	10,000	(139,959)	(160,862)	(181,972)	(203,415)	(224,997)	(246,579)	(269,569)
Grant (£ per unit)	15,000	(139,959)	(157,564)	(175,376)	(193,300)	(211,511)	(229,721)	(247,932)
	20,000	(139,959)	(154,266)	(168,781)	(183,295)	(198,025)	(212,864)	(227,703)
	25,000	(139,959)	(150,968)	(162,185)	(173,402)	(184,619)	(196,006)	(207,474)
	30,000	(139,959)	(147,670)	(155,589)	(163,508)	(171,427)	(179,346)	(187,265)
	35,000	(139,959)	(144,425)	(148,994)	(153,615)	(158,236)	(162,857)	(167,478)
	40,000	(139,959)	(141,238)	(142,517)	(143,796)	(145,075)	(146,368)	(147,691)
	45,000	(139,959)	(138,051)	(136,142)	(134,234)	(132,326)	(130,417)	(128,509)
	50,000	(139,959)	(134,863)	(129,768)	(124,672)	(119,577)	(114,481)	(109,385)
	55,000	(139,959)	(131,676)	(123,393)	(115,110)	(106,827)	(98,544)	(90,262)

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Appraisal Ref: **AC** (see Typologies Matrix)  
 Scheme Typology: **Scheme AC**  
 Site Typology: **Location / Value Zone: Rugeley Greenfield/Brownfield: Brownfield**  
 Notes: **n/a** No Units: **40**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme		40 Units															
AH Policy requirement (% Target)		20%															
Open Market Sale (OMS) housing		Open Market Sale (OMS) 80%															
AH tenure split %		Affordable Rent:		25.0%		Social Rent:		35.0%									
		First Homes:		25.0%		Other Intermediate (LCHO/Sub-Market etc.):		15.0%									
								60.0% % Rented									
								8.0% % of total (>10% First Homes PPG 023)									
				100%		100.0%											
CIL Rate (£ psm)		58.84 £ 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		17.5%		5.6		20.0%		1.6		18%		7.2					
3 bed House		40.0%		12.8		30.0%		2.4		38%		15.2					
4 bed House		15.0%		4.8		10.0%		0.8		14%		5.6					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		10.0%		3.2		20.0%		1.6		12%		4.8					
2 bed Flat		17.5%		5.6		20.0%		1.6		18%		7.2					
3 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		32.0		100.0%		8.0		100%		40.0					
OMS Unit Floor areas -		Net area per unit (sqm)		Net to Gross % (sqft)		Gross (GIA) per unit (sqm)		Gross (GIA) per unit (sqft)									
1 bed House		58.0		624		58.0		624									
2 bed House		79.0		850		79.0		850									
3 bed House		93.0		1,001		93.0		1,001									
4 bed House		115.0		1,238		115.0		1,238									
5 bed House		0.0		0		0.0		0									
1 bed Flat		50.0		538		58.8		633									
2 bed Flat		70.0		753		82.4		886									
3 bed Flat		80.0		861		94.1		1,013									
AH Unit Floor areas -		Net area per unit (sqm)		Net to Gross % (sqft)		Gross (GIA) per unit (sqm)		Gross (GIA) per unit (sqft)									
1 bed House		58.0		624		58.0		624									
2 bed House		79.0		850		79.0		850									
3 bed House		93.0		1,001		93.0		1,001									
4 bed House		115.0		1,238		115.0		1,238									
5 bed House		0.0		0		0.0		0									
1 bed Flat		50.0		538		58.8		633									
2 bed Flat		70.0		753		82.4		886									
3 bed Flat		80.0		861		94.1		1,013									
Total Gross Floor areas -		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		442		4,762		569		6,123									
3 bed House		1,190		12,813		1,414		15,216									
4 bed House		552		5,942		644		6,932									
5 bed House		0		0		0		0									
1 bed Flat		188		2,026		282		3,039									
2 bed Flat		461		4,964		593		6,382									
3 bed Flat		0		0		0		0									
		2,834		30,507		3,502		37,692									
AH % by floor area:												19.06% 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		2,500		232		0									
2 bed House		260,000		3,291		306		1,872,000									
3 bed House		305,000		3,280		305		4,636,000									
4 bed House		420,000		3,652		339		2,352,000									
5 bed House		0		0		0		0									
1 bed Flat		135,000		2,700		251		648,000									
2 bed Flat		185,000		2,643		246		1,332,000									
3 bed Flat		0		0		0		0									
								10,840,000									
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		101,500		70%		79,750		55%		101,500		70%		94,250		65%	
2 bed House		182,000		70%		143,000		55%		182,000		70%		169,000		65%	
3 bed House		213,500		70%		167,750		55%		213,500		70%		198,250		65%	
4 bed House		294,000		70%		231,000		55%		294,000		70%		273,000		65%	
5 bed House		0		70%		0		55%		0		70%		0		65%	
1 bed Flat		94,500		70%		74,250		55%		94,500		70%		87,750		65%	
2 bed Flat		129,500		70%		101,750		55%		129,500		70%		120,250		65%	
3 bed Flat		0		70%		0		55%		0		70%		0		65%	
																* capped @£250K	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AC** No Units: **40**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	5.6	@	260,000	1,456,000
3 bed House	12.8	@	305,000	3,904,000
4 bed House	4.8	@	420,000	2,016,000
5 bed House	0.0	@	0	-
1 bed Flat	3.2	@	135,000	432,000
2 bed Flat	5.6	@	185,000	1,036,000
3 bed Flat	0.0	@	0	-
	<b>32.0</b>			<b>8,844,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.4	@	182,000	72,800
3 bed House	0.6	@	213,500	128,100
4 bed House	0.2	@	294,000	58,800
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	94,500	37,800
2 bed Flat	0.4	@	129,500	51,800
3 bed Flat	0.0	@	0	-
	<b>2.0</b>			<b>349,300</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	0.6	@	143,000	80,080
3 bed House	0.8	@	167,750	140,910
4 bed House	0.3	@	231,000	64,680
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	74,250	41,580
2 bed Flat	0.6	@	101,750	56,980
3 bed Flat	0.0	@	0	-
	<b>2.8</b>			<b>384,230</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.4	@	182,000	72,800
3 bed House	0.6	@	213,500	128,100
4 bed House	0.2	@	250,000	50,000
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	94,500	37,800
2 bed Flat	0.4	@	129,500	51,800
3 bed Flat	0.0	@	0	-
	<b>2.0</b>			<b>340,500</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.2	@	169,000	40,560
3 bed House	0.4	@	198,250	71,370
4 bed House	0.1	@	273,000	32,760
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	87,750	21,060
2 bed Flat	0.2	@	120,250	28,860
3 bed Flat	0.0	@	0	-
	<b>1.2</b>	<b>8.0</b>		<b>194,610</b>
<b>Sub-total GDV Residential</b>				
	<b>40</b>			<b>10,112,640</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>727,360</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ 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>10,112,640</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AC** No Units: **40**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

DEVELOPMENT COSTS							
<b>Initial Payments -</b>							
Statutory Planning Fees (Residential)							(18,480)
Planning Application Professional Fees, Surveys and reports							(60,000)
CIL (Mrkt only + garages)							(171,934)
<b>CIL analysis:</b>		2,922 sqm		58.84 £ psm			
		1.70% % of GDV		4,298 £ 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	40 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>			3,502 sqm (total)	0 £ psm			
			0.00% % of GDV				
<b>Construction Costs -</b>							
Site Clearance, Demolition & Remediation							(57,143)
		1.14 ha @		50,000 £ 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	40 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 @		1,531 psm			-
2 bed House		569 sqm @		1,531 psm			(870,833)
3 bed House		1,414 sqm @		1,531 psm			(2,164,222)
4 bed House		644 sqm @		1,531 psm			(985,964)
5 bed House		- sqm @		1,531 psm			-
1 bed Flat		282 sqm @		1,681 psm			(474,635)
2 bed Flat		593 sqm @		1,681 psm			(996,734)
3 bed Flat		3,502 sqm @		1,681 psm			-
Garages for 3B House (Mrkt only)	13	10% units @		18 sqm @	640 psm		(14,746)
Garages for 4B House (Mrkt only)	5	75% units @		18 sqm @	640 psm		(41,472)
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @	640 psm		-
		88					
External works							(832,291)
<b>Ext. Works analysis:</b>			5,548,605 @	15.0%			
				20,807 £ per unit (total units)			
<b>Policy Costs on design -</b>							
Net Biodiversity costs							(10,720)
		40 units @		268 £ per unit			
M4(2) Category 2 Housing	tenure weighted t	40 units @	94.0% @	521 £ per unit			(19,590)
M4(3) (10%AH 5%OMS)	tenure weighted t	40 units @	6.0% @	10,111 £ per unit			(24,266)
Net Zero Cost (2025 FHS Part L)		40 units @		4,500 £ per unit			(180,000)
SAC		40 units @		291 £ per unit			(11,623)
EV Charging Points - Houses		28 units @		1,000 £ per unit			(28,000)
EV Charging Points - Flats		12 units @	4 flats per charger	10,000 £ per 4 units			(30,000)
Water Efficiency (Climate change policy)		40 units @		10 £ per unit			(400)
	Sub-total						(304,599)
<b>Policy Costs analysis: (design costs only)</b>				7,615 £ per unit (total units)			
Contingency (on construction)							(337,132)
		6,742,638 @		5.0%			

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AC** No Units: **40**  
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 Notes: **n/a**

<b>Professional Fees</b>	6,742,638 @		<b>6.5%</b>		(438,271)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	8,844,000 OMS @		<b>3.00%</b>	6.633 £ per unit	(265,320)
Residential Sales Agent Costs	8,844,000 OMS @		<b>1.00%</b>	2,211 £ per unit	(88,440)
Residential Sales Legal Costs	8,844,000 OMS @		<b>0.25%</b>	553 £ per unit	(22,110)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,147 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(109,782)
<b>Developers Profit -</b>					
Profit on OMS	8,844,000		<b>20.00%</b>		(1,768,800)
Margin on AH	1,268,640		<b>6.00%</b> on AH values		(76,118)
<b>Profit analysis:</b>	<b>10,112,640</b>		<b>18.24% blended GDV</b>	<b>(1,844,918)</b>	
	<b>8,244,107</b>		<b>22.38% on costs</b>	<b>(1,844,918)</b>	
<b>TOTAL COSTS</b>					<b>(10,089,025)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					23,615
SDLT	23,615 @		HMRC formula		-
Acquisition Agent fees	23,615 @		<b>1.0%</b>		(236)
Acquisition Legal fees	23,615 @		<b>0.5%</b>		(118)
Interest on Land	23,615 @		7.00%		(1,653)
Residual Land Value					<b>21,607</b>
<b>RLV analysis:</b>	<b>540 £ per plot</b>	<b>18,906 £ per ha (net)</b>	<b>7,651 £ per acre (net)</b>		
		<b>17,961 £ per ha (gross)</b>	<b>7,269 £ per acre (gross)</b>		
			<b>0.21% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.14 ha (net)		2.82 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.20 ha (gross)		2.97 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)		<b>253,000 £ per acre (net)</b>	<b>714,472</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>		<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(606,257) £ per ha (net)</b>		<b>(245,349) £ per acre (net)</b>	<b>(692,865)</b>



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AC** No Units: **40**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

## 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00	(66,468)	(96,813)	(127,157)	(157,501)	(188,370)	(220,110)	(252,208)
	10.00	(77,983)	(107,752)	(137,520)	(167,289)	(197,901)	(229,245)	(261,453)
	20.00	(89,499)	(118,691)	(147,884)	(177,228)	(207,501)	(238,381)	(270,772)
	30.00	(101,014)	(129,630)	(158,247)	(187,355)	(217,245)	(247,516)	(280,090)
	40.00	(112,529)	(140,570)	(168,611)	(197,482)	(226,990)	(256,991)	(289,409)
	50.00	(124,044)	(151,509)	(179,192)	(207,682)	(236,734)	(266,975)	(298,727)
	60.00	(135,559)	(162,448)	(189,915)	(218,035)	(246,479)	(276,960)	(308,046)
	70.00	(147,074)	(173,411)	(200,638)	(228,389)	(256,523)	(286,944)	(317,364)
	80.00	(158,589)	(184,730)	(211,516)	(238,742)	(267,173)	(296,928)	(326,683)
	90.00	(170,104)	(196,049)	(222,479)	(249,096)	(277,823)	(306,912)	(336,001)
	100.00	(181,928)	(207,434)	(233,442)	(260,049)	(288,472)	(316,896)	(345,320)
	110.00	(193,843)	(219,006)	(244,404)	(271,364)	(299,122)	(326,880)	(354,639)
	120.00	(205,787)	(230,577)	(255,587)	(282,679)	(309,772)	(336,864)	(363,957)
	130.00	(217,968)	(242,149)	(267,568)	(293,995)	(320,422)	(346,849)	(373,276)
	140.00	(230,149)	(253,787)	(279,549)	(305,310)	(331,071)	(356,833)	(382,594)
	150.00	(242,329)	(266,434)	(291,530)	(316,625)	(341,721)	(366,817)	(391,913)
	160.00	(254,650)	(279,081)	(303,511)	(327,941)	(352,371)	(376,801)	(401,231)
	170.00	(267,963)	(291,727)	(315,492)	(339,256)	(363,021)	(386,785)	(410,550)
	180.00	(281,275)	(304,374)	(327,473)	(350,572)	(373,671)	(396,769)	(419,868)
	190.00	(294,587)	(317,020)	(339,454)	(361,887)	(384,320)	(406,754)	(429,187)
200.00	(307,899)	(329,667)	(351,435)	(373,202)	(394,970)	(416,738)	(438,506)	
210.00	(321,212)	(342,314)	(363,416)	(384,518)	(405,620)	(426,722)	(447,824)	
220.00	(334,524)	(354,960)	(375,397)	(395,833)	(416,270)	(436,706)	(457,143)	
230.00	(347,836)	(367,607)	(387,378)	(407,149)	(426,919)	(446,690)	(466,461)	
240.00	(361,148)	(380,253)	(399,359)	(418,464)	(437,569)	(456,674)	(475,780)	
250.00	(374,460)	(392,900)	(411,340)	(429,779)	(448,219)	(466,659)	(485,098)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	1,000	(146,833)	(173,827)	(201,719)	(230,173)	(259,216)	(290,380)	(321,543)
	2,000	(159,444)	(186,875)	(214,998)	(243,513)	(273,795)	(304,958)	(336,122)
	3,000	(172,054)	(199,923)	(228,337)	(257,210)	(288,373)	(319,537)	(350,700)
	4,000	(185,079)	(213,162)	(241,677)	(271,788)	(302,952)	(334,115)	(365,279)
	5,000	(198,127)	(226,502)	(255,203)	(286,367)	(317,530)	(348,694)	(379,857)
	6,000	(211,326)	(239,841)	(269,782)	(300,945)	(332,109)	(363,272)	(394,436)
	7,000	(224,666)	(253,197)	(284,360)	(315,524)	(346,687)	(377,851)	(409,014)
	8,000	(238,005)	(267,775)	(298,939)	(330,102)	(361,266)	(392,429)	(423,593)
	9,000	(251,344)	(282,354)	(313,517)	(344,681)	(375,844)	(407,008)	(438,171)
	10,000	(265,769)	(296,932)	(328,096)	(359,259)	(390,423)	(421,586)	(452,750)
	11,000	(280,347)	(311,511)	(342,674)	(373,838)	(405,001)	(436,165)	(467,328)
	12,000	(294,926)	(326,089)	(357,253)	(388,416)	(419,580)	(450,743)	(481,907)
	13,000	(309,504)	(340,668)	(371,831)	(402,995)	(434,158)	(465,322)	(496,485)
	14,000	(324,083)	(355,246)	(386,410)	(417,573)	(448,737)	(479,900)	(511,064)
	15,000	(338,661)	(369,825)	(400,988)	(432,152)	(463,315)	(494,479)	(525,642)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	35,086	(336)	(35,758)	(71,180)	(106,601)	(142,023)	(177,609)
	16.0%	1,224	(32,505)	(66,233)	(99,962)	(133,691)	(167,420)	(202,135)
	17.0%	(32,638)	(64,673)	(96,709)	(128,745)	(160,780)	(193,513)	(227,158)
	18.0%	(66,499)	(96,842)	(127,185)	(157,527)	(188,396)	(220,135)	(252,231)
	19.0%	(100,361)	(129,011)	(157,660)	(186,782)	(216,693)	(246,999)	(279,562)
	20.0%	(134,223)	(161,179)	(188,671)	(216,834)	(245,349)	(275,801)	(306,965)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	100,000	18,777	(8,179)	(35,671)	(63,834)	(92,349)	(122,801)	(153,965)
	150,000	(31,223)	(58,179)	(85,671)	(113,834)	(142,349)	(172,801)	(203,965)
	200,000	(81,223)	(108,179)	(135,671)	(163,834)	(192,349)	(222,801)	(253,965)
	250,000	(131,223)	(158,179)	(185,671)	(213,834)	(242,349)	(272,801)	(303,965)
	300,000	(181,223)	(208,179)	(235,671)	(263,834)	(292,349)	(322,801)	(353,965)
	350,000	(231,223)	(258,179)	(285,671)	(313,834)	(342,349)	(372,801)	(403,965)
	400,000	(281,223)	(308,179)	(335,671)	(363,834)	(392,349)	(422,801)	(453,965)
	450,000	(331,223)	(358,179)	(385,671)	(413,834)	(442,349)	(472,801)	(503,965)
	500,000	(381,223)	(408,179)	(435,671)	(463,834)	(492,349)	(522,801)	(553,965)
	550,000	(431,223)	(458,179)	(485,671)	(513,834)	(542,349)	(572,801)	(603,965)
	600,000	(481,223)	(508,179)	(535,671)	(563,834)	(592,349)	(622,801)	(653,965)
	650,000	(531,223)	(558,179)	(585,671)	(613,834)	(642,349)	(672,801)	(703,965)
	700,000	(581,223)	(608,179)	(635,671)	(663,834)	(692,349)	(722,801)	(753,965)
	750,000	(631,223)	(658,179)	(685,671)	(713,834)	(742,349)	(772,801)	(803,965)
	800,000	(681,223)	(708,179)	(735,671)	(763,834)	(792,349)	(822,801)	(853,965)
	850,000	(731,223)	(758,179)	(785,671)	(813,834)	(842,349)	(872,801)	(903,965)



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AC** No Units: **40**  
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 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(245,349)	0	(70,606)	(97,563)	(124,519)	(151,476)	(178,631)	(206,569)	(235,084)
Net Zero	2,000	(98,880)	(125,837)	(152,793)	(179,994)	(207,963)	(236,478)	(266,106)	(298,793)
(£ per unit)	4,000	(127,155)	(154,111)	(181,357)	(209,357)	(237,872)	(267,630)	(298,793)	(331,480)
4,500	6,000	(155,429)	(182,721)	(210,751)	(239,265)	(269,153)	(300,316)	(331,480)	(364,167)
	8,000	(184,084)	(212,145)	(240,659)	(270,676)	(301,840)	(333,003)	(366,853)	(400,540)
	10,000	(213,538)	(242,053)	(272,200)	(303,363)	(334,526)	(366,690)	(399,540)	(433,227)
	12,000	(243,447)	(273,723)	(304,886)	(336,050)	(367,213)	(398,377)	(429,540)	(462,227)
	14,000	(275,246)	(306,410)	(337,573)	(368,737)	(399,900)	(431,063)	(462,227)	(494,914)
	16,000	(307,933)	(339,096)	(370,260)	(401,423)	(432,587)	(463,750)	(494,914)	(527,600)
	18,000	(340,620)	(371,783)	(402,947)	(434,110)	(465,274)	(496,437)	(527,600)	(560,287)
	20,000	(373,306)	(404,470)	(435,633)	(466,797)	(497,960)	(529,124)	(560,287)	(592,974)
	22,000	(405,993)	(437,157)	(468,320)	(499,484)	(530,647)	(561,811)	(592,974)	(625,661)
	24,000	(438,680)	(469,843)	(501,007)	(532,170)	(563,334)	(594,497)	(625,661)	(658,348)
	26,000	(471,367)	(502,530)	(533,694)	(564,857)	(596,021)	(627,184)	(658,348)	(691,034)
	28,000	(504,054)	(535,217)	(566,380)	(597,544)	(628,707)	(659,871)	(691,034)	(723,721)
	30,000	(536,740)	(567,904)	(599,067)	(630,231)	(661,394)	(692,558)	(723,721)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(245,349)	0.0%	(127,444)	(154,062)	(180,956)	(208,588)	(236,744)	(266,006)	(296,777)
M4(3) Category 3 Housing	2.5%	(130,834)	(157,451)	(184,463)	(212,173)	(240,329)	(269,924)	(300,695)	(331,466)
(% of OMS & AH units)	5.0%	(134,223)	(160,841)	(187,970)	(215,759)	(243,915)	(273,842)	(304,614)	(335,385)
6.0%	7.5%	(137,612)	(164,230)	(191,477)	(219,344)	(247,500)	(277,761)	(308,532)	(339,303)
	10.0%	(141,002)	(167,619)	(194,983)	(222,929)	(251,085)	(281,679)	(312,450)	(343,221)
	12.5%	(144,391)	(171,009)	(198,490)	(226,514)	(254,826)	(285,597)	(316,369)	(347,142)
	15.0%	(147,780)	(174,457)	(201,997)	(230,100)	(258,744)	(289,515)	(320,287)	(351,063)
	17.5%	(151,170)	(177,963)	(205,529)	(233,685)	(262,662)	(293,434)	(324,205)	(354,984)
	20.0%	(154,559)	(181,470)	(209,114)	(237,270)	(266,581)	(297,352)	(328,124)	(358,905)
	22.5%	(157,949)	(184,977)	(212,699)	(240,855)	(270,499)	(301,270)	(332,042)	(362,826)
	25.0%	(161,338)	(188,484)	(216,285)	(244,441)	(274,417)	(305,189)	(335,960)	(366,747)
	27.5%	(164,727)	(191,991)	(219,870)	(248,026)	(278,335)	(309,107)	(339,879)	(370,668)
	30.0%	(168,117)	(195,498)	(223,455)	(251,611)	(282,254)	(313,025)	(343,797)	(374,589)
	32.5%	(171,506)	(199,005)	(227,040)	(255,401)	(286,172)	(316,944)	(347,715)	(378,510)
	35.0%	(174,911)	(202,512)	(230,626)	(259,319)	(290,090)	(320,862)	(351,634)	(382,431)
	37.5%	(178,478)	(206,055)	(234,211)	(263,237)	(294,009)	(324,780)	(355,552)	(386,352)

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(245,349)	70%	538,187	509,711	481,234	452,757	424,281	395,804	367,327
		75%	427,130	398,919	370,708	342,497	314,286	286,074	257,863
Build Cost		80%	315,675	287,715	259,755	231,795	203,835	175,876	147,916
100%		85%	203,723	176,001	148,278	120,556	92,800	65,030	37,261
(105% = 5% increase)		90%	91,178	63,679	36,181	8,682	(18,816)	(46,315)	(73,813)
		95%	(21,523)	(48,750)	(75,978)	(103,205)	(130,432)	(157,660)	(184,887)
		100%	(134,223)	(161,179)	(188,671)	(216,834)	(245,349)	(275,801)	(306,965)
		105%	(250,505)	(281,124)	(311,974)	(342,824)	(373,674)	(404,524)	(435,374)
		110%	(380,563)	(411,100)	(441,636)	(472,173)	(502,710)	(533,247)	(563,784)
		115%	(510,852)	(541,076)	(571,299)	(601,523)	(631,746)	(661,969)	(692,193)
		120%	(641,142)	(671,052)	(700,962)	(730,872)	(760,782)	(790,692)	(820,602)
		125%	(771,431)	(801,028)	(830,625)	(860,221)	(889,818)	(919,415)	(949,012)

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	(245,349)	80%	(724,965)	(725,880)	(726,794)	(727,708)	(728,623)	(729,537)	(730,452)
		82%	(664,467)	(668,406)	(672,346)	(676,285)	(680,224)	(684,164)	(688,103)
Market Values		84%	(603,969)	(610,933)	(617,897)	(624,862)	(631,826)	(638,790)	(645,754)
100%		86%	(543,471)	(553,460)	(563,449)	(573,438)	(583,427)	(593,416)	(603,406)
(105% = 5% increase)		88%	(482,973)	(495,987)	(509,001)	(522,015)	(535,029)	(548,043)	(561,057)
		90%	(422,475)	(438,514)	(454,552)	(470,591)	(486,630)	(502,669)	(518,708)
		92%	(361,976)	(381,040)	(400,104)	(419,168)	(438,232)	(457,296)	(476,360)
		94%	(301,478)	(323,567)	(345,656)	(367,745)	(389,833)	(411,922)	(434,011)
		96%	(242,002)	(266,094)	(291,208)	(316,321)	(341,435)	(366,549)	(391,662)
		98%	(187,034)	(212,393)	(238,140)	(264,888)	(291,636)	(318,384)	(345,132)
		100%	(134,223)	(161,179)	(188,671)	(216,834)	(245,349)	(275,801)	(306,965)
		102%	(81,892)	(111,465)	(141,038)	(170,611)	(201,137)	(232,346)	(264,616)
		104%	(29,561)	(61,751)	(93,940)	(126,130)	(158,319)	(191,126)	(224,880)
		106%	22,770	(12,036)	(46,842)	(81,649)	(116,455)	(151,261)	(186,067)
		108%	75,100	37,678	255	(37,167)	(74,590)	(112,012)	(149,435)
		110%	127,431	87,392	47,353	7,314	(32,725)	(72,764)	(112,803)
		112%	179,762	137,107	94,451	51,795	9,140	(33,516)	(76,172)
		114%	232,060	186,821	141,549	96,276	51,004	5,732	(39,540)
		116%	284,202	236,433	188,646	140,758	92,869	44,980	(2,909)
		118%	336,342	285,968	235,591	185,214	134,734	84,228	33,723
		120%	388,315	335,444	282,519	229,535	176,552	123,477	70,355

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AC** No Units: **40**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

	(245,349)	0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	5,000	(134,223)	(158,023)	(182,140)	(206,818)	(231,994)	(257,557)	(285,072)
	10,000	(134,223)	(154,867)	(175,608)	(196,968)	(218,639)	(240,477)	(263,179)
Grant (£ per unit)	15,000	(134,223)	(151,711)	(169,199)	(187,171)	(205,285)	(223,783)	(242,282)
	20,000	(134,223)	(148,555)	(162,886)	(177,374)	(192,203)	(207,090)	(222,250)
	25,000	(134,223)	(145,398)	(156,574)	(167,749)	(179,140)	(190,703)	(202,266)
	30,000	(134,223)	(142,242)	(150,261)	(158,280)	(166,299)	(174,374)	(182,672)
	35,000	(134,223)	(139,086)	(143,949)	(148,812)	(153,674)	(158,537)	(163,400)
	40,000	(134,223)	(135,930)	(137,636)	(139,343)	(141,050)	(142,756)	(144,463)
	45,000	(134,223)	(132,773)	(131,324)	(129,874)	(128,425)	(126,975)	(125,525)
	50,000	(134,223)	(129,617)	(125,011)	(120,406)	(115,800)	(111,194)	(106,588)
	55,000	(134,223)	(126,461)	(118,699)	(110,937)	(103,175)	(95,413)	(87,651)

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Appraisal Ref: **AD** (see Typologies Matrix)  
 Scheme Typology: **Scheme AD**  
 Site Typology: **Location / Value Zone: Rugeley Greenfield/Brownfield: Brownfield**  
 Notes: **n/a** No Units: **50**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				50 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%		60.0% % Rented			
		Social Rent:		35.0%					
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	7.0	20.0%	2.0	18%	9.0			
3 bed House	40.0%	16.0	30.0%	3.0	38%	19.0			
4 bed House	15.0%	6.0	10.0%	1.0	14%	7.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	4.0	20.0%	2.0	12%	6.0			
2 bed Flat	17.5%	7.0	20.0%	2.0	18%	9.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	40.0	100.0%	10.0	100%	50.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	553	5,952	158	1,701	711		7,653		
3 bed House	1,488	16,017	279	3,003	1,767		19,020		
4 bed House	690	7,427	115	1,238	805		8,665		
5 bed House	0	0	0	0	0		0		
1 bed Flat	235	2,533	118	1,266	353		3,799		
2 bed Flat	576	6,205	165	1,773	741		7,978		
3 bed Flat	0	0	0	0	0		0		
	3,543	38,134	834	8,981	4,377		47,115		
AH % by floor area:		19.06% 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	2,500	232					0	
2 bed House	260,000	3,291	306					2,340,000	
3 bed House	305,000	3,280	305					5,795,000	
4 bed House	420,000	3,652	339					2,940,000	
5 bed House	0	0	0					0	
1 bed Flat	135,000	2,700	251					810,000	
2 bed Flat	185,000	2,643	246					1,665,000	
3 bed Flat	0	0	0					0	
								13,550,000	
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AD** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	7.0	@	260,000	1,820,000
3 bed House	16.0	@	305,000	4,880,000
4 bed House	6.0	@	420,000	2,520,000
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	135,000	540,000
2 bed Flat	7.0	@	185,000	1,295,000
3 bed Flat	0.0	@	0	-
	40.0			11,055,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	213,500	160,125
4 bed House	0.3	@	294,000	73,500
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	129,500	64,750
3 bed Flat	0.0	@	0	-
	2.5			436,625
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	0.7	@	143,000	100,100
3 bed House	1.1	@	167,750	176,138
4 bed House	0.4	@	231,000	80,850
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	74,250	51,975
2 bed Flat	0.7	@	101,750	71,225
3 bed Flat	0.0	@	0	-
	3.5			480,288
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.5	@	182,000	91,000
3 bed House	0.8	@	213,500	160,125
4 bed House	0.3	@	250,000	62,500
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	94,500	47,250
2 bed Flat	0.5	@	129,500	64,750
3 bed Flat	0.0	@	0	-
	2.5			425,625
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.3	@	169,000	50,700
3 bed House	0.5	@	198,250	89,213
4 bed House	0.2	@	273,000	40,950
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	87,750	26,325
2 bed Flat	0.3	@	120,250	36,075
3 bed Flat	0.0	@	0	-
	1.5	10.0		243,263
<b>Sub-total GDV Residential</b>				
	<b>50</b>			<b>12,640,800</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>909,200</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	10	AH units @	0	per unit
<b>Total GDV</b>				
				<b>12,640,800</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AD** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

DEVELOPMENT COSTS										
<b>Initial Payments -</b>										
Statutory Planning Fees (Residential) (23,100)										
Planning Application Professional Fees, Surveys and reports (70,000)										
CIL (Mrkt only + garages) 3,653 sqm 58.84 £ psm (214,917)										
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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			50 units @				0 per unit		-
	Sub-total									-
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)										
AH Commuted Sum				4,377 sqm (total)				0 £ psm		-
<b>Comm. Sum analysis:</b> 0.00% % of GDV										
<b>Construction Costs -</b>										
Site Clearance, Demolition & Remediation 1.43 ha @ 50,000 £ per ha (if brownfield) (71,429)										
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			50 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 @				1,531 psm		-
2 bed House				711 sqm @				1,531 psm		(1,088,541)
3 bed House				1,767 sqm @				1,531 psm		(2,705,277)
4 bed House				805 sqm @				1,531 psm		(1,232,455)
5 bed House				- sqm @				1,531 psm		-
1 bed Flat				353 sqm @				1,681 psm		(593,294)
2 bed Flat				741 sqm @				1,681 psm		(1,245,918)
3 bed Flat				- sqm @				1,681 psm		-
Garages for 3B House (Mrkt only)	16			10% units @				18 sqm @ 640 psm		(18,432)
Garages for 4B House (Mrkt only)	6			75% units @				18 sqm @ 640 psm		(51,840)
Garages for 5B House (Mrkt only)	-			120% units @				18 sqm @ 640 psm		-
				110						-
External works 6,935,757 @ 15.0% (1,040,364)										
<b>Ext. Works analysis:</b> 20,807 £ per unit (total units)										
Policy Costs on design -										
Net Biodiversity costs 50 units @ 268 £ per unit (13,400)										
M4(2) Category 2 Housing	tenure weighted t			50 units @	94.0%	@		521 £ per unit		(24,487)
M4(3) (10%AH 5%OMS)	tenure weighted t			50 units @	6.0%	@		10,111 £ per unit		(30,333)
Net Zero Cost (2025 FHS Part L)				50 units @				4,500 £ per unit		(225,000)
SAC				50 units @				291 £ per unit		(14,529)
EV Charging Points - Houses				35 units @				1,000 £ per unit		(35,000)
EV Charging Points - Flats				15 units @			4 flats per charger	10,000 £ per 4 units		(37,500)
Water Efficiency (Climate change policy)				50 units @				10 £ per unit		(500)
	Sub-total									(380,749)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)										
Contingency (on construction)				8,428,298 @				5.0%		(421,415)

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Scheme Typology: **Scheme AD** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

<b>Professional Fees</b>	8,428,298 @		<b>6.5%</b>		(547,839)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	11,055,000 OMS @		<b>3.00%</b>	6.633 £ per unit	(331,650)
Residential Sales Agent Costs	11,055,000 OMS @		<b>1.00%</b>	2,211 £ per unit	(110,550)
Residential Sales Legal Costs	11,055,000 OMS @		<b>0.25%</b>	553 £ per unit	(27,638)
Affordable Sale Legal Costs				lump sum	10,000
Empty Property Costs					-
<b>Disposal Cost analysis:</b>				<b>9,197 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR		0.565% pcm	(136,648)
<b>Developers Profit -</b>					
Profit on OMS	11,055,000		<b>20.00%</b>		(2,211,000)
Margin on AH	1,585,800		<b>6.00%</b> on AH values		(95,148)
<b>Profit analysis:</b>	<b>12,640,800</b>		<b>18.24% blended GDV</b>	<b>(2,306,148)</b>	
	<b>10,302,054</b>		<b>22.39% on costs</b>	<b>(2,306,148)</b>	
<b>TOTAL COSTS</b>					<b>(12,608,202)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					32,598
SDLT	32,598 @		HMRC formula		-
Acquisition Agent fees	32,598 @		<b>1.0%</b>		(326)
Acquisition Legal fees	32,598 @		<b>0.5%</b>		(163)
Interest on Land	32,598 @		7.00%		(2,282)
Residual Land Value					<b>29,827</b>
<b>RLV analysis:</b>	<b>597 £ per plot</b>	<b>20,879 £ per ha (net)</b>	<b>8,450 £ per acre (net)</b>		
		<b>19,835 £ per ha (gross)</b>	<b>8,027 £ per acre (gross)</b>		
			<b>0.24% % RLV / GDV</b>		

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		<b>35.0</b> dph (net)			
Site Area (net)		1.43 ha (net)		3.53 acres (net)	
Net to Gross ratio		<b>95%</b>			
Site Area (gross)		1.50 ha (gross)		3.72 acres (gross)	
<b>Density analysis:</b>		<b>3,064 sqm/ha (net)</b>		<b>13,347 sqft/ac (net)</b>	
		<b>33 dph (gross)</b>			
Benchmark Land Value (net)	17,862 £ per plot	625,163 £ per ha (net)		<b>253,000 £ per acre (net)</b>	<b>893,090</b>
<b>BLV analysis:</b>		<b>593,905 £ per ha (gross)</b>		<b>240,350 £ per acre (gross)</b>	

<b>BALANCE</b>					
Surplus/(Deficit)		<b>(604,284) £ per ha (net)</b>		<b>(244,550) £ per acre (net)</b>	<b>(863,263)</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AD** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

## 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 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00	(66,457)	(96,801)	(127,146)	(157,490)	(187,834)	(219,312)	(251,410)
	10.00	(77,972)	(107,741)	(137,509)	(167,278)	(197,333)	(228,447)	(260,581)
	20.00	(89,487)	(118,680)	(147,873)	(177,065)	(206,865)	(237,583)	(269,899)
	30.00	(101,003)	(129,619)	(158,236)	(186,853)	(216,447)	(246,718)	(279,218)
	40.00	(112,518)	(140,559)	(168,600)	(196,914)	(226,192)	(256,119)	(288,536)
	50.00	(124,033)	(151,498)	(178,963)	(207,041)	(235,936)	(266,103)	(297,855)
	60.00	(135,548)	(162,437)	(189,346)	(217,237)	(245,681)	(276,087)	(307,173)
	70.00	(147,063)	(173,377)	(200,069)	(227,590)	(255,651)	(286,071)	(316,492)
	80.00	(158,578)	(184,316)	(210,792)	(237,944)	(266,300)	(296,055)	(325,810)
	90.00	(170,093)	(195,255)	(221,681)	(248,298)	(276,950)	(306,040)	(335,129)
	100.00	(181,608)	(206,194)	(232,643)	(259,176)	(287,600)	(316,024)	(344,448)
	110.00	(193,123)	(217,133)	(243,606)	(270,492)	(298,250)	(326,008)	(353,766)
	120.00	(204,638)	(228,072)	(254,571)	(281,807)	(308,899)	(335,992)	(363,085)
	130.00	(216,153)	(239,011)	(266,695)	(293,122)	(319,549)	(345,976)	(372,403)
	140.00	(227,668)	(250,950)	(278,676)	(304,438)	(330,199)	(355,960)	(381,722)
	150.00	(239,183)	(262,889)	(290,657)	(315,753)	(340,849)	(365,945)	(391,040)
	160.00	(250,698)	(274,828)	(302,638)	(327,068)	(351,499)	(375,929)	(400,359)
	170.00	(262,213)	(286,767)	(314,619)	(338,384)	(362,148)	(385,913)	(409,677)
	180.00	(273,728)	(298,706)	(326,600)	(349,699)	(372,798)	(395,897)	(418,996)
	190.00	(285,243)	(310,645)	(338,581)	(361,015)	(383,448)	(405,881)	(428,315)
200.00	(296,758)	(322,584)	(350,562)	(372,330)	(394,098)	(415,865)	(437,633)	
210.00	(308,273)	(334,523)	(362,543)	(383,645)	(404,747)	(425,850)	(446,952)	
220.00	(319,788)	(346,462)	(374,524)	(394,961)	(415,397)	(435,834)	(456,270)	
230.00	(331,303)	(358,401)	(386,505)	(406,276)	(426,047)	(445,818)	(465,589)	
240.00	(342,818)	(370,340)	(398,486)	(417,592)	(436,697)	(455,802)	(474,907)	
250.00	(354,333)	(382,279)	(410,467)	(428,907)	(447,347)	(465,786)	(484,226)	

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Site Specific S106	1,000	(146,822)	(173,779)	(201,150)	(229,375)	(258,344)	(289,507)	(320,671)
	2,000	(159,433)	(186,389)	(214,200)	(242,714)	(272,922)	(304,086)	(335,249)
	3,000	(172,043)	(199,355)	(227,539)	(256,337)	(287,501)	(318,664)	(349,828)
	4,000	(184,654)	(212,402)	(240,879)	(270,916)	(302,079)	(333,243)	(364,406)
	5,000	(197,559)	(225,703)	(254,331)	(285,494)	(316,658)	(347,821)	(378,985)
	6,000	(210,607)	(239,043)	(268,909)	(300,073)	(331,236)	(362,400)	(393,563)
	7,000	(223,867)	(252,382)	(283,488)	(314,651)	(345,815)	(376,978)	(408,142)
	8,000	(237,207)	(266,903)	(298,066)	(329,230)	(360,393)	(391,557)	(422,720)
	9,000	(250,546)	(281,481)	(312,645)	(343,808)	(374,972)	(406,135)	(437,299)
	10,000	(264,897)	(296,060)	(327,223)	(358,387)	(389,550)	(420,714)	(451,877)
	11,000	(279,475)	(310,638)	(341,802)	(372,965)	(404,129)	(435,292)	(466,456)
	12,000	(294,053)	(325,217)	(356,380)	(387,544)	(418,707)	(449,871)	(481,034)
	13,000	(308,632)	(339,795)	(370,959)	(402,122)	(433,286)	(464,449)	(495,613)
	14,000	(323,210)	(354,374)	(385,537)	(416,701)	(447,864)	(479,028)	(510,191)
	15,000	(337,789)	(368,952)	(400,116)	(431,279)	(462,443)	(493,606)	(524,770)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	35,097	(325)	(35,747)	(71,169)	(106,590)	(142,012)	(177,434)
	16.0%	1,235	(32,494)	(66,222)	(99,951)	(133,680)	(167,409)	(201,566)
	17.0%	(32,627)	(64,662)	(96,698)	(128,734)	(160,769)	(192,945)	(226,359)
	18.0%	(66,488)	(96,831)	(127,174)	(157,516)	(187,859)	(219,336)	(251,433)
	19.0%	(100,350)	(129,000)	(157,649)	(186,299)	(215,895)	(246,201)	(278,690)
	20.0%	(134,212)	(161,168)	(188,125)	(216,036)	(244,550)	(274,929)	(306,092)

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 253,000	100,000	18,788	(8,168)	(35,125)	(63,036)	(91,550)	(121,929)	(153,092)
	150,000	(31,212)	(58,168)	(85,125)	(113,036)	(141,550)	(171,929)	(203,092)
	200,000	(81,212)	(108,168)	(135,125)	(163,036)	(191,550)	(221,929)	(253,092)
	250,000	(131,212)	(158,168)	(185,125)	(213,036)	(241,550)	(271,929)	(303,092)
	300,000	(181,212)	(208,168)	(235,125)	(263,036)	(291,550)	(321,929)	(353,092)
	350,000	(231,212)	(258,168)	(285,125)	(313,036)	(341,550)	(371,929)	(403,092)
	400,000	(281,212)	(308,168)	(335,125)	(363,036)	(391,550)	(421,929)	(453,092)
	450,000	(331,212)	(358,168)	(385,125)	(413,036)	(441,550)	(471,929)	(503,092)
	500,000	(381,212)	(408,168)	(435,125)	(463,036)	(491,550)	(521,929)	(553,092)
	550,000	(431,212)	(458,168)	(485,125)	(513,036)	(541,550)	(571,929)	(603,092)
	600,000	(481,212)	(508,168)	(535,125)	(563,036)	(591,550)	(621,929)	(653,092)
	650,000	(531,212)	(558,168)	(585,125)	(613,036)	(641,550)	(671,929)	(703,092)
	700,000	(581,212)	(608,168)	(635,125)	(663,036)	(691,550)	(721,929)	(753,092)
	750,000	(631,212)	(658,168)	(685,125)	(713,036)	(741,550)	(771,929)	(803,092)
	800,000	(681,212)	(708,168)	(735,125)	(763,036)	(791,550)	(821,929)	(853,092)
	850,000	(731,212)	(758,168)	(785,125)	(813,036)	(841,550)	(871,929)	(903,092)



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AD** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(244,550)	0	(70,595)	(97,552)	(124,508)	(151,465)	(178,421)	(205,954)	(234,286)
Net Zero	2,000	(98,869)	(125,826)	(152,782)	(179,739)	(207,317)	(235,679)	(265,234)	(297,921)
(£ per unit)	4,000	(127,144)	(154,100)	(181,056)	(208,680)	(237,073)	(266,757)	(299,921)	(330,607)
4,500	6,000	(155,418)	(182,374)	(210,044)	(238,467)	(268,281)	(299,444)	(333,131)	(363,294)
	8,000	(183,692)	(211,407)	(239,861)	(269,804)	(300,967)	(332,654)	(364,818)	(395,981)
	10,000	(212,770)	(241,255)	(271,327)	(302,491)	(333,654)	(366,818)	(399,504)	(428,668)
	12,000	(242,649)	(272,850)	(304,014)	(335,177)	(366,341)	(399,028)	(430,191)	(461,355)
	14,000	(274,374)	(305,537)	(336,701)	(367,864)	(399,028)	(430,191)	(461,355)	(494,041)
	16,000	(307,061)	(338,224)	(369,387)	(400,551)	(431,714)	(462,878)	(494,041)	(526,728)
	18,000	(339,747)	(370,911)	(402,074)	(433,238)	(464,401)	(495,565)	(526,728)	(559,415)
	20,000	(372,434)	(403,598)	(434,761)	(465,924)	(497,088)	(528,251)	(559,415)	(592,102)
	22,000	(405,121)	(436,284)	(467,448)	(498,611)	(529,775)	(560,938)	(592,102)	(624,788)
	24,000	(437,808)	(468,971)	(500,135)	(531,298)	(562,461)	(593,625)	(624,788)	(657,475)
	26,000	(470,494)	(501,658)	(532,821)	(563,985)	(595,148)	(626,312)	(657,475)	(690,162)
	28,000	(503,181)	(534,345)	(565,508)	(596,672)	(627,835)	(658,998)	(690,162)	(722,849)
	30,000	(535,868)	(567,031)	(598,195)	(629,358)	(660,522)	(691,685)	(722,849)	

**TABLE 6**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(244,550)	0.0%	(127,433)	(154,051)	(180,668)	(207,928)	(235,946)	(265,133)	(295,905)
M4(3) Category 3 Housing	2.5%	(130,823)	(157,440)	(184,058)	(211,435)	(239,531)	(269,051)	(299,823)	(330,741)
(% of OMS & AH units)	5.0%	(134,212)	(160,829)	(187,447)	(214,960)	(243,116)	(272,970)	(303,741)	(334,659)
6.0%	7.5%	(137,601)	(164,219)	(190,908)	(218,546)	(246,702)	(276,888)	(307,660)	(338,577)
	10.0%	(140,991)	(167,608)	(194,415)	(222,131)	(250,287)	(280,806)	(311,578)	(342,269)
	12.5%	(144,380)	(170,998)	(197,922)	(225,716)	(253,953)	(284,725)	(315,496)	(345,156)
	15.0%	(147,769)	(174,387)	(201,429)	(229,301)	(257,871)	(288,643)	(319,415)	(350,075)
	17.5%	(151,159)	(177,776)	(204,936)	(232,887)	(261,790)	(292,561)	(323,333)	(354,993)
	20.0%	(154,548)	(181,166)	(208,443)	(236,472)	(265,708)	(296,480)	(327,251)	(359,911)
	22.5%	(157,937)	(184,555)	(211,950)	(240,057)	(269,626)	(300,398)	(331,170)	(364,829)
	25.0%	(161,327)	(187,944)	(215,486)	(243,642)	(273,545)	(304,316)	(335,088)	(369,747)
	27.5%	(164,716)	(191,423)	(219,072)	(247,228)	(277,463)	(308,235)	(339,006)	(374,665)
	30.0%	(168,106)	(194,930)	(222,657)	(250,813)	(281,381)	(312,153)	(342,925)	(379,583)
	32.5%	(171,495)	(198,437)	(226,242)	(254,428)	(285,300)	(316,071)	(346,843)	(384,501)
	35.0%	(174,884)	(201,943)	(229,827)	(258,046)	(289,218)	(319,990)	(350,761)	(389,419)
	37.5%	(178,274)	(205,450)	(233,413)	(261,665)	(293,136)	(323,908)	(354,680)	

**TABLE 7**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(244,550)	70%	538,181	509,705	481,228	452,751	424,275	395,798	367,321
		75%	427,129	398,918	370,706	342,495	314,284	286,073	257,862
Build Cost		80%	315,677	287,717	259,758	231,798	203,838	175,878	147,919
100%		85%	203,730	176,007	148,285	120,563	92,811	65,041	37,272
(105% = 5% increase)		90%	91,189	63,690	36,192	8,693	(18,805)	(46,304)	(73,802)
		95%	(21,512)	(48,739)	(75,967)	(103,194)	(130,421)	(157,649)	(184,876)
		100%	(134,212)	(161,168)	(188,125)	(216,036)	(244,550)	(274,929)	(306,092)
		105%	(249,707)	(280,251)	(311,101)	(341,951)	(372,801)	(403,652)	(434,502)
		110%	(379,690)	(410,227)	(440,764)	(471,301)	(501,838)	(532,374)	(562,911)
		115%	(509,980)	(540,203)	(570,427)	(600,650)	(630,874)	(661,097)	(691,320)
		120%	(640,269)	(670,179)	(700,089)	(730,000)	(759,910)	(789,820)	(819,730)
		125%	(770,559)	(800,155)	(829,752)	(859,349)	(888,946)	(918,542)	(948,139)

**TABLE 8**

		Affordable Housing - % on site 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	(244,550)	80%	(724,093)	(725,007)	(725,922)	(726,836)	(727,750)	(728,665)	(729,579)
		82%	(663,595)	(667,534)	(671,473)	(675,413)	(679,352)	(683,291)	(687,231)
Market Values		84%	(603,097)	(610,061)	(617,025)	(623,989)	(630,953)	(637,918)	(644,882)
100%		86%	(542,598)	(552,588)	(562,577)	(572,566)	(582,555)	(592,544)	(602,533)
(105% = 5% increase)		88%	(482,100)	(495,114)	(508,128)	(521,142)	(534,156)	(547,170)	(560,184)
		90%	(421,602)	(437,641)	(453,680)	(469,719)	(485,758)	(501,797)	(517,836)
		92%	(361,104)	(380,168)	(399,232)	(418,296)	(437,359)	(456,423)	(475,487)
		94%	(300,606)	(322,695)	(344,783)	(366,872)	(388,961)	(411,050)	(433,138)
		96%	(241,204)	(265,221)	(290,335)	(315,449)	(340,562)	(365,676)	(390,790)
		98%	(186,543)	(211,650)	(237,341)	(264,025)	(292,164)	(320,302)	(348,441)
		100%	(134,212)	(161,168)	(188,125)	(216,036)	(244,550)	(274,929)	(306,092)
		102%	(81,881)	(111,454)	(141,027)	(170,600)	(200,569)	(231,548)	(263,744)
		104%	(29,550)	(61,740)	(93,929)	(126,119)	(158,308)	(190,497)	(222,686)
		106%	22,781	(12,025)	(46,831)	(81,637)	(116,444)	(151,250)	(186,056)
		108%	75,111	37,689	266	(37,156)	(74,579)	(112,001)	(149,424)
		110%	127,442	87,403	47,364	7,325	(32,714)	(72,753)	(112,792)
		112%	179,773	137,118	94,462	51,806	9,151	(33,505)	(76,161)
		114%	232,066	186,832	141,560	96,287	51,015	5,743	(39,529)
		116%	284,209	236,439	188,657	140,769	92,880	44,991	(2,898)
		118%	336,344	285,974	235,598	185,221	134,745	84,239	33,734
		120%	388,317	335,446	282,526	229,542	176,558	123,488	70,366



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AD** No Units: **50**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	(244,550)							
	5,000	(134,212)	(158,012)	(181,812)	(206,197)	(231,196)	(256,685)	(284,200)
	10,000	(134,212)	(154,856)	(175,500)	(196,400)	(217,841)	(239,678)	(262,307)
Grant (£ per unit)	15,000	(134,212)	(151,700)	(169,187)	(186,675)	(204,697)	(222,985)	(241,484)
	20,000	(134,212)	(148,544)	(162,875)	(177,207)	(191,634)	(206,463)	(221,452)
	25,000	(134,212)	(145,387)	(156,563)	(167,738)	(178,913)	(190,134)	(201,697)
	30,000	(134,212)	(142,231)	(150,250)	(158,269)	(166,288)	(174,307)	(182,326)
	35,000	(134,212)	(139,075)	(143,938)	(148,801)	(153,663)	(158,526)	(163,389)
	40,000	(134,212)	(135,919)	(137,625)	(139,332)	(141,039)	(142,745)	(144,452)
	45,000	(134,212)	(132,762)	(131,313)	(129,863)	(128,414)	(126,964)	(125,514)
	50,000	(134,212)	(129,606)	(125,000)	(120,395)	(115,789)	(111,183)	(106,577)
	55,000	(134,212)	(126,450)	(118,688)	(110,926)	(103,164)	(95,402)	(87,640)

**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

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Appraisal Ref: **AE** (see Typologies Matrix)  
 Scheme Typology: **Scheme AE**  
 Site Typology: **Location / Value Zone: Rugeley Greenfield/Brownfield: Brownfield**  
 Notes: **n/a** No Units: **80**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme	80 Units							
AH Policy requirement (% Target)	20%							
Open Market Sale (OMS) housing	Open Market Sale (OMS) 80%							
AH tenure split %	Affordable Rent:	25.0%					60.0% % Rented	
	Social Rent:	35.0%						
	First Homes:	25.0%						
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%					8.0% % of total (>10% First Homes PPG 023)	
		100%	100.0%					
CIL Rate (£ psm)	58.84 £ 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	17.5%	11.2	20.0%	3.2	18%	14.4		
3 bed House	40.0%	25.6	30.0%	4.8	38%	30.4		
4 bed House	15.0%	9.6	10.0%	1.6	14%	11.2		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	10.0%	6.4	20.0%	3.2	12%	9.6		
2 bed Flat	17.5%	11.2	20.0%	3.2	18%	14.4		
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
<b>Total number of units</b>	<b>100.0%</b>	<b>64.0</b>	<b>100.0%</b>	<b>16.0</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</b>				
			%	(sqm)	(sqft)			
1 bed House	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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	58.0	624		58.0	624			
2 bed House	79.0	850		79.0	850			
3 bed House	93.0	1,001		93.0	1,001			
4 bed House	115.0	1,238		115.0	1,238			
5 bed House	0.0	0		0.0	0			
1 bed Flat	50.0	538	85.0%	58.8	633			
2 bed Flat	70.0	753	85.0%	82.4	886			
3 bed Flat	80.0	861	85.0%	94.1	1,013			
<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>			
					(sqft)			
1 bed House	0	0	0	0	0			
2 bed House	885	9,524	253	2,721	1,138			
3 bed House	2,381	25,627	446	4,805	2,827			
4 bed House	1,104	11,883	184	1,981	1,288			
5 bed House	0	0	0	0	0			
1 bed Flat	376	4,052	188	2,026	565			
2 bed Flat	922	9,928	264	2,837	1,186			
3 bed Flat	0	0	0	0	0			
	<b>5,668</b>	<b>61,014</b>	<b>1,335</b>	<b>14,369</b>	<b>7,003</b>			
<b>AH % by floor area:</b>	<b>19.06% 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	2,500	232	0				
2 bed House	260,000	3,291	306	3,744,000				
3 bed House	305,000	3,280	305	9,272,000				
4 bed House	420,000	3,652	339	4,704,000				
5 bed House	0	0	0	0				
1 bed Flat	135,000	2,700	251	1,296,000				
2 bed Flat	185,000	2,643	246	2,664,000				
3 bed Flat	0	0	0	0				
				<b>21,680,000</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	101,500	70%	79,750	55%	101,500	70%	94,250	65%
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%
5 bed House	0	70%	0	55%	0	70%	0	65%
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%
3 bed Flat	0	70%	0	55%	0	70%	0	65%
					* capped @£250K			

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AE** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	11.2	@	260,000	2,912,000
3 bed House	25.6	@	305,000	7,808,000
4 bed House	9.6	@	420,000	4,032,000
5 bed House	0.0	@	0	-
1 bed Flat	6.4	@	135,000	864,000
2 bed Flat	11.2	@	185,000	2,072,000
3 bed Flat	0.0	@	0	-
	<b>64.0</b>			<b>17,688,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.8	@	182,000	145,600
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	294,000	117,600
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	94,500	75,600
2 bed Flat	0.8	@	129,500	103,600
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>698,600</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	1.1	@	143,000	160,160
3 bed House	1.7	@	167,750	281,820
4 bed House	0.6	@	231,000	129,360
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	74,250	83,160
2 bed Flat	1.1	@	101,750	113,960
3 bed Flat	0.0	@	0	-
	<b>5.6</b>			<b>768,460</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	0.8	@	182,000	145,600
3 bed House	1.2	@	213,500	256,200
4 bed House	0.4	@	250,000	100,000
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	94,500	75,600
2 bed Flat	0.8	@	129,500	103,600
3 bed Flat	0.0	@	0	-
	<b>4.0</b>			<b>681,000</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.5	@	169,000	81,120
3 bed House	0.7	@	198,250	142,740
4 bed House	0.2	@	273,000	65,520
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	87,750	42,120
2 bed Flat	0.5	@	120,250	57,720
3 bed Flat	0.0	@	0	-
	<b>2.4</b>	<b>16.0</b>		<b>389,220</b>
<b>Sub-total GDV Residential</b>				
	<b>80</b>			<b>20,225,280</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,454,720</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>16</b>	<b>AH units @</b>	<b>0</b>	<b>per unit</b>
<b>Total GDV</b>				
				<b>20,225,280</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AE** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (26,999)									
Planning Application Professional Fees, Surveys and reports (80,000)									
CIL (Mrkt only + garages) 5,844 sqm 58.84 £ psm (343,867)									
<b>CIL analysis:</b> 1.70% % of GDV 4,298 £ 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 @		0				
	Sub-total								
<b>S106 analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum			7,003 sqm (total)		0				
<b>Comm. Sum analysis:</b> 0.00% % of GDV									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 2.29 ha @ 50,000 £ per ha (if brownfield) (114,286)									
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				
	Sub-total								
<b>Infra. Costs analysis:</b> - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House			- sqm @		1,315	psm			-
2 bed House			1,138 sqm @		1,315	psm			(1,495,944)
3 bed House			2,827 sqm @		1,315	psm			(3,717,768)
4 bed House			1,288 sqm @		1,315	psm			(1,693,720)
5 bed House			- sqm @		1,315	psm			-
1 bed Flat			565 sqm @		1,493	psm			(843,106)
2 bed Flat			1,186 sqm @		1,493	psm			(1,770,522)
3 bed Flat		7,003	- sqm @		1,493	psm			-
Garages for 3B House (Mrkt only)	26	10%	units @		18	sqm @	640	psm	(29,491)
Garages for 4B House (Mrkt only)	10	75%	units @		18	sqm @	640	psm	(82,944)
Garages for 5B House (Mrkt only)	-	120%	units @		18	sqm @	640	psm	-
		176							
External works			9,633,495 @		15.0%				(1,445,024)
<b>Ext. Works analysis:</b> 18,063 £ per unit (total units)									
<b>Policy Costs on design -</b>									
Net Biodiversity costs 80 units @ 268 £ per unit (21,440)									
M4(2) Category 2 Housing	tenure weighted t		80 units @	94.0%	@	521	£ per unit		(39,179)
M4(3) (10%AH 5%OMS)	tenure weighted t		80 units @	6.0%	@	10,111	£ per unit		(48,533)
Net Zero Cost (2025 FHS Part L)			80 units @			4,500	£ per unit		(360,000)
SAC			80 units @			291	£ per unit		(23,246)
EV Charging Points - Houses			56 units @			1,000	£ per unit		(56,000)
EV Charging Points - Flats			24 units @		4 flats per charger	10,000	£ per 4 units		(60,000)
Water Efficiency (Climate change policy)			80 units @			10	£ per unit		(800)
	Sub-total								(609,198)
<b>Policy Costs analysis: (design costs only)</b> 7,615 £ per unit (total units)									
Contingency (on construction)			11,802,004 @		5.0%				(590,100)

## 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AE** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

<b>Professional Fees</b>	11,802,004 @	6.5%		(767,130)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	17,688,000 OMS @	3.00%	6,633 £ per unit	(530,640)
Residential Sales Agent Costs	17,688,000 OMS @	1.00%	2,211 £ per unit	(176,880)
Residential Sales Legal Costs	17,688,000 OMS @	0.25%	553 £ per unit	(44,220)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,272 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(100,369)
<b>Developers Profit -</b>				
Profit on OMS	17,688,000	20.00%		(3,537,600)
Margin on AH	2,537,280	6.00% on AH values		(152,237)
<b>Profit analysis:</b>	<b>20,225,280</b>	<b>18.24% blended GDV</b>	<b>(3,689,837)</b>	
	<b>14,452,209</b>	<b>25.53% on costs</b>	<b>(3,689,837)</b>	
<b>TOTAL COSTS</b>				<b>(18,142,046)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				2,083,234
SDLT	2,083,234 @	HMRC formula		(93,662)
Acquisition Agent fees	2,083,234 @	1.0%		(20,832)
Acquisition Legal fees	2,083,234 @	0.5%		(10,416)
Interest on Land	2,083,234 @	7.00%		(145,826)
Residual Land Value				<b>1,812,497</b>
<b>RLV analysis:</b>	<b>22,656 £ per plot</b>	<b>792,968 £ per ha (net)</b>	<b>320,910 £ per acre (net)</b>	
		<b>753,319 £ per ha (gross)</b>	<b>304,864 £ per acre (gross)</b>	
			<b>8.96% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.29 ha (net)		5.65 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	2.41 ha (gross)		5.95 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	231,000 £ per acre (net)	<b>1,304,688</b>
<b>BLV analysis:</b>	<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>		

<b>BALANCE</b>				
Surplus/(Deficit)		<b>222,167 £ per ha (net)</b>	<b>89,910 £ per acre (net)</b>	<b>507,809</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AE** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

## 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 20%							
Balance (RLV - BLV £ per acre (n))		89,910	0%	5%	10%	15%	20%	25%	30%
CIL £ psm 58.84	0.00		269,664	238,130	206,597	175,063	143,497	111,925	80,352
	10.00		258,308	227,342	196,376	165,393	134,390	103,387	72,383
	20.00		246,952	216,554	186,151	155,717	125,283	94,848	64,414
	30.00		235,596	205,766	175,905	146,040	116,175	86,310	56,445
	40.00		224,240	194,955	165,659	136,364	107,068	77,772	48,476
	50.00		212,866	184,140	155,413	126,687	97,960	69,234	40,508
	60.00		201,482	173,325	145,168	117,010	88,853	60,696	32,539
	70.00		190,098	162,510	134,922	107,334	79,746	52,158	24,570
	80.00		178,714	151,695	124,676	97,657	70,638	43,620	16,601
	90.00		167,330	140,880	114,430	87,981	61,531	35,081	8,632
	100.00		155,945	130,065	104,185	78,304	52,424	26,543	663
	110.00		144,561	119,250	93,939	68,628	43,316	18,005	(7,306)
	120.00		133,177	108,435	83,693	58,951	34,209	9,467	(15,275)
	130.00		121,793	97,620	73,447	49,274	25,102	929	(23,244)
	140.00		110,409	86,805	63,201	39,598	15,994	(7,609)	(31,213)
	150.00		99,024	75,990	52,956	29,921	6,887	(16,148)	(39,182)
	160.00		87,640	65,175	42,710	20,245	(2,221)	(24,686)	(47,151)
	170.00		76,256	54,360	32,464	10,568	(11,328)	(33,224)	(55,120)
	180.00		64,872	43,545	22,218	891	(20,435)	(41,762)	(63,089)
	190.00		53,487	32,730	11,972	(8,785)	(29,543)	(50,300)	(71,058)
200.00		42,103	21,915	1,727	(18,462)	(38,650)	(58,838)	(79,027)	
210.00		30,719	11,100	(8,519)	(28,138)	(47,757)	(67,377)	(86,996)	
220.00		19,335	285	(18,765)	(37,815)	(56,865)	(75,915)	(94,965)	
230.00		7,951	(10,530)	(29,011)	(47,491)	(65,972)	(84,453)	(102,934)	
240.00		(3,434)	(21,345)	(39,257)	(57,168)	(75,080)	(92,991)	(110,902)	
250.00		(14,818)	(32,160)	(49,502)	(66,845)	(84,187)	(101,529)	(118,871)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		89,910	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 -	1,000		190,336	162,112	133,889	105,666	77,442	49,219	20,996
	2,000		177,869	149,645	121,422	93,199	64,975	36,752	8,529
	3,000		165,402	137,178	108,955	80,732	52,508	24,285	(3,938)
	4,000		152,934	124,711	96,488	68,265	40,041	11,818	(16,405)
	5,000		140,467	112,244	84,021	55,797	27,574	(649)	(28,872)
	6,000		128,000	99,777	71,554	43,330	15,107	(13,116)	(41,340)
	7,000		115,533	87,310	59,087	30,863	2,640	(25,583)	(53,807)
	8,000		103,066	74,843	46,619	18,396	(9,827)	(38,050)	(66,274)
	9,000		90,599	62,376	34,152	5,929	(22,294)	(50,518)	(78,741)
	10,000		78,132	49,909	21,685	(6,538)	(34,761)	(62,985)	(91,208)
	11,000		65,665	37,442	9,218	(19,005)	(47,228)	(75,452)	(103,675)
	12,000		53,198	24,974	(3,249)	(31,472)	(59,695)	(87,919)	(116,142)
	13,000		40,731	12,507	(15,716)	(43,939)	(72,163)	(100,386)	(128,609)
	14,000		28,264	40	(28,183)	(56,406)	(84,630)	(112,853)	(141,076)
	15,000		15,796	(12,427)	(40,650)	(68,873)	(97,097)	(125,320)	(153,543)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		89,910	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%		372,112	335,423	298,734	262,046	225,357	188,668	151,979
	16.0%		338,250	303,254	268,259	233,263	198,267	163,272	128,276
	17.0%		304,388	271,086	237,783	204,480	171,178	137,875	104,573
	18.0%		270,526	238,917	207,307	175,698	144,088	112,479	80,870
	19.0%		236,665	206,748	176,832	146,915	116,999	87,083	57,166
	20.0%		202,803	174,579	146,356	118,133	89,910	61,686	33,463

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		89,910	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 231,000	100,000		333,803	305,579	277,356	249,133	220,910	192,686	164,463
	150,000		283,803	255,579	227,356	199,133	170,910	142,686	114,463
	200,000		233,803	205,579	177,356	149,133	120,910	92,686	64,463
	250,000		183,803	155,579	127,356	99,133	70,910	42,686	14,463
	300,000		133,803	105,579	77,356	49,133	20,910	(7,314)	(35,537)
	350,000		83,803	55,579	27,356	(867)	(29,090)	(57,314)	(85,537)
	400,000		33,803	5,579	(22,644)	(50,867)	(79,090)	(107,314)	(135,537)
	450,000		(16,197)	(44,421)	(72,644)	(100,867)	(129,090)	(157,314)	(185,537)
	500,000		(66,197)	(94,421)	(122,644)	(150,867)	(179,090)	(207,314)	(235,537)
	550,000		(116,197)	(144,421)	(172,644)	(200,867)	(229,090)	(257,314)	(285,537)
	600,000		(166,197)	(194,421)	(222,644)	(250,867)	(279,090)	(307,314)	(335,537)
	650,000		(216,197)	(244,421)	(272,644)	(300,867)	(329,090)	(357,314)	(385,537)
	700,000		(266,197)	(294,421)	(322,644)	(350,867)	(379,090)	(407,314)	(435,537)
	750,000		(316,197)	(344,421)	(372,644)	(400,867)	(429,090)	(457,314)	(485,537)
800,000		(366,197)	(394,421)	(422,644)	(450,867)	(479,090)	(507,314)	(535,537)	
850,000		(416,197)	(444,421)	(472,644)	(500,867)	(529,090)	(557,314)	(585,537)	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology:  
Site Typology:  
Notes:

Scheme AE  
Location / Value Zone: **Rugeley**  
No Units: **80**  
Greenfield/Brownfield: **Brownfield**

TABLE 5

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 20%							
	0%	5%	10%	15%	20%	25%	30%	
89,910	0	265,490	237,297	209,105	180,912	152,719	124,500	96,277
Net Zero	2,000	237,648	209,456	181,253	153,029	124,806	96,583	68,359
(£ per unit)	4,000	209,782	181,559	153,335	125,112	96,889	68,666	40,442
4,500	6,000	181,865	153,642	125,418	97,195	68,972	40,748	12,525
	8,000	153,948	125,725	97,501	69,278	41,055	12,831	(15,392)
	10,000	126,031	97,807	69,584	41,361	13,137	(15,086)	(43,309)
	12,000	98,114	69,890	41,667	13,444	(14,780)	(43,003)	(71,226)
	14,000	70,196	41,973	13,750	(14,473)	(42,697)	(70,920)	(99,143)
	16,000	42,279	14,056	(14,167)	(42,391)	(70,614)	(98,837)	(127,060)
	18,000	14,362	(13,861)	(42,084)	(70,308)	(98,531)	(126,754)	(154,978)
	20,000	(13,555)	(41,778)	(70,002)	(98,225)	(126,448)	(154,671)	(182,895)
	22,000	(41,472)	(69,695)	(97,919)	(126,142)	(154,365)	(182,589)	(211,611)
	24,000	(69,389)	(97,612)	(125,836)	(154,059)	(182,282)	(211,288)	(242,084)
	26,000	(97,306)	(125,530)	(153,753)	(181,976)	(210,964)	(241,730)	(274,359)
	28,000	(125,223)	(153,447)	(181,670)	(210,640)	(241,377)	(274,005)	(306,633)
	30,000	(153,141)	(181,364)	(210,316)	(241,023)	(273,651)	(306,279)	(338,907)

TABLE 6

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 20%							
	0%	5%	10%	15%	20%	25%	30%	
89,910	0.0%	209,496	181,607	153,719	125,830	97,941	70,053	42,164
M4(3) Category 3 Housing	2.5%	206,149	178,261	150,372	122,483	94,595	66,706	38,817
(% of OMS & AH units)	5.0%	202,803	174,914	147,025	119,137	91,248	63,360	35,471
6.0%	7.5%	199,456	171,568	143,679	115,790	87,902	60,013	32,124
	10.0%	196,110	168,221	140,332	112,444	84,555	56,666	28,778
	12.5%	192,763	164,874	136,986	109,097	81,209	53,320	25,431
	15.0%	189,417	161,528	133,639	105,751	77,862	49,973	22,085
	17.5%	186,070	158,181	130,293	102,404	74,515	46,627	18,738
	20.0%	182,723	154,835	126,946	99,057	71,169	43,280	15,392
	22.5%	179,377	151,488	123,600	95,711	67,822	39,934	12,045
	25.0%	176,030	148,142	120,253	92,364	64,476	36,587	8,698
	27.5%	172,684	144,795	116,906	89,018	61,129	33,240	5,352
	30.0%	169,337	141,448	113,560	85,671	57,783	29,894	2,005
	32.5%	165,991	138,102	110,213	82,325	54,436	26,547	(1,341)
	35.0%	162,644	134,755	106,867	78,978	51,089	23,201	(4,688)
	37.5%	159,297	131,409	103,520	75,632	47,743	19,854	(8,034)

TABLE 7

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 20%							
	0%	5%	10%	15%	20%	25%	30%	
89,910	70%	776,578	747,137	717,681	688,224	658,766	629,309	599,851
	75%	681,320	652,091	622,862	593,633	564,405	535,176	505,947
	80%	585,971	556,961	527,952	498,942	469,932	440,923	411,913
	85%	490,496	461,697	432,898	404,098	375,299	346,499	317,700
	90%	394,844	366,247	337,648	309,050	280,452	251,854	223,255
	95%	298,965	270,559	242,152	213,746	185,340	156,933	128,527
	100%	202,803	174,579	146,356	118,133	89,910	61,686	33,463
	105%	106,424	78,415	50,406	22,397	(5,613)	(33,622)	(61,631)
	110%	10,045	(17,750)	(45,545)	(73,340)	(101,135)	(128,930)	(156,724)
	115%	(86,334)	(113,915)	(141,495)	(169,076)	(196,858)	(225,813)	(257,216)
	120%	(182,713)	(210,836)	(240,601)	(272,239)	(303,876)	(335,514)	(367,151)
	125%	(288,746)	(320,136)	(351,526)	(382,916)	(414,306)	(445,696)	(477,086)

TABLE 8

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 20%							
	0%	5%	10%	15%	20%	25%	30%	
89,910	80%	(332,158)	(334,760)	(337,363)	(339,965)	(342,567)	(345,170)	(347,772)
	82%	(272,106)	(277,711)	(283,316)	(288,921)	(294,526)	(300,131)	(305,736)
	84%	(213,665)	(221,541)	(229,417)	(237,877)	(246,485)	(255,092)	(263,700)
	86%	(160,809)	(170,852)	(180,894)	(190,940)	(201,331)	(211,834)	(222,458)
	88%	(108,864)	(121,504)	(134,144)	(146,784)	(159,424)	(172,064)	(184,704)
	90%	(56,920)	(72,157)	(87,394)	(102,631)	(117,869)	(133,106)	(148,343)
	92%	(4,975)	(22,810)	(40,644)	(58,479)	(76,313)	(94,147)	(111,982)
	94%	46,969	26,538	6,106	(14,326)	(34,757)	(55,189)	(75,621)
	96%	98,914	75,885	52,856	29,827	6,798	(16,231)	(39,259)
	98%	150,858	125,232	99,606	73,980	48,354	22,728	(2,898)
	100%	202,803	174,579	146,356	118,133	89,910	61,686	33,463
	102%	254,673	223,889	193,105	162,286	131,465	100,645	69,824
	104%	306,499	273,124	239,749	206,373	172,998	139,603	106,185
	106%	358,254	322,324	286,393	250,426	214,459	178,493	142,526
	108%	409,975	371,459	332,943	294,426	255,910	217,363	178,805
	110%	461,674	420,594	379,492	338,389	297,287	256,184	215,082
	112%	513,301	469,652	426,002	382,352	338,663	294,975	251,287
	114%	564,928	518,697	472,466	426,235	380,004	332,766	287,491
	116%	616,548	567,743	518,931	470,118	421,306	373,493	323,681
	118%	668,093	616,737	565,380	514,001	462,607	411,214	359,820
	120%	719,638	665,704	611,771	557,837	503,904	449,934	395,959

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Scheme Typology: **Scheme AE** No Units: **80**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	89,910							
	5,000	202,803	177,701	152,599	127,497	102,395	77,293	52,191
	10,000	202,803	180,822	158,841	136,861	114,880	92,899	70,918
Grant (£ per unit)	15,000	202,803	183,943	165,084	146,224	127,365	108,505	89,646
	20,000	202,803	187,065	171,326	155,588	139,850	124,112	108,374
	25,000	202,803	190,186	177,569	164,952	152,335	139,718	127,092
	30,000	202,803	193,307	183,811	174,309	164,797	155,285	145,773
	35,000	202,803	196,428	190,048	183,650	177,251	170,852	164,453
	40,000	202,803	199,550	196,275	192,990	189,705	186,419	183,134
	45,000	202,803	202,671	202,502	202,330	202,158	201,986	201,790
	50,000	202,803	205,788	208,729	211,670	214,612	217,538	220,427
	55,000	202,803	208,901	214,956	221,011	227,065	233,068	239,064

**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



# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Appraisal Ref: **AF** (see Typologies Matrix)  
 Scheme Typology: **Scheme AF**  
 Site Typology: **Rugeley** No Units: **100**  
 Notes: **n/a** Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				100 Units					
AH Policy requirement (% Target)				20%					
Open Market Sale (OMS) housing		Open Market Sale (OMS)		80%					
AH tenure split %		Affordable Rent:		25.0%					
		Social Rent:		35.0%		60.0% % Rented			
		First Homes:		25.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)			
				100%		100.0%			
CIL Rate (£ psm)				58.84		£ 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	17.5%	14.0	20.0%	4.0	18%	18.0			
3 bed House	40.0%	32.0	30.0%	6.0	38%	38.0			
4 bed House	15.0%	12.0	10.0%	2.0	14%	14.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	10.0%	8.0	20.0%	4.0	12%	12.0			
2 bed Flat	17.5%	14.0	20.0%	4.0	18%	18.0			
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	80.0	100.0%	20.0	100%	100.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	93.0	1,001			93.0	1,001			
4 bed House	115.0	1,238			115.0	1,238			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	70.0	753	85.0%		82.4	886			
3 bed Flat	80.0	861	85.0%		94.1	1,013			
<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	1,106	11,905	316	3,401	1,422	15,306			
3 bed House	2,976	32,033	558	6,006	3,534	38,040			
4 bed House	1,380	14,854	230	2,476	1,610	17,330			
5 bed House	0	0	0	0	0	0			
1 bed Flat	471	5,065	235	2,533	706	7,598			
2 bed Flat	1,153	12,410	329	3,546	1,482	15,956			
3 bed Flat	0	0	0	0	0	0			
	7,086	76,268	1,669	17,962	8,754	94,230			
<b>AH % by floor area:</b>		<b>19.06% AH % by floor area (difference due to mix)</b>							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	£ psm	£ psf			total MV £ (no AH)			
1 bed House	145,000	2,500	232			0			
2 bed House	260,000	3,291	306			4,680,000			
3 bed House	305,000	3,280	305			11,590,000			
4 bed House	420,000	3,652	339			5,880,000			
5 bed House	0	0	0			0			
1 bed Flat	135,000	2,700	251			1,620,000			
2 bed Flat	185,000	2,643	246			3,330,000			
3 bed Flat	0	0	0			0			
						27,100,000			
<b>Affordable Housing values (£) -</b>									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV	
1 bed House	101,500	70%	79,750	55%	101,500	70%	94,250	65%	
2 bed House	182,000	70%	143,000	55%	182,000	70%	169,000	65%	
3 bed House	213,500	70%	167,750	55%	213,500	70%	198,250	65%	
4 bed House	294,000	70%	231,000	55%	250,000	70%	273,000	65%	
5 bed House	0	70%	0	55%	0	70%	0	65%	
1 bed Flat	94,500	70%	74,250	55%	94,500	70%	87,750	65%	
2 bed Flat	129,500	70%	101,750	55%	129,500	70%	120,250	65%	
3 bed Flat	0	70%	0	55%	0	70%	0	65%	
* capped @£250K									

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AF** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	145,000	-
2 bed House	14.0	@	260,000	3,640,000
3 bed House	32.0	@	305,000	9,760,000
4 bed House	12.0	@	420,000	5,040,000
5 bed House	0.0	@	0	-
1 bed Flat	8.0	@	135,000	1,080,000
2 bed Flat	14.0	@	185,000	2,590,000
3 bed Flat	0.0	@	0	-
	<b>80.0</b>			<b>22,110,000</b>
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	213,500	320,250
4 bed House	0.5	@	294,000	147,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	129,500	129,500
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>873,250</b>
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	79,750	-
2 bed House	1.4	@	143,000	200,200
3 bed House	2.1	@	167,750	352,275
4 bed House	0.7	@	231,000	161,700
5 bed House	0.0	@	0	-
1 bed Flat	1.4	@	74,250	103,950
2 bed Flat	1.4	@	101,750	142,450
3 bed Flat	0.0	@	0	-
	<b>7.0</b>			<b>960,575</b>
<b>First Homes GDV -</b>				
1 bed House	0.0	@	101,500	-
2 bed House	1.0	@	182,000	182,000
3 bed House	1.5	@	213,500	320,250
4 bed House	0.5	@	250,000	125,000
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	94,500	94,500
2 bed Flat	1.0	@	129,500	129,500
3 bed Flat	0.0	@	0	-
	<b>5.0</b>			<b>851,250</b>
<b>Other Intermediate GDV -</b>				
1 bed House	0.0	@	94,250	-
2 bed House	0.6	@	169,000	101,400
3 bed House	0.9	@	198,250	178,425
4 bed House	0.3	@	273,000	81,900
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	87,750	52,650
2 bed Flat	0.6	@	120,250	72,150
3 bed Flat	0.0	@	0	-
	<b>3.0</b>	<b>20.0</b>		<b>486,525</b>
<b>Sub-total GDV Residential</b>				
	<b>100</b>			<b>25,281,600</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,818,400</b>
		<b>208 £ psm (total GIA sqm)</b>	<b>18,184 £ per unit (total units)</b>	
<b>Grant</b>				
	<b>20</b>	AH units @	<b>0</b>	per unit
<b>Total GDV</b>				
				<b>25,281,600</b>

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AF** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(29,759)
Planning Application Professional Fees, Surveys and reports						(90,000)
CIL (Mrkt only + garages)		7,305 sqm		58.84 £ psm		(429,834)
	<b>CIL analysis:</b>	<b>1.70% % of GDV</b>		<b>4,298 £ 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	100 units @		0 per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	<b>0.00% % of GDV</b>		<b>0 £ per unit (total units)</b>		
AH Commuted Sum		8,754 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>	<b>0.00% % of GDV</b>				
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		2.86 ha @		50,000 £ per ha (if brownfield)		(142,857)
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	100 units @		0 per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	<b>0.00% % of GDV</b>		<b>0 £ per unit (total units)</b>		
1 bed House		- sqm @		1,315 psm		-
2 bed House		1,422 sqm @		1,315 psm		(1,869,930)
3 bed House		3,534 sqm @		1,315 psm		(4,647,210)
4 bed House		1,610 sqm @		1,315 psm		(2,117,150)
5 bed House		- sqm @		1,315 psm		-
1 bed Flat		706 sqm @		1,493 psm		(1,053,882)
2 bed Flat		1,482 sqm @		1,493 psm		(2,213,153)
3 bed Flat		8,754 sqm @		1,493 psm		-
Garages for 3B House (Mrkt only)	32	10% units @		18 sqm @ 640 psm		(36,864)
Garages for 4B House (Mrkt only)	12	75% units @		18 sqm @ 640 psm		(103,680)
Garages for 5B House (Mrkt only)	-	120% units @		18 sqm @ 640 psm		-
		220				
External works		12,041,869 @		15.0%		(1,806,280)
	<b>Ext. Works analysis:</b>			<b>18,063 £ per unit (total units)</b>		
<b>Policy Costs on design -</b>						
Net Biodiversity costs		100 units @		268 £ per unit		(26,800)
M4(2) Category 2 Housing	tenure weighted t	100 units @	94.0% @	521 £ per unit		(48,974)
M4(3) (10%AH 5%OMS)	tenure weighted t	100 units @	6.0% @	10,111 £ per unit		(60,666)
Net Zero Cost (2025 FHS Part L)		100 units @		4,500 £ per unit		(450,000)
SAC		100 units @		291 £ per unit		(29,058)
EV Charging Points - Houses		70 units @		1,000 £ per unit		(70,000)
EV Charging Points - Flats		30 units @	4 flats per charger	10,000 £ per 4 units		(75,000)
Water Efficiency (Climate change policy)		100 units @		10 £ per unit		(1,000)
	Sub-total					(761,498)
	<b>Policy Costs analysis: (design costs only)</b>			<b>7,615 £ per unit (total units)</b>		
Contingency (on construction)		14,752,505 @		5.0%		(737,625)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AF** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

<b>Professional Fees</b>	14,752,505 @	6.5%		(958,913)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	22,110,000 OMS @	3.00%	6.633 £ per unit	(663,300)
Residential Sales Agent Costs	22,110,000 OMS @	1.00%	2,211 £ per unit	(221,100)
Residential Sales Legal Costs	22,110,000 OMS @	0.25%	553 £ per unit	(55,275)
Affordable Sale Legal Costs			lump sum	10,000
Empty Property Costs				-
<b>Disposal Cost analysis:</b>			<b>9,297 £ per unit (exc. EPC)</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(89,142)
<b>Developers Profit -</b>				
Profit on OMS	22,110,000	20.00%		(4,422,000)
Margin on AH	3,171,600	6.00% on AH values		(190,296)
<b>Profit analysis:</b>	<b>25,281,600</b>	<b>18.24% blended GDV</b>	<b>(4,612,296)</b>	
	<b>18,017,453</b>	<b>25.60% on costs</b>	<b>(4,612,296)</b>	
<b>TOTAL COSTS</b>				<b>(22,629,749)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				2,651,851
SDLT	2,651,851 @	HMRC formula		(122,093)
Acquisition Agent fees	2,651,851 @	1.0%		(26,519)
Acquisition Legal fees	2,651,851 @	0.5%		(13,259)
Interest on Land	2,651,851 @	7.00%		(185,630)
Residual Land Value				<b>2,304,351</b>
<b>RLV analysis:</b>	<b>23,044 £ per plot</b>	<b>806,523 £ per ha (net)</b>	<b>326,395 £ per acre (net)</b>	
		<b>766,197 £ per ha (gross)</b>	<b>310,076 £ per acre (gross)</b>	
			<b>9.11% % RLV / GDV</b>	

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density	35.0 dph (net)			
Site Area (net)	2.86 ha (net)		7.06 acres (net)	
Net to Gross ratio	95%			
Site Area (gross)	3.01 ha (gross)		7.43 acres (gross)	
<b>Density analysis:</b>	<b>3,064 sqm/ha (net)</b>	<b>13,347 sqft/ac (net)</b>		
	<b>33 dph (gross)</b>			
Benchmark Land Value (net)	16,309 £ per plot	570,801 £ per ha (net)	231,000 £ per acre (net)	1,630,860
<b>BLV analysis:</b>	<b>542,261 £ per ha (gross)</b>	<b>219,450 £ per acre (gross)</b>		

<b>BALANCE</b>			
Surplus/(Deficit)	235,722 £ per ha (net)	95,395 £ per acre (net)	673,491

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AF** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

## 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 20%							
		0%	5%	10%	15%	20%	25%	30%	
Balance (RLV - BLV £ per acre (n))	95,395								
	0.00	275,262	243,618	211,957	180,297	148,637	116,976	85,316	
	10.00	263,967	232,672	201,778	170,683	139,588	108,493	77,399	
	CIL £ psm 58.84	20.00	252,657	222,127	191,598	161,069	130,540	100,010	69,481
		30.00	241,346	211,382	181,419	151,455	121,491	91,528	61,564
		40.00	230,035	200,637	171,239	141,841	112,443	83,045	53,646
		50.00	218,725	189,892	161,060	132,227	103,394	74,562	45,729
		60.00	207,414	179,147	150,880	122,613	94,346	66,079	37,812
		70.00	196,104	168,402	140,700	112,999	85,297	57,596	29,894
		80.00	184,793	157,657	130,521	103,385	76,249	49,113	21,977
		90.00	173,482	146,912	120,341	93,771	67,200	40,630	14,059
		100.00	162,172	136,167	110,162	84,157	58,152	32,147	6,142
		110.00	150,861	125,422	99,982	74,543	49,103	23,664	(1,776)
		120.00	139,551	114,677	89,803	64,929	40,055	15,181	(9,693)
		130.00	128,240	103,932	79,623	55,315	31,006	6,698	(17,610)
		140.00	116,929	93,187	69,444	45,701	21,958	(1,785)	(25,528)
		150.00	105,619	82,441	59,264	36,087	12,909	(10,268)	(33,445)
		160.00	94,308	71,696	49,085	26,473	3,861	(18,751)	(41,363)
		170.00	82,998	60,951	38,905	16,859	(5,188)	(27,234)	(49,280)
		180.00	71,687	50,206	28,725	7,245	(14,236)	(35,717)	(57,198)
190.00		60,376	39,461	18,546	(2,369)	(23,284)	(44,200)	(65,115)	
200.00	49,066	28,716	8,366	(11,983)	(32,333)	(52,683)	(73,032)		
210.00	37,755	17,971	(1,813)	(21,597)	(41,381)	(61,166)	(80,950)		
220.00	26,445	7,226	(11,993)	(31,211)	(50,430)	(69,649)	(88,867)		
230.00	15,134	(3,519)	(22,172)	(40,825)	(59,478)	(78,132)	(96,785)		
240.00	3,823	(14,264)	(32,352)	(50,439)	(68,527)	(86,614)	(104,702)		
250.00	(7,487)	(25,009)	(42,531)	(60,053)	(77,575)	(95,097)	(112,619)		

**TABLE 2**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	95,395							
	1,000	196,340	168,007	139,674	111,342	83,009	54,676	26,343
	2,000	183,953	155,621	127,288	98,955	70,622	42,290	13,957
	3,000	171,567	143,234	114,901	86,569	58,236	29,903	1,571
	4,000	159,180	130,848	102,515	74,182	45,849	17,517	(10,816)
	5,000	146,794	118,461	90,128	61,796	33,463	5,130	(23,202)
	6,000	134,407	106,075	77,742	49,409	21,077	(7,256)	(35,589)
	7,000	122,021	93,688	65,355	37,023	8,690	(19,643)	(47,975)
	8,000	109,634	81,302	52,969	24,636	(3,696)	(32,029)	(60,362)
	9,000	97,248	68,915	40,583	12,250	(16,083)	(44,416)	(72,748)
	10,000	84,861	56,529	28,196	(137)	(28,469)	(56,802)	(85,135)
	11,000	72,475	44,142	15,810	(12,523)	(40,856)	(69,189)	(97,521)
	12,000	60,089	31,756	3,423	(24,910)	(53,242)	(81,575)	(109,908)
	13,000	47,702	19,369	(8,963)	(37,296)	(65,629)	(93,962)	(122,294)
	14,000	35,316	6,983	(21,350)	(49,683)	(78,015)	(106,348)	(134,681)
	15,000	22,929	(5,404)	(33,736)	(62,069)	(90,402)	(118,734)	(147,067)

**TABLE 3**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	95,395							
	15.0%	378,035	341,237	304,439	267,641	230,843	194,044	157,246
	16.0%	344,173	309,068	273,963	238,858	203,753	168,648	133,543
	17.0%	310,312	276,900	243,488	210,076	176,664	143,252	109,840
	18.0%	276,450	244,731	213,012	181,293	149,574	117,855	86,136
	19.0%	242,588	212,562	182,536	152,511	122,485	92,459	62,433
20.0%	208,726	180,394	152,061	123,728	95,395	67,063	38,730	

**TABLE 4**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	95,395							
	100,000	339,726	311,394	283,061	254,728	226,395	198,063	169,730
	150,000	289,726	261,394	233,061	204,728	176,395	148,063	119,730
	200,000	239,726	211,394	183,061	154,728	126,395	98,063	69,730
	250,000	189,726	161,394	133,061	104,728	76,395	48,063	19,730
	300,000	139,726	111,394	83,061	54,728	26,395	(1,937)	(30,270)
	350,000	89,726	61,394	33,061	4,728	(23,605)	(51,937)	(80,270)
	400,000	39,726	11,394	(16,939)	(45,272)	(73,605)	(101,937)	(130,270)
	450,000	(10,274)	(38,606)	(66,939)	(95,272)	(123,605)	(151,937)	(180,270)
	500,000	(60,274)	(88,606)	(116,939)	(145,272)	(173,605)	(201,937)	(230,270)
	550,000	(110,274)	(138,606)	(166,939)	(195,272)	(223,605)	(251,937)	(280,270)
	600,000	(160,274)	(188,606)	(216,939)	(245,272)	(273,605)	(301,937)	(330,270)
	650,000	(210,274)	(238,606)	(266,939)	(295,272)	(323,605)	(351,937)	(380,270)
	700,000	(260,274)	(288,606)	(316,939)	(345,272)	(373,605)	(401,937)	(430,270)
	750,000	(310,274)	(338,606)	(366,939)	(395,272)	(423,605)	(451,937)	(480,270)
	800,000	(360,274)	(388,606)	(416,939)	(445,272)	(473,605)	(501,937)	(530,270)
	850,000	(410,274)	(438,606)	(466,939)	(495,272)	(523,605)	(551,937)	(580,270)

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AF** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	95,395	0	271,038	242,725	214,392	186,060	157,727	129,394	101,062
Net Zero	2,000	243,355	215,022	186,690	158,357	130,024	101,691	73,359	
(£ per unit)	4,000	215,652	187,319	158,987	130,654	102,321	73,988	45,656	
4,500	6,000	187,949	159,616	131,284	102,951	74,618	46,285	17,953	
	8,000	160,246	131,913	103,581	75,248	46,915	18,582	(9,750)	
	10,000	132,543	104,210	75,878	47,545	19,212	(9,120)	(37,453)	
	12,000	104,840	76,507	48,175	19,842	(8,491)	(36,823)	(65,156)	
	14,000	77,137	48,804	20,472	(7,861)	(36,194)	(64,526)	(92,859)	
	16,000	49,434	21,101	(7,231)	(35,564)	(63,897)	(92,229)	(120,562)	
	18,000	21,731	(6,601)	(34,934)	(63,267)	(91,600)	(119,932)	(148,265)	
	20,000	(5,972)	(34,304)	(62,637)	(90,970)	(119,303)	(147,635)	(175,968)	
	22,000	(33,675)	(62,007)	(90,340)	(118,673)	(147,006)	(175,338)	(203,837)	
	24,000	(61,378)	(89,710)	(118,043)	(146,376)	(174,709)	(203,185)	(233,152)	
	26,000	(89,081)	(117,413)	(145,746)	(174,079)	(202,534)	(232,424)	(265,178)	
	28,000	(116,784)	(145,116)	(173,449)	(201,882)	(231,696)	(264,450)	(297,205)	
	30,000	(144,487)	(172,819)	(201,231)	(230,970)	(263,722)	(296,477)	(329,231)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	95,395	0.0%	215,368	187,367	159,367	131,366	103,366	75,365	47,364
M4(3) Category 3 Housing	2.5%	212,047	184,047	156,046	128,045	100,045	72,044	44,043	
(% of OMS & AH units)	5.0%	208,726	180,726	152,725	124,724	96,724	68,723	40,723	
6.0%	7.5%	205,405	177,405	149,404	121,403	93,403	65,402	37,402	
	10.0%	202,084	174,084	146,083	118,083	90,082	62,081	34,081	
	12.5%	198,764	170,763	142,762	114,762	86,761	58,760	30,760	
	15.0%	195,443	167,442	139,441	111,441	83,440	55,440	27,439	
	17.5%	192,122	164,121	136,121	108,120	80,119	52,119	24,118	
	20.0%	188,801	160,800	132,800	104,799	76,798	48,798	20,797	
	22.5%	185,480	157,479	129,479	101,478	73,477	45,477	17,476	
	25.0%	182,159	154,158	126,158	98,157	70,157	42,156	14,155	
	27.5%	178,838	150,838	122,837	94,836	66,836	38,835	10,834	
	30.0%	175,517	147,517	119,516	91,515	63,515	35,514	7,514	
	32.5%	172,196	144,196	116,195	88,195	60,194	32,193	4,193	
	35.0%	168,876	140,875	112,874	84,874	56,873	28,872	872	
	37.5%	165,555	137,554	109,553	81,553	53,552	25,552	(2,449)	

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	95,395	70%	779,989	750,425	720,861	691,297	661,733	632,169	602,605
		75%	685,067	655,714	626,361	597,008	567,655	538,302	508,949
Build Cost	80%	590,026	560,889	531,751	502,614	473,477	444,339	415,202	
100%	85%	494,904	465,977	437,050	408,122	379,195	350,267	321,340	
(105% = 5% increase)	90%	399,670	370,946	342,223	313,500	284,776	256,053	227,329	
	95%	304,288	275,763	247,238	218,713	190,188	161,639	133,094	
	100%	208,726	180,394	152,061	123,728	95,395	67,063	38,730	
	105%	113,087	84,967	56,846	28,726	606	(27,514)	(55,634)	
	110%	17,447	(10,460)	(38,368)	(66,276)	(94,183)	(122,091)	(149,998)	
	115%	(78,192)	(105,887)	(133,582)	(161,278)	(188,973)	(217,412)	(248,168)	
	120%	(173,832)	(201,399)	(230,243)	(261,944)	(293,716)	(325,487)	(357,259)	
	125%	(277,195)	(308,721)	(340,247)	(371,773)	(403,299)	(434,825)	(466,351)	

**TABLE 8**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	5%	10%	15%	20%	25%	30%	
	95,395	80%	(322,200)	(325,063)	(327,926)	(330,789)	(333,652)	(336,515)	(339,377)
		82%	(262,417)	(268,269)	(274,121)	(279,973)	(285,825)	(291,677)	(297,529)
Market Values	84%	(205,187)	(213,134)	(221,224)	(229,314)	(237,998)	(246,839)	(255,680)	
100%	86%	(153,263)	(163,496)	(173,729)	(183,963)	(194,196)	(204,622)	(215,291)	
(105% = 5% increase)	88%	(101,550)	(114,369)	(127,188)	(140,007)	(152,826)	(165,645)	(178,464)	
	90%	(49,837)	(65,242)	(80,646)	(96,051)	(111,456)	(126,860)	(142,265)	
	92%	1,875	(16,115)	(34,105)	(52,095)	(70,085)	(88,076)	(106,066)	
	94%	53,588	33,012	12,436	(8,139)	(28,715)	(49,291)	(69,867)	
	96%	105,301	82,139	58,978	35,816	12,655	(10,506)	(33,668)	
	98%	157,014	131,266	105,519	79,772	54,025	28,278	2,531	
	100%	208,726	180,394	152,061	123,728	95,395	67,063	38,730	
	102%	260,439	229,521	198,602	167,684	136,766	105,847	74,929	
	104%	312,090	278,613	245,136	211,640	178,136	144,632	111,128	
	106%	363,727	327,669	291,610	255,551	219,493	183,416	147,327	
	108%	415,312	376,698	338,084	299,443	260,803	222,162	183,522	
	110%	466,882	425,689	384,497	343,305	302,112	260,890	219,668	
	112%	518,438	474,681	430,910	387,139	343,369	299,598	255,814	
	114%	569,948	523,626	477,305	430,973	384,624	338,275	291,926	
	116%	621,457	572,560	523,664	474,767	425,870	376,952	328,025	
	118%	672,967	621,494	570,022	518,550	467,078	415,606	364,124	
	120%	724,427	670,406	616,381	562,333	508,286	454,238	400,190	

# 240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1

Scheme Typology: **Scheme AF** No Units: **100**  
 Site Typology: Location / Value Zone: **Rugeley** Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

		Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre (n))	95,395							
	5,000	208,726	183,494	158,261	133,029	107,797	82,564	57,332
	10,000	208,726	186,594	164,462	142,330	120,198	98,066	75,934
Grant (£ per unit)	15,000	208,726	189,694	170,663	151,631	132,599	113,567	94,535
	20,000	208,726	192,795	176,863	160,932	145,000	129,069	113,137
	25,000	208,726	195,895	183,064	170,233	157,402	144,570	131,739
	30,000	208,726	198,995	189,264	179,534	169,803	160,072	150,341
	35,000	208,726	202,096	195,465	188,835	182,204	175,573	168,939
	40,000	208,726	205,196	201,666	198,135	194,605	191,061	187,510
	45,000	208,726	208,296	207,866	207,436	206,993	206,538	206,082
	50,000	208,726	211,397	214,067	216,734	219,374	222,014	224,654
	55,000	208,726	214,497	220,268	226,020	231,755	237,490	243,216

**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

240819 Cannock (Rugeley)\_Whole Plan Viability Appraisals Z - AF v0.1 - Summary Table

Appraisal Ref:	Z	AA	AB	AC	AD	AE	AF
Scheme Typology:	Scheme Z	Scheme AA	Scheme AB	Scheme AC	Scheme AD	Scheme AE	Scheme AF
No Units:	10	20	30	40	50	80	100
Location / Value Zone:	Rugeley	Rugeley	Rugeley	Rugeley	Rugeley	Rugeley	Rugeley
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Total GDV (£)	2,528,160	5,056,320	7,584,480	10,112,640	12,640,800	20,225,280	25,281,600
<b>Policy Assumptions</b>							0.00%
AH Target % (& mix):	20%	20%	20%	20%	20%	20%	20.00%
Affordable Rent:	25%	25%	25%	25%	25%	25%	25.00%
Social Rent:	35%	35%	35%	35%	35%	35%	.35
First Homes:	25%	25%	25%	25%	25%	25%	.25
Other Intermediate (LCHO/Sub-Market etc.):	15%	15%	15%	15%	15%	15%	
CIL (£ psm)	58.84	58.84	58.84	58.84	58.84	58.84	59
CIL (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298	4,298
Site Specific S106 (£ per unit)	-	-	-	-	-	-	-
Sub-total CIL+S106 (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298	4,298
Site Infrastructure (£ per unit)	-	-	-	-	-	-	-
Sub-total CIL+S106+Infrastructure (£ per unit)	4,298	4,298	4,298	4,298	4,298	4,298	4,298
<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)	18.24%	18.24%	18.24%	18.24%	18.24%	18.24%	18.24%
Developers Profit (% on costs)	22.33%	22.26%	22.32%	22.38%	22.39%	25.53%	25.60%
Developers Profit Total (£)	461,230	922,459	1,383,689	1,844,918	2,306,148	3,689,837	4,612,296
<b>Land Value KPI's</b>							
RLV (£/acre (net))	1,660	(6,551)	1,031	7,651	8,450	320,910	326,395
RLV (£/ha (net))	4,101	(16,187)	2,547	18,906	20,879	792,968	806,523
RLV (% of GDV)	0.05%	-0.18%	0.03%	0.21%	0.24%	8.96%	9.11%
RLV Total (£)	1,172	(9,250)	2,184	21,607	29,827	1,812,497	2,304,351
BLV (£/acre (net))	253,000	253,000	253,000	253,000	253,000	231,000	231,000
BLV (£/ha (net))	625,163	625,163	625,163	625,163	625,163	570,801	570,801
BLV Total (£)	178,618	357,236	535,854	714,472	893,090	1,304,688	1,630,860
Surplus/Deficit (£/acre) [RLV-BLV]	(251,340)	(259,551)	(251,969)	(245,349)	(244,550)	89,910	95,395
Surplus/Deficit (£/ha)	(621,062)	(641,350)	(622,616)	(606,257)	(604,284)	222,167	235,722
Surplus/Deficit Total (£)	(177,446)	(366,486)	(533,670)	(692,865)	(863,263)	507,809	673,491
<b>Plan Viability comments</b>	Marginal	Not Viable	Marginal	Marginal	Marginal	Viable	Viable

Plan Viability comments	Viable	if RLV > BLV
	Marginal	if RLV < BLV, but RLV is positive
	Not Viable	if RLV < BLV, and RLV is negative



## Appendix 5 – Older Persons Housing Appraisals

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**240902 Cannock (All District Age Restricted Sheltered Hsg)\_WPV Apps BP - BS v4 - Version Notes**

<b>Date</b>	<b>Version</b>	<b>Comments</b>
30/02/2022		Issued as draft version to client
12/07/2022		Issued as final version to client
240828	v4	Updated the appraisal
240903	v4	Issued the final version to client

Appraisal Ref:  
Scheme Typology:  
Site Typology:  
Notes:

**BP**  
**Scheme BP**  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: **50**  
Greenfield/Brownfield: **Greenfield**

(see Typologies Matrix)

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				50 Units													
AH Policy requirement (% Target)				20%													
Open Market Sale (OMS) housing				80%													
AH tenure split %						25.0%		60.0% % Rented									
						35.0%											
						25.0%											
						15.0%		8.0% % of total (>10% First Homes PPG 023)									
				100%		100.0%											
CIL Rate (£ psm)				£ 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		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%		24.0		60.0%		6.0		60%		30.0					
2 bed Flat		40.0%		16.0		40.0%		4.0		40%		20.0					
Total number of units		100.0%		40.0		100.0%		10.0		100%		50.0					
OMS Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)					
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		50.0		538		75.0%				66.7		718					
2 bed Flat		70.0		753		75.0%				93.3		1,005					
AH Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)					
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		50.0		538		75.0%				66.7		718					
2 bed Flat		70.0		753		75.0%				93.3		1,005					
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		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		1,600		17,222		400		4,306		2,000		21,528					
2 bed Flat		1,493		16,074		373		4,019		1,867		20,093					
		3,093		33,296		773		8,324		3,867		41,620					
AH % by floor area:						20.00% AH % by floor area (difference due to mix)											
Open Market Sales values (£) -		£ OMS (per unit)		£ psm		£ psf				total MV (£ (no AH))							
1 bed House				#DIV/0!		#DIV/0!				0							
2 bed House				#DIV/0!		#DIV/0!				0							
3 bed House				#DIV/0!		#DIV/0!				0							
4 bed House				#DIV/0!		#DIV/0!				0							
5 bed House		0		#DIV/0!		#DIV/0!				0							
1 bed Flat		213,750		4,275		397				6,412,500							
2 bed Flat		285,000		4,071		378				5,700,000							
										12,112,500							
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		0		55%		0		35%		0		70%		0		65%	
2 bed House		0		55%		0		35%		0		70%		0		65%	
3 bed House		0		55%		0		35%		0		70%		0		65%	
4 bed House		0		55%		0		35%		0		70%		0		65%	
5 bed House		0		55%		0		35%		0		70%		0		65%	
1 bed Flat		117,563		55%		74,813		35%		149,625		70%		138,938		65%	
2 bed Flat		156,750		55%		99,750		35%		199,500		70%		185,250		65%	
										* capped @£250K							

Scheme Typology:  
Site Typology:  
Notes:

Scheme BP  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: 50  
Greenfield/Brownfield:

Greenfield

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	24.0	@	213,750		5,130,000
2 bed Flat	16.0	@	285,000		4,560,000
	40.0				9,690,000
<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	1.5	@	117,563		176,344
2 bed Flat	1.0	@	156,750		156,750
	2.5				333,094
<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	2.1	@	74,813		157,106
2 bed Flat	1.4	@	99,750		139,650
	3.5				296,756
<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	1.5	@	149,625		224,438
2 bed Flat	1.0	@	199,500		199,500
	2.5				423,938
<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	0.9	@	138,938		125,044
2 bed Flat	0.6	@	185,250		111,150
	1.5	10.0			236,194
<b>Sub-total GDV Residential</b>	<b>50</b>				<b>10,979,981</b>
	AH on-site cost analysis:			EMV (no AH) less EGDV (inc. AH)	1,132,519
		293 £ psm (total GIA sqm)		22,650 £ per unit (total units)	
<b>Grant</b>	10	AH units @		per unit	-
<b>Total GDV</b>					<b>10,979,981</b>

Scheme Typology:  
Site Typology:  
Notes:

Scheme BP  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: 50  
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL									
3,093 sqm (Market only) 0.00 £ psm									
CIL analysis: 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 50 units @ per unit									
Sub-total									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 3,867 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
cont./									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation									
0.40 ha @ 50,000 £ per ha (20,000)									
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 50 units @ per unit									
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ psm									
2 bed House - sqm @ psm									
3 bed House - sqm @ psm									
4 bed House - sqm @ psm									
5 bed House - sqm @ psm									
1 bed Flat 2,000 sqm @ 1,681 psm (3,362,000)									
2 bed Flat 1,867 sqm @ 1,681 psm (3,137,867)									
Garages for 3 bed House (OMS only) - units @ 50% @ 6,000 £ per garage									
Garages for 4 bed House (OMS only) - units @ 75% @ 6,000 £ per garage									
Garages for 5 bed House (OMS only) - units @ 120% @ 6,000 £ per garage									
External works 6,499,867 @ 10.0% 13,000 £ per unit (total units) (649,987)									
Ext. Works analysis:									
Policy Costs on design -									
Net Biodiversity costs 50 units @ 1,003 £ per unit (50,150)									
M4(2) Category 2 Housing Aff units 10 units @ 95% @ 521 £ per unit (4,950)									
M4(3) Category 3 Housing Aff units 10 units @ 5% @ 10,111 £ per unit (5,056)									
M4(2) Category 2 Housing OMS units 40 units @ 95% @ 521 £ per unit (19,798)									
M4(3) Category 3 Housing OMS units 40 units @ 5% @ 10,111 £ per unit (20,222)									
Part L/FHS 50 units @ 4,500 £ per unit (225,000)									
Additional Low Carbon/Energy Reduction 50 units @ 0 £ per unit									
EV Charging Points - Houses - units @ 1,000 £ per unit									
EV Charging Points - Flats 50 units @ 4 flats per charger 10,000 £ per 4 units (125,000)									
SAC 50 units @ 290.58 £ per unit (14,529)									
Sub-total (464,704)									
Policy Costs analysis: (design costs only) 9,294 £ per unit (total units)									
Contingency (on construction) 7,634,557 @ 3.0% (229,037)									

<b>Scheme Typology:</b>	<b>Scheme BP</b>	No Units:	<b>50</b>	
<b>Site Typology:</b>	Norton Canes / Heath Hayes / Hednesford	Greenfield/Brownfield:	<b>Greenfield</b>	
<b>Notes:</b>	n/a			
<b>Professional Fees</b>	7,634,557 @		<b>6.5%</b>	(496,246)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	9,690,000 OMS @		<b>1.50%</b>	2,907 £ per unit (145,350)
Residential Sales Agent Costs	9,690,000 OMS @		<b>0.50%</b>	969 £ per unit (48,450)
Residential Sales Legal Costs	9,690,000 OMS @		<b>1.00%</b>	1,938 £ per unit (96,900)
Affordable Sale Legal Costs				lump sum (10,000)
<b>Disposal Cost analysis:</b>				<b>6,014 £ per unit</b>
<b>Interest (on Development Costs) -</b>	<b>7.00%</b> APR		0.565% pcm	(87,955)
<b>Developers Profit -</b>				
Profit on OMS	9,690,000		<b>20.00%</b>	(1,938,000)
Margin on AH	1,289,981		<b>6.00%</b> on AH values	(77,399)
<b>Profit analysis:</b>	<b>10,979,981</b>		<b>18.36%</b> blended GDV	<b>(2,015,399)</b>
	<b>8,841,596</b>		<b>22.79%</b> on costs	<b>(2,015,399)</b>
<b>TOTAL COSTS</b>				<b>(10,856,994)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				122,987
SDLT	122,987 @		HMRC formula	4,351
Acquisition Agent fees	122,987 @		<b>1.0%</b>	(1,230)
Acquisition Legal fees	122,987 @		<b>0.5%</b>	(615)
Interest on Land	122,987 @		7.00%	(8,609)
Residual Land Value				<b>116,884</b>
<b>RLV analysis:</b>	<b>2,338 £ per plot</b>	<b>292,209 £ per ha (net)</b>	<b>118,255 £ per acre (net)</b>	
		<b>233,767 £ per ha (gross)</b>	<b>94,604 £ per acre (gross)</b>	
			<b>1.06% % RLV / GDV</b>	

Scheme Typology: **Scheme BP** No Units: **50**  
 Site Typology: Norton Canes / Heath Hayes / Hednesford Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

BENCHMARK LAND VALUE (BLV)				
Residential Density			125.0	dph (net)
Site Area (net)			0.40	ha (net)
Net to Gross ratio			80%	
Site Area (gross)			0.50	ha (gross)
Benchmark Land Value (net)	2,640	£ per plot	329,950	£ per ha (net)
		Density	9,667	sqm/ha (net)
			100	dph (gross)
			263,960	£ per ha (gross)
			133,529	£ per acre (net)
			42,109	sqft/ac (net)
			106,823	£ per acre (gross)
				1.24 acres (gross)
				131,980
BALANCE				
Surplus/(Deficit)			(37,741)	£ per ha (net)
			(15,274)	£ per acre (net)
				(15,097)

Scheme Typology:  
Site Typology:  
Notes:

Scheme BP  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: 50  
Greenfield/Brownfield:

Greenfield

**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 20%							
Balance (RLV - BLV £ per acre (n))		(15,274)	0%	10%	15%	20%	25%	30%	35%
CIL £ psm	0.00		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)
	5.00		547,141	259,960	115,624	(29,371)	(175,414)	(322,967)	(472,777)
	10.00		529,765	244,219	100,706	(43,518)	(188,781)	(335,558)	(484,701)
	15.00		512,388	228,479	85,788	(57,664)	(202,152)	(348,155)	(496,625)
	20.00		495,011	212,738	70,870	(71,810)	(215,524)	(360,805)	(508,549)
	25.00		477,634	196,998	55,929	(85,957)	(228,895)	(373,455)	(520,527)
	30.00		460,257	181,257	40,956	(100,103)	(242,266)	(386,105)	(532,514)
	35.00		442,881	165,506	25,983	(114,266)	(255,689)	(398,755)	(544,502)
	40.00		425,504	149,710	11,010	(128,469)	(269,119)	(411,466)	(556,531)
	45.00		408,024	133,915	(3,963)	(142,672)	(282,548)	(424,177)	(568,585)
	50.00		390,592	118,119	(18,936)	(156,875)	(295,977)	(436,888)	(580,638)
	55.00		373,161	102,323	(33,920)	(171,078)	(309,423)	(449,612)	(592,733)
	60.00		355,729	86,528	(48,950)	(185,281)	(322,913)	(462,387)	(604,855)
	65.00		338,298	70,732	(63,981)	(199,542)	(336,403)	(475,162)	(616,976)
	70.00		320,866	54,909	(79,011)	(213,804)	(349,893)	(487,937)	(629,098)
	75.00		303,435	39,055	(94,042)	(228,067)	(363,383)	(500,754)	(641,219)
80.00		285,950	23,201	(109,072)	(242,330)	(376,835)	(513,595)	(653,341)	
85.00		268,460	7,348	(124,133)	(256,596)	(390,488)	(526,436)	(665,462)	
90.00		250,970	(8,506)	(139,224)	(270,921)	(404,041)	(539,299)	(677,584)	
95.00		233,481	(24,360)	(154,315)	(285,245)	(417,595)	(552,208)	(689,705)	
100.00		215,991	(40,236)	(169,405)	(299,570)	(431,213)	(565,118)	(701,827)	
105.00		198,502	(56,151)	(184,496)	(313,895)	(444,832)	(578,041)	(713,948)	
110.00		181,012	(72,065)	(199,606)	(328,254)	(458,451)	(591,022)	(726,070)	
115.00		163,476	(87,980)	(214,760)	(342,644)	(472,089)	(604,002)	(738,191)	
120.00		145,925	(103,895)	(229,914)	(357,033)	(485,776)	(617,002)	(750,313)	
125.00		128,375	(119,809)	(245,067)	(371,423)	(499,464)	(630,056)	(762,434)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(15,274)	0%	10%	15%	20%	25%	30%	35%
Profit	15.0%		1,094,532	752,713	581,054	408,737	235,411	60,633	(116,389)
	16.0%		988,529	657,311	490,951	323,935	155,909	(13,569)	(185,290)
	17.0%		882,526	561,908	400,849	239,133	76,407	(87,771)	(254,192)
	18.0%		776,524	466,506	310,747	154,331	(3,095)	(161,973)	(323,094)
	19.0%		670,521	371,103	220,644	69,529	(82,597)	(236,175)	(391,996)
	20.0%		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(15,274)	0%	10%	15%	20%	25%	30%	35%
BLV (£ per acre)	100,000		598,047	309,230	164,071	18,255	(128,570)	(276,848)	(427,369)
	115,000		583,047	294,230	149,071	3,255	(143,570)	(291,848)	(442,369)
	130,000		568,047	279,230	134,071	(11,745)	(158,570)	(306,848)	(457,369)
	145,000		553,047	264,230	119,071	(26,745)	(173,570)	(321,848)	(472,369)
	160,000		538,047	249,230	104,071	(41,745)	(188,570)	(336,848)	(487,369)
	175,000		523,047	234,230	89,071	(56,745)	(203,570)	(351,848)	(502,369)
	190,000		508,047	219,230	74,071	(71,745)	(218,570)	(366,848)	(517,369)
	205,000		493,047	204,230	59,071	(86,745)	(233,570)	(381,848)	(532,369)
	220,000		478,047	189,230	44,071	(101,745)	(248,570)	(396,848)	(547,369)
	235,000		463,047	174,230	29,071	(116,745)	(263,570)	(411,848)	(562,369)
	250,000		448,047	159,230	14,071	(131,745)	(278,570)	(426,848)	(577,369)
	265,000		433,047	144,230	(929)	(146,745)	(293,570)	(441,848)	(592,369)
	280,000		418,047	129,230	(15,929)	(161,745)	(308,570)	(456,848)	(607,369)
	295,000		403,047	114,230	(30,929)	(176,745)	(323,570)	(471,848)	(622,369)
	310,000		388,047	99,230	(45,929)	(191,745)	(338,570)	(486,848)	(637,369)
	325,000		373,047	84,230	(60,929)	(206,745)	(353,570)	(501,848)	(652,369)



Scheme Typology:  
Site Typology:  
Notes:

**Scheme BP**  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: **50**  
Greenfield/Brownfield:

**Greenfield**

**TABLE 4**

		Affordable Housing - % on site 20%							
		(15,274)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))									
	100		420,723	189,623	73,473	(43,203)	(160,711)	(279,405)	(399,896)
Density (dph)	105		449,482	206,839	84,887	(37,617)	(160,988)	(285,600)	(412,096)
	110		478,241	224,054	96,301	(32,031)	(161,266)	(291,794)	(424,297)
125.0	115		507,000	241,270	107,714	(26,445)	(161,544)	(297,988)	(436,497)
	120		535,759	258,485	119,128	(20,860)	(161,821)	(304,182)	(448,697)
	125		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)
	130		593,277	292,916	141,956	(9,688)	(162,377)	(316,571)	(473,098)
	135		622,036	310,132	153,370	(4,102)	(162,654)	(322,765)	(485,298)
	140		650,795	327,347	164,784	1,484	(162,932)	(328,960)	(497,498)
	145		679,554	344,563	176,197	7,070	(163,210)	(335,154)	(509,699)
	150		708,313	361,778	187,611	12,656	(163,487)	(341,348)	(521,899)

**TABLE 5**

		Affordable Housing - % on site 20%							
		(15,274)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))									
	90%		1,266,550	980,534	837,362	693,933	550,315	406,395	262,055
Build Cost	92%		1,126,748	840,343	696,876	553,174	409,185	264,790	119,853
	94%		986,617	699,818	556,033	411,974	267,526	122,526	(23,263)
100%	96%		846,228	558,892	414,764	270,261	125,198	(20,600)	(167,496)
	98%		705,552	417,554	272,997	127,870	(17,937)	(164,790)	(313,226)
	100%		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)
	102%		423,056	133,214	(12,610)	(159,408)	(307,527)	(457,749)	(611,313)
	104%		281,093	(9,947)	(156,716)	(304,728)	(454,656)	(607,574)	(763,229)
	106%		138,559	(154,025)	(301,947)	(451,623)	(603,982)	(759,457)	(915,615)
	108%		(4,621)	(299,166)	(448,596)	(600,540)	(755,685)	(911,621)	(1,068,477)
	110%		(148,643)	(445,663)	(597,165)	(751,912)	(907,630)	(1,064,396)	(1,222,116)
	112%		(293,604)	(593,885)	(748,140)	(903,828)	(1,060,405)	(1,217,845)	(1,376,503)

**TABLE 6**

		Affordable Housing - % on site 20%							
		(15,274)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))									
	80%		(1,167,456)	(1,301,581)	(1,369,177)	(1,437,177)	(1,642,790)	(2,435,491)	(3,228,192)
Market Values	82%		(986,468)	(1,137,684)	(1,213,743)	(1,290,299)	(1,367,223)	(1,462,113)	(2,324,331)
	84%		(806,408)	(974,692)	(1,059,167)	(1,144,289)	(1,229,729)	(1,315,702)	(1,420,478)
100%	86%		(627,272)	(812,458)	(905,549)	(999,060)	(1,093,025)	(1,187,470)	(1,282,615)
	88%		(451,555)	(650,840)	(752,622)	(854,479)	(957,027)	(1,059,950)	(1,163,519)
	90%		(278,725)	(491,610)	(600,206)	(710,747)	(821,534)	(933,066)	(1,045,064)
	92%		(107,845)	(335,185)	(450,488)	(567,520)	(686,831)	(806,599)	(927,177)
	94%		61,604	(180,679)	(303,109)	(426,861)	(552,582)	(680,876)	(809,704)
	96%		229,964	(27,576)	(157,436)	(288,301)	(420,691)	(555,392)	(692,882)
	98%		397,555	124,425	(12,967)	(151,243)	(290,695)	(431,978)	(576,142)
	100%		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)
	102%		730,960	426,319	273,383	119,809	(34,519)	(190,083)	(347,437)
	104%		896,984	576,437	415,611	254,274	92,227	(70,792)	(235,278)
106%		1,062,696	726,153	557,399	388,205	218,374	47,766	(124,138)	
108%		1,228,186	875,494	698,796	521,687	344,029	165,683	(13,736)	
110%		1,393,310	1,024,587	839,863	654,805	469,271	283,118	96,037	
112%		1,558,362	1,173,524	980,709	787,642	594,179	400,171	205,343	
114%		1,723,133	1,322,125	1,121,375	920,281	718,831	516,918	314,251	
116%		1,887,904	1,470,691	1,261,766	1,052,673	843,258	633,363	422,830	
118%		2,052,371	1,618,984	1,402,112	1,184,895	967,423	749,562	531,149	
120%		2,216,835	1,767,278	1,542,194	1,316,985	1,091,513	865,623	639,275	

**TABLE 7**

		Affordable Housing - % on site 20%							
		(15,274)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))									
	-		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)
Additional Low Carbon/Energy Reduction	1,000		515,082	225,929	80,589	(65,566)	(212,803)	(361,672)	(513,120)
	2,000		465,646	176,157	30,509	(115,940)	(263,662)	(413,214)	(565,745)
7,500	3,000		416,109	126,218	(19,633)	(166,487)	(314,702)	(465,029)	(618,753)
	4,000		366,509	76,265	(69,947)	(217,184)	(365,947)	(517,142)	(671,871)
	5,000		316,909	26,149	(120,328)	(268,022)	(417,425)	(569,580)	(724,990)
	6,000		267,151	(23,993)	(170,876)	(319,026)	(469,160)	(622,420)	(778,109)
	7,000		217,379	(74,328)	(221,566)	(370,250)	(521,180)	(675,539)	(831,227)
	8,000		167,522	(124,716)	(272,383)	(421,688)	(573,509)	(728,657)	(884,638)
	9,000		117,570	(175,264)	(323,372)	(473,354)	(626,176)	(781,776)	(938,057)
	10,000		67,572	(225,947)	(374,574)	(525,272)	(679,206)	(834,895)	(991,476)



Scheme Typology:  
Site Typology:  
Notes:

Scheme BQ  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: 50  
Greenfield/Brownfield:

Brownfield

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	24.0	@	213,750	5,130,000	
2 bed Flat	16.0	@	285,000	4,560,000	
	40.0				9,690,000
<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	1.5	@	117,563	176,344	
2 bed Flat	1.0	@	156,750	156,750	
	2.5				333,094
<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	2.1	@	74,813	157,106	
2 bed Flat	1.4	@	99,750	139,650	
	3.5				296,756
<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	1.5	@	149,625	224,438	
2 bed Flat	1.0	@	199,500	199,500	
	2.5				423,938
<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	0.9	@	138,938	125,044	
2 bed Flat	0.6	@	185,250	111,150	
	1.5	10.0			236,194
<b>Sub-total GDV Residential</b>	<b>50</b>				<b>10,979,981</b>
<b>AH on-site cost analysis:</b>				<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,132,519</b>
			<b>293 £ psm (total GIA sqm)</b>	<b>22,650 £ per unit (total units)</b>	
<b>Grant</b>	10	AH units @		per unit	-
<b>Total GDV</b>					<b>10,979,981</b>

Scheme Typology:  
Site Typology:  
Notes:

Scheme BQ  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: 50  
Greenfield/Brownfield:

Brownfield

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL									
3,093 sqm (Market only) 0.00 £ psm									
CIL analysis: 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 50 units @ per unit									
Sub-total									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 3,867 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
cont./									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation									
0.40 ha @ 50,000 £ per ha (20,000)									
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 50 units @ per unit									
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,119 psm									
2 bed House - sqm @ 1,119 psm									
3 bed House - sqm @ 1,119 psm									
4 bed House - sqm @ 1,119 psm									
5 bed House - sqm @ 1,119 psm									
1 bed Flat 2,000 sqm @ 1,681 psm									
2 bed Flat 1,867 sqm @ 1,681 psm									
Garages for 3 bed House (OMS only) - units @ 50% @ 6,000 £ per garage									
Garages for 4 bed House (OMS only) - units @ 75% @ 6,000 £ per garage									
Garages for 5 bed House (OMS only) - units @ 120% @ 6,000 £ per garage									
External works 6,499,867 @ 10.0% 13,000 £ per unit (total units) (649,987)									
Ext. Works analysis:									
Policy Costs on design -									
Net Biodiversity costs 50 units @ 268 £ per unit (13,400)									
M4(2) Category 2 Housing Aff units 10 units @ 95% @ 521 £ per unit (4,950)									
M4(3) Category 3 Housing Aff units 10 units @ 5% @ 10,111 £ per unit (5,056)									
M4(2) Category 2 Housing OMS units 40 units @ 95% @ 521 £ per unit (19,798)									
M4(3) Category 3 Housing OMS units 40 units @ 5% @ 10,111 £ per unit (20,222)									
Part L/FHS 50 units @ 4,500 £ per unit (225,000)									
Additional Low Carbon/Energy Reduction 50 units @ 0 £ per unit									
EV Charging Points - Houses - units @ 1,000 £ per unit									
EV Charging Points - Flats 50 units @ 4 flats per charger 10,000 £ per 4 units (125,000)									
SAC 50 units @ 290.58 £ per unit (14,529)									
Sub-total (427,954)									
Policy Costs analysis: (design costs only) 8,559 £ per unit (total units)									
Contingency (on construction) 7,597,807 @ 5.0% (379,890)									

<b>Scheme Typology:</b>	<b>Scheme BQ</b>	No Units:	<b>50</b>	
<b>Site Typology:</b>	Norton Canes / Heath Hayes / Hednesford	Greenfield/Brownfield:	<b>Brownfield</b>	
<b>Notes:</b>	n/a			
<b>Professional Fees</b>	7,597,807 @		<b>6.5%</b>	(493,857)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	9,690,000 OMS @		<b>1.50%</b>	2,907 £ per unit (145,350)
Residential Sales Agent Costs	9,690,000 OMS @		<b>0.50%</b>	969 £ per unit (48,450)
Residential Sales Legal Costs	9,690,000 OMS @		<b>1.00%</b>	1,938 £ per unit (96,900)
Affordable Sale Legal Costs				lump sum (10,000)
<b>Disposal Cost analysis:</b>				<b>6,014 £ per unit</b>
<b>Interest (on Development Costs) -</b>	<b>7.00%</b> APR		0.565% pcm	(93,604)
<b>Developers Profit -</b>				
Profit on OMS	9,690,000		<b>20.00%</b>	(1,938,000)
Margin on AH	1,289,981		<b>6.00%</b> on AH values	(77,399)
<b>Profit analysis:</b>	<b>10,979,981</b>		<b>18.36%</b> blended GDV	<b>(2,015,399)</b>
	<b>8,958,959</b>		<b>22.50%</b> on costs	<b>(2,015,399)</b>
<b>TOTAL COSTS</b>				<b>(10,974,358)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				5,623
SDLT	5,623 @		HMRC formula	10,219
Acquisition Agent fees	5,623 @		<b>1.0%</b>	(56)
Acquisition Legal fees	5,623 @		<b>0.5%</b>	(28)
Interest on Land	5,623 @		7.00%	(394)
Residual Land Value				<b>15,364</b>
<b>RLV analysis:</b>	<b>307 £ per plot</b>	<b>38,410 £ per ha (net)</b>	<b>15,544 £ per acre (net)</b>	
		<b>34,569 £ per ha (gross)</b>	<b>13,990 £ per acre (gross)</b>	
			<b>0.14% % RLV / GDV</b>	

Scheme Typology: **Scheme BQ** No Units: **50**  
 Site Typology: Norton Canes / Heath Hayes / Hednesford Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

BENCHMARK LAND VALUE (BLV)				
Residential Density			125.0	dph (net)
Site Area (net)			0.40	ha (net)
Net to Gross ratio			90%	
Site Area (gross)			0.44	ha (gross)
Benchmark Land Value (net)	4,566	£ per plot	570,801	£ per ha (net)
		Density	9.667	sqm/ha (net)
			113	dph (gross)
			513,721	£ per ha (gross)
			231,000	£ per acre (net)
			42,109	sqft/ac (net)
			207,900	£ per acre (gross)
				228,320
<b>BALANCE</b>				
Surplus/(Deficit)			(532,391)	£ per ha (net)
			(215,456)	£ per acre (net)
				(212,956)

Scheme Typology:  
Site Typology:  
Notes:

Scheme BQ  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: 50  
Greenfield/Brownfield:

Brownfield

**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 20%							
Balance (RLV - BLV £ per acre (n))		(215,456)	0%	10%	15%	20%	25%	30%	35%
CIL £ psm	0.00	0.00	366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)
		5.00	348,798	60,883	(83,964)	(229,659)	(376,625)	(525,489)	(677,406)
		10.00	331,368	45,087	(98,936)	(243,862)	(390,054)	(538,200)	(689,497)
		15.00	313,936	29,292	(113,909)	(258,065)	(403,492)	(550,947)	(701,619)
		20.00	296,505	13,496	(128,895)	(272,268)	(416,982)	(563,722)	(713,740)
		25.00	279,073	(2,300)	(143,925)	(286,494)	(430,472)	(576,497)	(725,862)
		30.00	261,642	(18,095)	(158,956)	(300,757)	(443,962)	(589,272)	(737,983)
		35.00	244,210	(33,899)	(173,986)	(315,019)	(457,452)	(602,112)	(750,105)
		40.00	226,778	(49,753)	(189,017)	(329,282)	(470,944)	(614,953)	(762,226)
		45.00	209,347	(65,607)	(204,047)	(343,544)	(484,547)	(627,794)	(774,348)
		50.00	191,915	(81,460)	(219,109)	(357,835)	(498,101)	(640,680)	(786,469)
		55.00	174,484	(97,314)	(234,199)	(372,160)	(511,654)	(653,589)	(798,591)
		60.00	156,880	(113,168)	(249,290)	(386,485)	(525,261)	(666,499)	(810,712)
		65.00	139,390	(129,022)	(264,381)	(400,809)	(538,880)	(679,445)	(822,833)
		70.00	121,900	(144,937)	(279,472)	(415,134)	(552,499)	(692,425)	(834,955)
		75.00	104,411	(160,852)	(294,580)	(429,518)	(566,124)	(705,406)	(847,076)
80.00	86,921	(176,766)	(309,734)	(443,907)	(579,811)	(718,428)	(859,198)		
85.00	69,384	(192,681)	(324,888)	(458,297)	(593,499)	(731,482)	(871,319)		
90.00	51,833	(208,596)	(340,042)	(472,686)	(607,186)	(744,536)	(883,441)		
95.00	34,282	(224,537)	(355,196)	(487,124)	(620,917)	(757,590)	(895,562)		
100.00	16,731	(240,516)	(370,381)	(501,580)	(634,675)	(770,644)	(907,684)		
105.00	(819)	(256,494)	(385,601)	(516,037)	(648,433)	(783,698)	(919,805)		
110.00	(18,370)	(272,473)	(400,821)	(530,494)	(662,218)	(796,752)	(931,927)		
115.00	(35,939)	(288,451)	(416,041)	(545,008)	(676,050)	(809,806)	(944,127)		
120.00	(53,554)	(304,450)	(431,262)	(559,535)	(689,881)	(822,859)	(956,317)		
125.00	(71,170)	(320,495)	(446,551)	(574,062)	(703,736)	(835,913)	(968,507)		

TABLE 2		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(215,456)	0%	10%	15%	20%	25%	30%	35%
Profit	20.0%	15.0%	896,188	553,685	381,521	208,555	34,315	(141,768)	(320,843)
		16.0%	790,186	458,282	291,419	123,753	(45,187)	(215,970)	(389,745)
		17.0%	684,183	362,880	201,316	38,951	(124,690)	(290,172)	(458,647)
		18.0%	578,180	267,477	111,214	(45,851)	(204,192)	(364,374)	(527,549)
		19.0%	472,177	172,075	21,112	(130,653)	(283,694)	(438,576)	(596,451)
		20.0%	366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)

TABLE 3		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(215,456)	0%	10%	15%	20%	25%	30%	35%
BLV (£ per acre)	231,000	100,000	497,175	207,672	62,009	(84,456)	(232,196)	(381,778)	(534,352)
		115,000	482,175	192,672	47,009	(99,456)	(247,196)	(396,778)	(549,352)
		130,000	467,175	177,672	32,009	(114,456)	(262,196)	(411,778)	(564,352)
		145,000	452,175	162,672	17,009	(129,456)	(277,196)	(426,778)	(579,352)
		160,000	437,175	147,672	2,009	(144,456)	(292,196)	(441,778)	(594,352)
		175,000	422,175	132,672	(12,991)	(159,456)	(307,196)	(456,778)	(609,352)
		190,000	407,175	117,672	(27,991)	(174,456)	(322,196)	(471,778)	(624,352)
		205,000	392,175	102,672	(42,991)	(189,456)	(337,196)	(486,778)	(639,352)
		220,000	377,175	87,672	(57,991)	(204,456)	(352,196)	(501,778)	(654,352)
		235,000	362,175	72,672	(72,991)	(219,456)	(367,196)	(516,778)	(669,352)
		250,000	347,175	57,672	(87,991)	(234,456)	(382,196)	(531,778)	(684,352)
		265,000	332,175	42,672	(102,991)	(249,456)	(397,196)	(546,778)	(699,352)
		280,000	317,175	27,672	(117,991)	(264,456)	(412,196)	(561,778)	(714,352)
		295,000	302,175	12,672	(132,991)	(279,456)	(427,196)	(576,778)	(729,352)
		310,000	287,175	(2,328)	(147,991)	(294,456)	(442,196)	(591,778)	(744,352)
		325,000	272,175	(17,328)	(162,991)	(309,456)	(457,196)	(606,778)	(759,352)

Scheme Typology:  
Site Typology:  
Notes:

Scheme BQ  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: 50  
Greenfield/Brownfield:

Brownfield

	(215,456)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))		242,482	10,815	(105,744)	(222,964)	(341,205)	(460,945)	(583,107)
Density (dph)		267,220	23,988	(98,393)	(221,462)	(345,603)	(471,312)	(599,556)
125.0		291,959	37,161	(91,043)	(219,961)	(350,001)	(481,678)	(616,005)
		316,697	50,333	(83,692)	(218,459)	(354,399)	(492,045)	(632,454)
		341,436	63,505	(76,341)	(216,957)	(358,798)	(502,411)	(648,903)
		366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)
		390,913	89,840	(61,640)	(213,954)	(367,594)	(523,144)	(681,801)
		415,652	103,008	(54,289)	(212,452)	(371,992)	(533,511)	(698,250)
		440,390	116,176	(46,939)	(210,950)	(376,390)	(543,877)	(714,699)
		465,129	129,344	(39,588)	(209,449)	(380,788)	(554,244)	(731,148)
		489,867	142,511	(32,237)	(207,947)	(385,187)	(564,610)	(747,597)

	(215,456)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))		1,082,129	795,883	652,504	508,960	365,138	220,920	76,191
Build Cost		939,537	652,880	509,245	365,345	221,065	76,287	(69,167)
100%		796,723	509,529	365,553	221,209	76,383	(69,123)	(215,608)
(105% = 5% increase)		653,615	365,760	221,354	76,480	(69,079)	(215,557)	(363,431)
		510,099	221,499	76,576	(69,035)	(215,506)	(363,313)	(513,109)
		366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)
		221,788	(68,947)	(215,405)	(363,078)	(512,447)	(664,563)	(819,545)
		76,804	(215,354)	(362,960)	(512,202)	(663,879)	(818,947)	(974,888)
		(68,859)	(362,861)	(511,957)	(663,286)	(817,950)	(973,687)	(1,130,453)
		(215,254)	(511,712)	(662,735)	(816,952)	(972,841)	(1,129,253)	(1,286,798)
		(362,708)	(662,263)	(815,954)	(971,643)	(1,128,052)	(1,285,323)	(1,443,811)
		(511,324)	(815,008)	(970,645)	(1,126,851)	(1,283,859)	(1,441,999)	(1,601,533)

	(215,456)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))		(1,374,542)	(1,509,287)	(1,577,209)	(1,648,213)	(2,440,871)	(3,233,572)	(4,026,273)
Market Values		(1,192,938)	(1,344,770)	(1,421,254)	(1,498,038)	(1,575,552)	(2,260,183)	(3,122,412)
100%		(1,012,265)	(1,181,162)	(1,266,222)	(1,351,530)	(1,437,436)	(1,524,032)	(2,218,551)
(105% = 5% increase)		(832,661)	(1,018,507)	(1,112,019)	(1,205,864)	(1,300,116)	(1,395,176)	(1,490,945)
		(654,779)	(856,672)	(958,479)	(1,060,949)	(1,163,694)	(1,267,036)	(1,371,225)
		(480,447)	(695,569)	(805,816)	(916,604)	(1,027,951)	(1,139,713)	(1,252,215)
		(308,491)	(537,458)	(654,075)	(772,921)	(892,688)	(1,013,026)	(1,133,922)
		(138,238)	(381,816)	(505,209)	(630,321)	(757,986)	(886,734)	(1,016,175)
		30,743	(227,842)	(358,408)	(490,335)	(624,214)	(761,011)	(898,739)
		198,845	(75,141)	(213,124)	(352,201)	(492,829)	(635,817)	(781,997)
		366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)
		532,932	227,673	74,354	(79,753)	(234,837)	(391,392)	(550,356)
		699,255	378,126	216,968	55,213	(107,429)	(271,269)	(437,032)
		865,157	528,125	359,076	189,528	19,206	(152,124)	(324,998)
		1,030,737	677,764	500,769	323,344	145,278	(33,652)	(213,925)
		1,196,125	827,076	642,134	456,777	270,867	84,191	(103,585)
		1,361,238	976,079	783,151	589,858	396,053	201,588	6,165
		1,526,195	1,124,940	923,926	722,635	520,914	318,611	115,455
		1,690,966	1,273,542	1,064,581	855,225	645,529	435,335	224,354
		1,855,662	1,422,046	1,204,927	987,617	769,955	551,780	332,929
		2,020,126	1,570,340	1,345,256	1,119,801	894,092	667,964	441,249

	(215,456)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))		366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)
Additional Low Carbon/Energy Reduction		315,725	25,814	(120,049)	(266,927)	(415,180)	(565,552)	(719,343)
7,500		265,220	(25,061)	(171,293)	(318,563)	(467,380)	(618,636)	(773,432)
		214,711	(76,098)	(222,614)	(370,350)	(519,822)	(672,055)	(827,521)
		164,030	(127,173)	(274,085)	(422,312)	(572,532)	(725,921)	(881,609)
		113,349	(178,433)	(325,727)	(474,475)	(625,536)	(780,010)	(935,730)
		62,556	(229,772)	(377,504)	(526,882)	(678,862)	(834,099)	(990,124)
		11,691	(281,243)	(429,444)	(579,530)	(732,537)	(888,187)	(1,044,519)
		(39,254)	(332,890)	(481,602)	(632,441)	(786,588)	(942,276)	(1,098,914)
		(90,312)	(384,659)	(533,977)	(685,670)	(840,677)	(996,542)	(1,153,327)
		(141,451)	(436,579)	(586,574)	(739,237)	(894,765)	(1,050,937)	(1,208,029)



Appraisal Ref:  
Scheme Typology:  
Site Typology:  
Notes:

BR  
Scheme BR  
Rugeley / Cannock  
n/a

No Units: 50  
Greenfield/Brownfield:

Greenfield

(see Typologies Matrix)

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				50 Units			
AH Policy requirement (% Target)				20%			
Open Market Sale (OMS) housing				80%			
AH tenure split %							
Open Market Sale (OMS)							
Affordable Rent:				25.0%		60.0% % Rented	
Social Rent:				35.0%			
First Homes:				25.0%			
Other Intermediate (LCHO/Sub-Market etc.):				15.0%		8.0% % of total (>10% First Homes PPG 023)	
				100%		100.0%	
CIL Rate (£ psm)				£ 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		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%	24.0	60.0%	6.0	60%	30.0
2 bed Flat		40.0%	16.0	40.0%	4.0	40%	20.0
Total number of units		100.0%	40.0	100.0%	10.0	100%	50.0
OMS Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
		(sqft)		%		(sqft)	
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		50.0	538	75.0%		66.7	718
2 bed Flat		70.0	753	75.0%		93.3	1,005
AH Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)	
		(sqft)		%		(sqft)	
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		50.0	538	75.0%		66.7	718
2 bed Flat		70.0	753	75.0%		93.3	1,005
Total Gross Floor areas -		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		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		1,600	17,222	400	4,306	2,000	21,528
2 bed Flat		1,493	16,074	373	4,019	1,867	20,093
		3,093	33,296	773	8,324	3,867	41,620
AH % by floor area:				20.00% AH % by floor area (difference due to mix)			
Open Market Sales values (£) -		£ OMS (per unit)		£ psm		£ psf	
				#DIV/0!		#DIV/0!	
1 bed House							total MV £ (no AH)
2 bed House							0
3 bed House							0
4 bed House							0
5 bed House		0					0
1 bed Flat		213,750	4,275	397			6,412,500
2 bed Flat		285,000	4,071	378			5,700,000
							12,112,500
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £	
						% of MV	
						First Homes £*	
						% of MV	
						Other Int. £	
						% of MV	
1 bed House		0	55%	0	35%	0	70%
2 bed House		0	55%	0	35%	0	70%
3 bed House		0	55%	0	35%	0	70%
4 bed House		0	55%	0	35%	0	70%
5 bed House		0	55%	0	35%	0	70%
1 bed Flat		117,563	55%	74,813	35%	149,625	70%
2 bed Flat		156,750	55%	99,750	35%	199,500	70%
						138,938	65%
						185,250	65%

\* capped @£250K

Scheme Typology:  
Site Typology:  
Notes:

Scheme BR  
Rugeley / Cannock  
n/a

No Units: 50  
Greenfield/Brownfield:

Greenfield

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	24.0	@	213,750	5,130,000
2 bed Flat	16.0	@	285,000	4,560,000
	40.0			9,690,000
<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	1.5	@	117,563	176,344
2 bed Flat	1.0	@	156,750	156,750
	2.5			333,094
<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	2.1	@	74,813	157,106
2 bed Flat	1.4	@	99,750	139,650
	3.5			296,756
<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	1.5	@	149,625	224,438
2 bed Flat	1.0	@	199,500	199,500
	2.5			423,938
<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	0.9	@	138,938	125,044
2 bed Flat	0.6	@	185,250	111,150
	1.5	10.0		236,194
<b>Sub-total GDV Residential</b>	<b>50</b>			<b>10,979,981</b>
<i>AH on-site cost analysis:</i>				
	293 £ psm (total GIA sqm)		EMV (no AH) less EGDV (inc. AH)	1,132,519
			22,650 £ per unit (total units)	
<b>Grant</b>	10	AH units @	per unit	-
<b>Total GDV</b>				<b>10,979,981</b>

Scheme Typology:  
Site Typology:  
Notes:

Scheme BR  
Rugeley / Cannock  
n/a

No Units: 50  
Greenfield/Brownfield:

Greenfield

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL									
3,093 sqm (Market only) 0.00 £ psm									
CIL analysis: 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 50 units @ per unit									
Sub-total									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 3,867 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
cont./									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation									
0.40 ha @ 50,000 £ per ha (20,000)									
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 50 units @ per unit									
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,119 psm									
2 bed House - sqm @ 1,119 psm									
3 bed House - sqm @ 1,119 psm									
4 bed House - sqm @ 1,119 psm									
5 bed House - sqm @ 1,119 psm									
1 bed Flat 2,000 sqm @ 1,681 psm									
2 bed Flat 1,867 sqm @ 1,681 psm									
Garages for 3 bed House (OMS only) - units @ 50% @ 6,000 £ per garage									
Garages for 4 bed House (OMS only) - units @ 75% @ 6,000 £ per garage									
Garages for 5 bed House (OMS only) - units @ 120% @ 6,000 £ per garage									
External works 6,499,867 @ 10.0% 13,000 £ per unit (total units) (649,987)									
Ext. Works analysis:									
Policy Costs on design -									
Net Biodiversity costs 50 units @ 1,003 £ per unit (50,150)									
M4(2) Category 2 Housing Aff units 10 units @ 95% @ 521 £ per unit (4,950)									
M4(3) Category 3 Housing Aff units 10 units @ 5% @ 10,111 £ per unit (5,056)									
M4(2) Category 2 Housing OMS units 40 units @ 95% @ 521 £ per unit (19,798)									
M4(3) Category 3 Housing OMS units 40 units @ 5% @ 10,111 £ per unit (20,222)									
Part L/FHS 50 units @ 4,500 £ per unit (225,000)									
Additional Low Carbon/Energy Reduction 50 units @ 0 £ per unit									
EV Charging Points - Houses - units @ 1,000 £ per unit									
EV Charging Points - Flats 50 units @ 4 flats per charger 10,000 £ per 4 units (125,000)									
SAC 50 units @ 290.58 £ per unit (14,529)									
Sub-total (464,704)									
Policy Costs analysis: (design costs only) 9,294 £ per unit (total units)									
Contingency (on construction) 7,634,557 @ 3.0% (229,037)									

<b>Scheme Typology:</b>	<b>Scheme BR</b>	No Units:	<b>50</b>	
<b>Site Typology:</b>	Rugeley / Cannock	Greenfield/Brownfield:	<b>Greenfield</b>	
<b>Notes:</b>	n/a			
<b>Professional Fees</b>		7,634,557 @	<b>6.5%</b>	(496,246)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion		9,690,000 OMS @	<b>1.50%</b>	2,907 £ per unit (145,350)
Residential Sales Agent Costs		9,690,000 OMS @	<b>0.50%</b>	969 £ per unit (48,450)
Residential Sales Legal Costs		9,690,000 OMS @	<b>1.00%</b>	1,938 £ per unit (96,900)
Affordable Sale Legal Costs				lump sum (10,000)
<b>Disposal Cost analysis:</b>				<b>6,014 £ per unit</b>
<b>Interest (on Development Costs) -</b>		<b>7.00%</b> APR	0.565% pcm	(87,955)
<b>Developers Profit -</b>				
Profit on OMS		9,690,000	<b>20.00%</b>	(1,938,000)
Margin on AH		1,289,981	<b>6.00%</b> on AH values	(77,399)
<b>Profit analysis:</b>		<b>10,979,981</b>	<b>18.36% blended GDV</b>	<b>(2,015,399)</b>
		<b>8,841,596</b>	<b>22.79% on costs</b>	<b>(2,015,399)</b>
<b>TOTAL COSTS</b>				<b>(10,856,994)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				122,987
SDLT		122,987 @	HMRC formula	4,351
Acquisition Agent fees		122,987 @	<b>1.0%</b>	(1,230)
Acquisition Legal fees		122,987 @	<b>0.5%</b>	(615)
Interest on Land		122,987 @	7.00%	(8,609)
Residual Land Value				<b>116,884</b>
<b>RLV analysis:</b>	<b>2,338 £ per plot</b>	<b>292,209 £ per ha (net)</b>	<b>118,255 £ per acre (net)</b>	
		<b>233,767 £ per ha (gross)</b>	<b>94,604 £ per acre (gross)</b>	
			<b>1.06% % RLV / GDV</b>	

Scheme Typology:

Scheme BR

No Units: 50

Site Typology:

Rugeley / Cannock

Greenfield/Brownfield:

Greenfield

Notes:

n/a

BENCHMARK LAND VALUE (BLV)				
Residential Density			125.0	dph (net)
Site Area (net)			0.40	ha (net)
Net to Gross ratio			80%	
Site Area (gross)			0.50	ha (gross)
Benchmark Land Value (net)	2.640	£ per plot	329,950	£ per ha (net)
		Density	9,667	sqm/ha (net)
			100	dph (gross)
			263,960	£ per ha (gross)
			133,529	£ per acre (net)
			42,109	sqft/ac (net)
			1.24	acres (gross)
				131,980
				106,823
				£ per acre (gross)
BALANCE				
Surplus/(Deficit)			(37,741)	£ per ha (net)
			(15,274)	£ per acre (net)
				(15,097)

Scheme Typology:  
Site Typology:  
Notes:

Scheme BR  
Rugeley / Cannock  
n/a

No Units: 50  
Greenfield/Brownfield:

Greenfield

**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 20%							
Balance (RLV - BLV £ per acre (n))		(15,274)	0%	10%	15%	20%	25%	30%	35%
CIL £ psm 0.00	0.00		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)
	5.00		547,141	259,960	115,624	(29,371)	(175,414)	(322,967)	(472,777)
	10.00		529,765	244,219	100,706	(43,518)	(188,781)	(335,558)	(484,701)
	15.00		512,388	228,479	85,788	(57,664)	(202,152)	(348,155)	(496,625)
	20.00		495,011	212,738	70,870	(71,810)	(215,524)	(360,805)	(508,549)
	25.00		477,634	196,998	55,929	(85,957)	(228,895)	(373,455)	(520,527)
	30.00		460,257	181,257	40,956	(100,103)	(242,266)	(386,105)	(532,514)
	35.00		442,881	165,506	25,983	(114,266)	(255,689)	(398,755)	(544,502)
	40.00		425,504	149,710	11,010	(128,469)	(269,119)	(411,466)	(556,531)
	45.00		408,024	133,915	(3,963)	(142,672)	(282,548)	(424,177)	(568,585)
	50.00		390,592	118,119	(18,936)	(156,875)	(295,977)	(436,888)	(580,638)
	55.00		373,161	102,323	(33,920)	(171,078)	(309,423)	(449,612)	(592,733)
	60.00		355,729	86,528	(48,950)	(185,281)	(322,913)	(462,387)	(604,855)
	65.00		338,298	70,732	(63,981)	(199,542)	(336,403)	(475,162)	(616,976)
	70.00		320,866	54,909	(79,011)	(213,804)	(349,893)	(487,937)	(629,098)
	75.00		303,435	39,055	(94,042)	(228,067)	(363,383)	(500,754)	(641,219)
80.00		285,950	23,201	(109,072)	(242,330)	(376,835)	(513,595)	(653,341)	
85.00		268,460	7,348	(124,133)	(256,596)	(390,488)	(526,436)	(665,462)	
90.00		250,970	(8,506)	(139,224)	(270,921)	(404,041)	(539,299)	(677,584)	
95.00		233,481	(24,360)	(154,315)	(285,245)	(417,595)	(552,208)	(689,705)	
100.00		215,991	(40,236)	(169,405)	(299,570)	(431,213)	(565,118)	(701,827)	
105.00		198,502	(56,151)	(184,496)	(313,895)	(444,832)	(578,041)	(713,948)	
110.00		181,012	(72,065)	(199,606)	(328,254)	(458,451)	(591,022)	(726,070)	
115.00		163,476	(87,980)	(214,760)	(342,644)	(472,089)	(604,002)	(738,191)	
120.00		145,925	(103,895)	(229,914)	(357,033)	(485,776)	(617,002)	(750,313)	
125.00		128,375	(119,809)	(245,067)	(371,423)	(499,464)	(630,056)	(762,434)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(15,274)	0%	10%	15%	20%	25%	30%	35%
Profit 20.0%	15.0%		1,094,532	752,713	581,054	408,737	235,411	60,633	(116,389)
	16.0%		988,529	657,311	490,951	323,935	155,909	(13,569)	(185,290)
	17.0%		882,526	561,908	400,849	239,133	76,407	(87,771)	(254,192)
	18.0%		776,524	466,506	310,747	154,331	(3,095)	(161,973)	(323,094)
	19.0%		670,521	371,103	220,644	69,529	(82,597)	(236,175)	(391,996)
	20.0%		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(15,274)	0%	10%	15%	20%	25%	30%	35%
BLV (£ per acre) 133,529	100,000		598,047	309,230	164,071	18,255	(128,570)	(276,848)	(427,369)
	115,000		583,047	294,230	149,071	3,255	(143,570)	(291,848)	(442,369)
	130,000		568,047	279,230	134,071	(11,745)	(158,570)	(306,848)	(457,369)
	145,000		553,047	264,230	119,071	(26,745)	(173,570)	(321,848)	(472,369)
	160,000		538,047	249,230	104,071	(41,745)	(188,570)	(336,848)	(487,369)
	175,000		523,047	234,230	89,071	(56,745)	(203,570)	(351,848)	(502,369)
	190,000		508,047	219,230	74,071	(71,745)	(218,570)	(366,848)	(517,369)
	205,000		493,047	204,230	59,071	(86,745)	(233,570)	(381,848)	(532,369)
	220,000		478,047	189,230	44,071	(101,745)	(248,570)	(396,848)	(547,369)
	235,000		463,047	174,230	29,071	(116,745)	(263,570)	(411,848)	(562,369)
	250,000		448,047	159,230	14,071	(131,745)	(278,570)	(426,848)	(577,369)
	265,000		433,047	144,230	(929)	(146,745)	(293,570)	(441,848)	(592,369)
	280,000		418,047	129,230	(15,929)	(161,745)	(308,570)	(456,848)	(607,369)
	295,000		403,047	114,230	(30,929)	(176,745)	(323,570)	(471,848)	(622,369)
	310,000		388,047	99,230	(45,929)	(191,745)	(338,570)	(486,848)	(637,369)
	325,000		373,047	84,230	(60,929)	(206,745)	(353,570)	(501,848)	(652,369)

Scheme Typology:  
Site Typology:  
Notes:

Scheme BR  
Rugeley / Cannock  
n/a

No Units: 50  
Greenfield/Brownfield:

Greenfield

**TABLE 4**

		Affordable Housing - % on site 20%							
		(15,274)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))									
	100		420,723	189,623	73,473	(43,203)	(160,711)	(279,405)	(399,896)
Density (dph)	105		449,482	206,839	84,887	(37,617)	(160,988)	(285,600)	(412,096)
	110		478,241	224,054	96,301	(32,031)	(161,266)	(291,794)	(424,297)
125.0	115		507,000	241,270	107,714	(26,445)	(161,544)	(297,988)	(436,497)
	120		535,759	258,485	119,128	(20,860)	(161,821)	(304,182)	(448,697)
	125		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)
	130		593,277	292,916	141,956	(9,688)	(162,377)	(316,571)	(473,098)
	135		622,036	310,132	153,370	(4,102)	(162,654)	(322,765)	(485,298)
	140		650,795	327,347	164,784	1,484	(162,932)	(328,960)	(497,498)
	145		679,554	344,563	176,197	7,070	(163,210)	(335,154)	(509,699)
	150		708,313	361,778	187,611	12,656	(163,487)	(341,348)	(521,899)

**TABLE 5**

		Affordable Housing - % on site 20%							
		(15,274)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))									
	90%		1,266,550	980,534	837,362	693,933	550,315	406,395	262,055
Build Cost	92%		1,126,748	840,343	696,876	553,174	409,185	264,790	119,853
	94%		986,617	699,818	556,033	411,974	267,526	122,526	(23,263)
100%	96%		846,228	558,892	414,764	270,261	125,198	(20,600)	(167,496)
	98%		705,552	417,554	272,997	127,870	(17,937)	(164,790)	(313,226)
	100%		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)
	102%		423,056	133,214	(12,610)	(159,408)	(307,527)	(457,749)	(611,313)
	104%		281,093	(9,947)	(156,716)	(304,728)	(454,656)	(607,574)	(763,229)
	106%		138,559	(154,025)	(301,947)	(451,623)	(603,982)	(759,457)	(915,615)
	108%		(4,621)	(299,166)	(448,596)	(600,540)	(755,685)	(911,621)	(1,068,477)
	110%		(148,643)	(445,663)	(597,165)	(751,912)	(907,630)	(1,064,396)	(1,222,116)
	112%		(293,604)	(593,885)	(748,140)	(903,828)	(1,060,405)	(1,217,845)	(1,376,503)

**TABLE 6**

		Affordable Housing - % on site 20%							
		(15,274)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))									
	80%		(1,167,456)	(1,301,581)	(1,369,177)	(1,437,177)	(1,642,790)	(2,435,491)	(3,228,192)
Market Values	82%		(986,468)	(1,137,684)	(1,213,743)	(1,290,299)	(1,367,223)	(1,462,113)	(2,324,331)
	84%		(806,408)	(974,692)	(1,059,167)	(1,144,289)	(1,229,729)	(1,315,702)	(1,420,478)
100%	86%		(627,272)	(812,458)	(905,549)	(999,060)	(1,093,025)	(1,187,470)	(1,282,615)
	88%		(451,555)	(650,840)	(752,622)	(854,479)	(957,027)	(1,059,950)	(1,163,519)
	90%		(278,725)	(491,610)	(600,206)	(710,747)	(821,534)	(933,066)	(1,045,064)
	92%		(107,845)	(335,185)	(450,488)	(567,520)	(686,831)	(806,599)	(927,177)
	94%		61,604	(180,679)	(303,109)	(426,861)	(552,582)	(680,876)	(809,704)
	96%		229,964	(27,576)	(157,436)	(288,301)	(420,691)	(555,392)	(692,882)
	98%		397,555	124,425	(12,967)	(151,243)	(290,695)	(431,978)	(576,142)
	100%		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)
	102%		730,960	426,319	273,383	119,809	(34,519)	(190,083)	(347,437)
	104%		896,984	576,437	415,611	254,274	92,227	(70,792)	(235,278)
106%		1,062,696	726,153	557,399	388,205	218,374	47,766	(124,138)	
108%		1,228,186	875,494	698,796	521,687	344,029	165,683	(13,736)	
110%		1,393,310	1,024,587	839,863	654,805	469,271	283,118	96,037	
112%		1,558,362	1,173,524	980,709	787,642	594,179	400,171	205,343	
114%		1,723,133	1,322,125	1,121,375	920,281	718,831	516,918	314,251	
116%		1,887,904	1,470,691	1,261,766	1,052,673	843,258	633,363	422,830	
118%		2,052,371	1,618,984	1,402,112	1,184,895	967,423	749,562	531,149	
120%		2,216,835	1,767,278	1,542,194	1,316,985	1,091,513	865,623	639,275	

**TABLE 7**

		Affordable Housing - % on site 20%							
		(15,274)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))									
	-		564,518	275,701	130,542	(15,274)	(162,099)	(310,377)	(460,898)
Additional Low Carbon/Energy Reduction	1,000		515,082	225,929	80,589	(65,566)	(212,803)	(361,672)	(513,120)
	2,000		465,646	176,157	30,509	(115,940)	(263,662)	(413,214)	(565,745)
	3,000		416,109	126,218	(19,633)	(166,487)	(314,702)	(465,029)	(618,753)
	4,000		366,509	76,265	(69,947)	(217,184)	(365,947)	(517,142)	(671,871)
	5,000		316,909	26,149	(120,328)	(268,022)	(417,425)	(569,580)	(724,990)
	6,000		267,151	(23,993)	(170,876)	(319,026)	(469,160)	(622,420)	(778,109)
	7,000		217,379	(74,328)	(221,566)	(370,250)	(521,180)	(675,539)	(831,227)
	8,000		167,522	(124,716)	(272,383)	(421,688)	(573,509)	(728,657)	(884,638)
	9,000		117,570	(175,264)	(323,372)	(473,354)	(626,176)	(781,776)	(938,057)
	10,000		67,572	(225,947)	(374,574)	(525,272)	(679,206)	(834,895)	(991,476)

Appraisal Ref: **BS**  
 Scheme Typology: **Scheme BS**  
 Site Typology: Rugeley / Cannock  
 Notes: n/a

No Units: **50**  
 Greenfield/Brownfield: **Brownfield**

(see Typologies Matrix)

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme			50 Units					
AH Policy requirement (% Target)			20%					
Open Market Sale (OMS) housing	Open Market Sale (OMS)		80%					
AH tenure split %	Affordable Rent:			25.0%	60.0% % Rented			
	Social Rent:			35.0%				
	First Homes:			25.0%				
	Other Intermediate (LCHO/Sub-Market etc.):			15.0%	8.0% % of total (>10% First Homes PPG 023)			
		100%	100%	100.0%				
CIL Rate (£ psm)					£ 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%	24.0	60.0%	6.0	60%	30.0		
2 bed Flat	40.0%	16.0	40.0%	4.0	40%	20.0		
Total number of units	100.0%	40.0	100.0%	10.0	100%	50.0		
<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		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		0.0	0			
1 bed Flat	50.0	538	75.0%	66.7	718			
2 bed Flat	70.0	753	75.0%	93.3	1,005			
<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	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	50.0	538	75.0%	66.7	718			
2 bed Flat	70.0	753	75.0%	93.3	1,005			
<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	1,600	17,222	400	4,306	2,000 21,528			
2 bed Flat	1,493	16,074	373	4,019	1,867 20,093			
	3,093	33,296	773	8,324	3,867 41,620			
<b>AH % by floor area:</b>		<b>20.00% 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		#DIV/0!	#DIV/0!	0				
2 bed House		#DIV/0!	#DIV/0!	0				
3 bed House		#DIV/0!	#DIV/0!	0				
4 bed House		#DIV/0!	#DIV/0!	0				
5 bed House	0	#DIV/0!	#DIV/0!	0				
1 bed Flat	213,750	4,275	397	6,412,500				
2 bed Flat	285,000	4,071	378	5,700,000				
				12,112,500				
<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	55%	0	35%	0	70%	0	65%
2 bed House	0	55%	0	35%	0	70%	0	65%
3 bed House	0	55%	0	35%	0	70%	0	65%
4 bed House	0	55%	0	35%	0	70%	0	65%
5 bed House	0	55%	0	35%	0	70%	0	65%
1 bed Flat	117,563	55%	74,813	35%	149,625	70%	138,938	65%
2 bed Flat	156,750	55%	99,750	35%	199,500	70%	185,250	65%
* capped @£250K								



Scheme Typology:

Scheme BS

No Units: 50

Site Typology:

Rugeley / Cannock

Greenfield/Brownfield:

Brownfield

Notes:

n/a

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	24.0	@	213,750	5,130,000
2 bed Flat	16.0	@	285,000	4,560,000
	40.0			9,690,000
<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	1.5	@	117,563	176,344
2 bed Flat	1.0	@	156,750	156,750
	2.5			333,094
<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	2.1	@	74,813	157,106
2 bed Flat	1.4	@	99,750	139,650
	3.5			296,756
<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	1.5	@	149,625	224,438
2 bed Flat	1.0	@	199,500	199,500
	2.5			423,938
<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	0.9	@	138,938	125,044
2 bed Flat	0.6	@	185,250	111,150
	1.5	10.0		236,194
<b>Sub-total GDV Residential</b>				
	50			10,979,981
AH on-site cost analysis:				
	293	£ psm (total GIA sqm)	£MV (no AH) less £GDV (inc. AH)	1,132,519
			22,650 £ per unit (total units)	
<b>Grant</b>				
	10	AH units @	per unit	-
<b>Total GDV</b>				
				10,979,981

**Scheme Typology:** **Scheme BS**  
**Site Typology:** Rugeley / Cannock  
**Notes:** n/a

No Units: **50**  
 Greenfield/Brownfield: **Brownfield**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (23,100)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL									
CIL analysis: 3,093 sqm (Market only) 0.00 £ psm									
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 50 units @ per unit									
Sub-total -									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 3,867 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
cont./									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.40 ha @ 50,000 £ per ha (20,000)									
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 50 units @ per unit									
Sub-total -									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,119 psm									
2 bed House - sqm @ 1,119 psm									
3 bed House - sqm @ 1,119 psm									
4 bed House - sqm @ 1,119 psm									
5 bed House - sqm @ 1,119 psm									
1 bed Flat 2,000 sqm @ 1,681 psm (3,362,000)									
2 bed Flat 1,867 sqm @ 1,681 psm (3,137,867)									
Garages for 3 bed House (OMS only) - units @ 50% @ 6,000 £ per garage									
Garages for 4 bed House (OMS only) - units @ 75% @ 6,000 £ per garage									
Garages for 5 bed House (OMS only) - units @ 120% @ 6,000 £ per garage									
External works 6,499,867 @ 10.0% (649,987)									
Ext. Works analysis: 13,000 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 50 units @ 268 £ per unit (13,400)									
M4(2) Category 2 Housing Aff units 10 units @ 95% @ 521 £ per unit (4,950)									
M4(3) Category 3 Housing Aff units 10 units @ 5% @ 10,111 £ per unit (5,056)									
M4(2) Category 2 Housing OMS units 40 units @ 95% @ 521 £ per unit (19,798)									
M4(3) Category 3 Housing OMS units 40 units @ 5% @ 10,111 £ per unit (20,222)									
Part L/FHS 50 units @ 4,500 £ per unit (225,000)									
Additional Low Carbon/Energy Reduction 50 units @ 0 £ per unit									
EV Charging Points - Houses - units @ 1,000 £ per unit									
EV Charging Points - Flats 50 units @ 4 flats per charger 10,000 £ per 4 units (125,000)									
SAC 50 units @ 290.58 £ per unit (14,529)									
Sub-total (427,954)									
Policy Costs analysis: (design costs only) 8,559 £ per unit (total units)									
Contingency (on construction) 7,597,807 @ 5.0% (379,890)									

<b>Scheme Typology:</b>	<b>Scheme BS</b>	No Units:	<b>50</b>	
<b>Site Typology:</b>	Rugeley / Cannock	Greenfield/Brownfield:		<b>Brownfield</b>
<b>Notes:</b>	n/a			
<b>Professional Fees</b>	7,597,807 @		<b>6.5%</b>	(493,857)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	9,690,000 OMS @		<b>1.50%</b>	2,907 £ per unit (145,350)
Residential Sales Agent Costs	9,690,000 OMS @		<b>0.50%</b>	969 £ per unit (48,450)
Residential Sales Legal Costs	9,690,000 OMS @		<b>1.00%</b>	1,938 £ per unit (96,900)
Affordable Sale Legal Costs				lump sum (10,000)
				<b>Disposal Cost analysis:</b> 6,014 £ per unit
<b>Interest (on Development Costs) -</b>	<b>7.00%</b> APR		0.565% pcm	(93,604)
<b>Developers Profit -</b>				
Profit on OMS	9,690,000		<b>20.00%</b>	(1,938,000)
Margin on AH	1,289,981		<b>6.00%</b> on AH values	(77,399)
	<b>Profit analysis:</b> 10,979,981		<b>18.36%</b> blended GDV	(2,015,399)
	8,958,959		<b>22.50%</b> on costs	(2,015,399)
<b>TOTAL COSTS</b>				<b>(10,974,358)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				5,623
SDLT	5,623 @		HMRC formula	10,219
Acquisition Agent fees	5,623 @		<b>1.0%</b>	(56)
Acquisition Legal fees	5,623 @		<b>0.5%</b>	(28)
Interest on Land	5,623 @		<b>7.00%</b>	(394)
Residual Land Value				<b>15,364</b>
	<b>RLV analysis:</b> 307 £ per plot			
		38,410 £ per ha (net)	15,544 £ per acre (net)	
		34,569 £ per ha (gross)	13,990 £ per acre (gross)	
			0.14% % RLV / GDV	

Scheme Typology: **Scheme BS**  
 Site Typology: Rugeley / Cannock  
 Notes: n/a

No Units: **50**  
 Greenfield/Brownfield: **Brownfield**

BENCHMARK LAND VALUE (BLV)			
Residential Density		125.0	dph (net)
Site Area (net)		0.40	ha (net) 0.99 acres (net)
Net to Gross ratio		90%	
Site Area (gross)		0.44	ha (gross) 1.10 acres (gross)
Benchmark Land Value (net)	4,566 £ per plot	570,801	£ per ha (net) 231,000 £ per acre (net)
	BLV analysis: Density	9,667	sqm/ha (net) 42,109 sqft/ac (net)
		113	dph (gross)
		513,721	£ per ha (gross) 207,900 £ per acre (gross)
<b>BALANCE</b>			
Surplus/(Deficit)		(532,391)	£ per ha (net) (215,456) £ per acre (net) (212,956)

Scheme Typology: **Scheme BS**  
 Site Typology: Rugeley / Cannock  
 Notes: n/a

No Units: **50**  
 Greenfield/Brownfield: **Brownfield**

**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 20%							
Balance (RLV - BLV £ per acre (n))		(215,456)	0%	10%	15%	20%	25%	30%	35%
	0.00		366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)
	5.00		348,798	60,883	(83,964)	(229,659)	(376,625)	(525,489)	(677,406)
CIL £ psm	10.00		331,368	45,087	(98,936)	(243,862)	(390,054)	(538,200)	(689,497)
	15.00		313,936	29,292	(113,909)	(258,065)	(403,492)	(550,947)	(701,619)
0.00	20.00		296,505	13,496	(128,895)	(272,268)	(416,982)	(563,722)	(713,740)
	25.00		279,073	(2,300)	(143,925)	(286,494)	(430,472)	(576,497)	(725,862)
	30.00		261,642	(18,095)	(158,956)	(300,757)	(443,962)	(589,272)	(737,983)
	35.00		244,210	(33,899)	(173,986)	(315,019)	(457,452)	(602,112)	(750,105)
	40.00		226,778	(49,753)	(189,017)	(329,282)	(470,994)	(614,953)	(762,226)
	45.00		209,347	(65,607)	(204,047)	(343,544)	(484,547)	(627,794)	(774,348)
	50.00		191,859	(81,460)	(219,109)	(357,835)	(498,101)	(640,680)	(786,469)
	55.00		174,369	(97,314)	(234,199)	(372,160)	(511,654)	(653,589)	(798,591)
	60.00		156,880	(113,168)	(249,290)	(386,485)	(525,261)	(666,499)	(810,712)
	65.00		139,390	(129,022)	(264,381)	(400,809)	(538,880)	(679,445)	(822,833)
	70.00		121,900	(144,937)	(279,472)	(415,134)	(552,499)	(692,425)	(834,955)
	75.00		104,411	(160,852)	(294,580)	(429,518)	(566,124)	(705,406)	(847,076)
	80.00		86,921	(176,766)	(309,734)	(443,907)	(579,811)	(718,428)	(859,198)
	85.00		69,384	(192,681)	(324,888)	(458,297)	(593,499)	(731,482)	(871,319)
	90.00		51,833	(208,596)	(340,042)	(472,686)	(607,186)	(744,536)	(883,441)
	95.00		34,282	(224,537)	(355,196)	(487,124)	(620,917)	(757,590)	(895,562)
	100.00		16,731	(240,516)	(370,381)	(501,580)	(634,675)	(770,644)	(907,684)
	105.00		(819)	(256,494)	(385,601)	(516,037)	(648,433)	(783,698)	(919,805)
	110.00		(18,370)	(272,472)	(400,821)	(530,494)	(662,218)	(796,752)	(931,927)
	115.00		(35,939)	(288,451)	(416,041)	(545,008)	(676,050)	(809,806)	(944,127)
	120.00		(53,554)	(304,450)	(431,262)	(559,535)	(689,881)	(822,859)	(956,317)
	125.00		(71,170)	(320,495)	(446,551)	(574,062)	(703,736)	(835,913)	(968,507)

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(215,456)	0%	10%	15%	20%	25%	30%	35%
	15.0%		896,188	553,685	381,521	208,555	34,315	(141,768)	(320,843)
	16.0%		790,186	458,282	291,419	123,753	(45,187)	(215,970)	(389,745)
Profit	17.0%		684,183	362,880	201,316	38,951	(124,690)	(290,172)	(458,647)
	18.0%		578,180	267,477	111,214	(45,851)	(204,192)	(364,374)	(527,549)
20.0%	19.0%		472,177	172,075	21,112	(130,653)	(283,694)	(438,576)	(596,451)
	20.0%		366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(215,456)	0%	10%	15%	20%	25%	30%	35%
	100,000		497,175	207,672	62,009	(84,456)	(232,196)	(381,778)	(534,352)
	115,000		482,175	192,672	47,009	(99,456)	(247,196)	(396,778)	(549,352)
	130,000		467,175	177,672	32,009	(114,456)	(262,196)	(411,778)	(564,352)
BLV (£ per acre)	145,000		452,175	162,672	17,009	(129,456)	(277,196)	(426,778)	(579,352)
231,000	160,000		437,175	147,672	2,009	(144,456)	(292,196)	(441,778)	(594,352)
	175,000		422,175	132,672	(12,991)	(159,456)	(307,196)	(456,778)	(609,352)
	190,000		407,175	117,672	(27,991)	(174,456)	(322,196)	(471,778)	(624,352)
	205,000		392,175	102,672	(42,991)	(189,456)	(337,196)	(486,778)	(639,352)
	220,000		377,175	87,672	(57,991)	(204,456)	(352,196)	(501,778)	(654,352)
	235,000		362,175	72,672	(72,991)	(219,456)	(367,196)	(516,778)	(669,352)
	250,000		347,175	57,672	(87,991)	(234,456)	(382,196)	(531,778)	(684,352)
	265,000		332,175	42,672	(102,991)	(249,456)	(397,196)	(546,778)	(699,352)
	280,000		317,175	27,672	(117,991)	(264,456)	(412,196)	(561,778)	(714,352)
	295,000		302,175	12,672	(132,991)	(279,456)	(427,196)	(576,778)	(729,352)
	310,000		287,175	(2,328)	(147,991)	(294,456)	(442,196)	(591,778)	(744,352)
	325,000		272,175	(17,328)	(162,991)	(309,456)	(457,196)	(606,778)	(759,352)

Scheme Typology:  
Site Typology:  
Notes:

Scheme BS  
Rugeley / Cannock  
n/a

No Units: 50  
Greenfield/Brownfield: Brownfield

TABLE 4

		Affordable Housing - % on site 20%							
		(215,456)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	100		242,482	10,815	(105,744)	(222,964)	(341,205)	(460,945)	(583,107)
	105		267,220	23,988	(98,393)	(221,462)	(345,603)	(471,312)	(599,556)
Density (dph) 125.0	110		291,959	37,161	(91,043)	(219,961)	(350,001)	(481,678)	(616,005)
	115		316,697	50,333	(83,692)	(218,459)	(354,399)	(492,045)	(632,454)
	120		341,436	63,505	(76,341)	(216,957)	(358,798)	(502,411)	(648,903)
	125		366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)
	130		390,913	89,840	(61,640)	(213,954)	(367,594)	(523,144)	(681,801)
	135		415,652	103,008	(54,289)	(212,452)	(371,992)	(533,511)	(698,250)
	140		440,390	116,176	(46,939)	(210,950)	(376,390)	(543,877)	(714,699)
	145		465,129	129,344	(39,588)	(209,449)	(380,788)	(554,244)	(731,148)
	150		489,867	142,511	(32,237)	(207,947)	(385,187)	(564,610)	(747,597)

TABLE 5

		Affordable Housing - % on site 20%							
		(215,456)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	90%		1,082,129	795,883	652,504	508,960	365,138	220,920	76,191
	92%		939,537	652,880	509,245	365,345	221,065	76,287	(69,167)
Build Cost 100% (105% = 5% increase)	94%		796,723	509,529	365,553	221,209	76,383	(69,123)	(215,608)
	96%		653,615	365,760	221,354	76,480	(69,079)	(215,557)	(363,431)
	98%		510,099	221,499	76,576	(69,035)	(215,506)	(363,313)	(513,109)
	100%		366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)
	102%		221,788	(68,947)	(215,405)	(363,078)	(512,447)	(664,563)	(819,945)
	104%		76,804	(215,354)	(362,960)	(512,202)	(663,879)	(818,947)	(974,888)
	106%		(68,859)	(362,861)	(511,957)	(663,286)	(817,950)	(973,687)	(1,130,453)
	108%		(215,254)	(511,712)	(662,735)	(816,952)	(972,641)	(1,129,253)	(1,286,788)
	110%		(362,708)	(662,263)	(815,954)	(971,643)	(1,128,052)	(1,285,323)	(1,443,811)
	112%		(511,324)	(815,008)	(970,645)	(1,126,851)	(1,283,859)	(1,441,999)	(1,601,533)

TABLE 6

		Affordable Housing - % on site 20%							
		(215,456)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	80%		(1,374,542)	(1,509,287)	(1,577,209)	(1,648,213)	(2,440,871)	(3,233,572)	(4,026,273)
	82%		(1,192,938)	(1,344,770)	(1,421,254)	(1,498,038)	(1,575,552)	(2,260,183)	(3,122,412)
Market Values 100% (105% = 5% increase)	84%		(1,012,265)	(1,181,162)	(1,266,222)	(1,351,530)	(1,437,436)	(1,524,032)	(2,218,551)
	86%		(832,661)	(1,018,507)	(1,112,019)	(1,205,864)	(1,300,116)	(1,395,176)	(1,490,945)
	88%		(654,779)	(856,672)	(958,479)	(1,060,949)	(1,163,694)	(1,267,036)	(1,371,225)
	90%		(480,447)	(695,569)	(805,816)	(916,604)	(1,027,951)	(1,139,713)	(1,252,215)
	92%		(308,491)	(537,458)	(654,075)	(772,921)	(892,688)	(1,013,026)	(1,133,922)
	94%		(138,238)	(381,816)	(505,209)	(630,321)	(757,986)	(886,734)	(1,016,175)
	96%		30,743	(227,842)	(358,408)	(490,335)	(624,214)	(761,011)	(898,739)
	98%		198,845	(75,141)	(213,124)	(352,201)	(492,829)	(635,817)	(781,997)
	100%		366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)
	102%		532,932	227,673	74,354	(79,753)	(234,837)	(391,392)	(550,356)
104%		699,255	378,126	216,968	55,213	(107,429)	(271,269)	(437,032)	
106%		865,157	528,125	359,076	189,528	19,206	(152,124)	(324,998)	
108%		1,030,737	677,764	500,769	323,344	145,278	(33,652)	(213,925)	
110%		1,196,125	827,076	642,134	456,777	270,867	84,191	(103,585)	
112%		1,361,238	976,079	783,151	589,858	396,053	201,588	6,165	
114%		1,526,195	1,124,940	923,926	722,635	520,914	318,611	115,455	
116%		1,690,966	1,273,542	1,064,581	855,225	645,529	435,335	224,354	
118%		1,855,662	1,422,046	1,204,927	987,617	769,955	551,780	332,929	
120%		2,020,126	1,570,340	1,345,256	1,119,801	894,092	667,964	441,249	

TABLE 7

		Affordable Housing - % on site 20%							
		(215,456)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	-		366,175	76,672	(68,991)	(215,456)	(363,196)	(512,778)	(665,352)
	1,000		315,725	25,814	(120,049)	(266,927)	(415,180)	(565,552)	(719,343)
Additional Low Carbon/Energy Reduction 7.500	2,000		265,220	(25,051)	(171,293)	(318,563)	(467,380)	(618,636)	(773,432)
	3,000		214,711	(76,098)	(222,614)	(370,350)	(519,822)	(672,055)	(827,521)
	4,000		164,030	(127,173)	(274,085)	(422,312)	(572,532)	(725,921)	(881,609)
	5,000		113,349	(178,433)	(325,727)	(474,475)	(625,536)	(780,010)	(935,730)
	6,000		62,556	(229,772)	(377,504)	(526,882)	(678,862)	(834,099)	(990,124)
	7,000		11,691	(281,243)	(429,444)	(579,530)	(732,537)	(888,187)	(1,044,519)
	8,000		(39,254)	(332,890)	(481,602)	(632,441)	(786,588)	(942,276)	(1,098,914)
	9,000		(90,312)	(384,659)	(533,977)	(685,670)	(840,677)	(996,542)	(1,153,327)
	10,000		(141,451)	(436,579)	(586,574)	(739,237)	(894,765)	(1,050,937)	(1,208,029)

## 240902 Cannock (All District Age Restricted Sheltered Hsg)\_WPV Apps BP - BS v4 - Summary Table

Scheme Ref:	Scheme BP	Scheme BQ	Scheme BR	Scheme BS
No Units:	50	50	50	50
Location / Value Zone:	Norton Canes / Heath Hayes / Hednesford	Norton Canes / Heath Hayes / Hednesford	Rugeley / Cannock	Rugeley / Cannock
Development Scenario:	Greenfield	Brownfield	Greenfield	Brownfield
Notes:	n/a	n/a	n/a	n/a
Total GDV (£)	£10,979,981	£10,979,981	£10,979,981	£10,979,981
AH Target % (& mix)	20.00%	20.00%	20.00%	20.00%
Affordable Rent:	25.00%	25%	25%	25%
Social Rent:	25.00%	25%	35%	35%
First Homes:	15.00%	15%	25%	25%
Intermediate (LCHO/Sub-Market/Starter etc.):	25.00%	25%	15%	15%
CIL (£ psm)	-	-	-	-
CIL (£ per unit)	-	-	-	-
CIL (£) (total)	-	-	-	-
Net Biodiversity costs (per unit)	£521.00	£521.00	£521.00	£521.00
Net Biodiversity costs (total)	(50,150)	(13,400.00)	(50,150.00)	(13,400.00)
SAC Payment (per unit)	£290.58	£290.58	£290.58	£290.58
SAC Payment (total)	(14,529)	(14,529.00)	(14,529.00)	(14,529.00)
Part L / FHS (per unit)	£4,500.00	£4,500.00	£4,500.00	£4,500.00
Part L / FHS (total)	(225,000)	(225,000.00)	(225,000.00)	(225,000.00)
Total Developers Profit (£)	£2,015,399	£2,015,399	£2,015,399	£2,015,399
Developers Profit (% on OMS)	20.00%	20.00%	20.00%	20.00%
Developers Profit (% on AH)	6.00%	6.00%	6.00%	6.00%
Developers Profit (% blended)	18.36%	18.36%	18.36%	18.36%
<b>Developers Profit (% on costs)</b>	22.79%	22.50%	22.79%	22.50%
RLV (£)	116,884	15,364	116,884	15,364
RLV (£/acre)	118,255	15,544	118,255	15,544
RLV (£/ha)	292,209	38,410	292,209	38,410
BLV (£)	£131,980	£228,320	£131,980	£228,320
BLV (£/acre)	£133,529	£231,000	£133,529	£231,000
BLV (£/ha)	£329,950	£570,801	£329,950	£570,801
Surplus/Deficit	(15,097)	(212,956)	(15,097)	(212,956)
Surplus/Deficit (£/acre)	(15,274)	(215,456)	(15,274)	(215,456)
Surplus/Deficit (£/ha)	(37,741)	(532,391)	(37,741)	(532,391)
Plan Viability comments	Marginal	Marginal	Marginal	Marginal

## 240904 Cannock (All District Assisted Living Extra Care)\_WPV Apps BT - BW v3 - Version Notes

Date	Version	Comments
30/02/2022		Issued as draft version to client
12/07/2022		Issued as final version to client
240819	v2	Updated the appraisal
240903	v2	Issued the final version to client
240904	v3	Updated the appraisal



Appraisal Ref:  
Scheme Typology:  
Site Typology:  
Notes:

**BT**  
**Scheme BT**  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: **60**  
Greenfield/Brownfield:

**Greenfield**

(see Typologies Matrix)

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				60 Units													
AH Policy requirement (% Target)				20%													
Open Market Sale (OMS) housing				80%													
AH tenure split %						25.0%		60.0% % Rented									
		Open Market Sale (OMS)				35.0%											
		Affordable Rent:				25.0%											
		Social Rent:				15.0%		8.0% % of total (>10% First Homes PPG 023)									
		First Homes:				100.0%		100.0%									
		Other Intermediate (LCHO/Sub-Market etc.):															
CIL Rate (£ psm)				£ 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		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%		28.8		60.0%		7.2		60%		36.0					
2 bed Flat		40.0%		19.2		40.0%		4.8		40%		24.0					
Total number of units		100.0%		48.0		100.0%		12.0		100%		60.0					
OMS Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)					
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		60.0		646		65.0%				92.3		994					
2 bed Flat		80.0		861		65.0%				123.1		1,325					
AH Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)					
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		60.0		646		65.0%				92.3		994					
2 bed Flat		80.0		861		65.0%				123.1		1,325					
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		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		2,658		28,615		665		7,154		3,323		35,769					
2 bed Flat		2,363		25,436		591		6,359		2,954		31,795					
AH % by floor area:		5,022		54,051		1,255		13,513		6,277		67,584					
Open Market Sales values (£) -		£ OMS (per unit)		£ psm		£ psf				total MV (£ (no AH))							
1 bed House				#DIV/0!		#DIV/0!				0							
2 bed House				#DIV/0!		#DIV/0!				0							
3 bed House				#DIV/0!		#DIV/0!				0							
4 bed House				#DIV/0!		#DIV/0!				0							
5 bed House		0		#DIV/0!		#DIV/0!				0							
1 bed Flat		213,750		3,563		331				7,695,000							
2 bed Flat		285,000		3,563		331				6,840,000							
										14,535,000							
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		0		55%		0		35%		0		70%		0		65%	
2 bed House		0		55%		0		35%		0		70%		0		65%	
3 bed House		0		55%		0		35%		0		70%		0		65%	
4 bed House		0		55%		0		35%		0		70%		0		65%	
5 bed House		0		55%		0		35%		0		70%		0		65%	
1 bed Flat		117,563		55%		74,813		35%		149,625		70%		138,938		65%	
2 bed Flat		156,750		55%		99,750		35%		199,500		70%		185,250		65%	
										* capped @£250K							

Scheme Typology:  
Site Typology:  
Notes:

**Scheme BT**  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: **60**  
Greenfield/Brownfield:

**Greenfield**

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	28.8	@	213,750		6,156,000
2 bed Flat	19.2	@	285,000		5,472,000
	48.0				11,628,000
<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	1.8	@	117,563		211,613
2 bed Flat	1.2	@	156,750		188,100
	3.0				399,713
<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	2.5	@	74,813		188,528
2 bed Flat	1.7	@	99,750		167,580
	4.2				356,108
<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	1.8	@	149,625		269,325
2 bed Flat	1.2	@	199,500		239,400
	3.0				508,725
<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	1.1	@	138,938		150,053
2 bed Flat	0.7	@	185,250		133,380
	1.8	12.0			283,433
<b>Sub-total GDV Residential</b>	<b>60</b>				<b>13,175,978</b>
<b>AH on-site cost analysis:</b>				<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,359,023</b>
			<b>217 £ psm (total GIA sqm)</b>	<b>22,650 £ per unit (total units)</b>	
<b>Grant</b>	12	AH units @		per unit	-
<b>Total GDV</b>					<b>13,175,978</b>

Scheme Typology:  
Site Typology:  
Notes:

**Scheme BT**  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: **60**  
Greenfield/Brownfield:

**Greenfield**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (24,239)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL									
5,022 sqm (Market only) 0.00 £ psm									
CIL analysis: 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 @ per unit									
Sub-total									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 6,277 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
cont./									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation									
0.60 ha @ 50,000 £ per ha (30,000)									
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 60 units @ per unit									
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,119 psm									
2 bed House - sqm @ 1,119 psm									
3 bed House - sqm @ 1,119 psm									
4 bed House - sqm @ 1,119 psm									
5 bed House - sqm @ 1,119 psm									
1 bed Flat 3,323 sqm @ 1,681 psm									
2 bed Flat 2,954 sqm @ 1,681 psm (5,586,092)									
Garages for 3 bed House (OMS only) - units @ 6,000 £ per garage									
Garages for 4 bed House (OMS only) - units @ 6,000 £ per garage									
Garages for 5 bed House (OMS only) - units @ 6,000 £ per garage									
External works 10,551,508 @ 10.0% 17,586 £ per unit (total units) (1,055,151)									
Ext. Works analysis:									
Policy Costs on design -									
Net Biodiversity costs 60 units @ 1,003 £ per unit (60,180)									
M4(2) Category 2 Housing Aff units 12 units @ 521 £ per unit (5,939)									
M4(3) Category 3 Housing Aff units 12 units @ 10,111 £ per unit (6,067)									
M4(2) Category 2 Housing OMS units 48 units @ 521 £ per unit (23,758)									
M4(3) Category 3 Housing OMS units 48 units @ 10,111 £ per unit (24,266)									
Part L/FHS 60 units @ 4,500 £ per unit (270,000)									
Additional Low Carbon/Energy Reduction 60 units @ 0 £ per unit									
EV Charging Points - Houses - units @ 1,000 £ per unit									
EV Charging Points - Flats 60 units @ 10,000 £ per 4 units (150,000)									
SAC 60 units @ 290.58 £ per unit (17,435)									
Sub-total (557,645)									
Policy Costs analysis: (design costs only) 9,294 £ per unit (total units)									
Contingency (on construction) 12,194,303 @ 3.0% (365,829)									

<b>Scheme Typology:</b>	<b>Scheme BT</b>	No Units:	<b>60</b>	
<b>Site Typology:</b>	Norton Canes / Heath Hayes / Hednesford	Greenfield/Brownfield:	<b>Greenfield</b>	
<b>Notes:</b>	n/a			
<b>Professional Fees</b>	12,194,303 @		<b>6.5%</b>	(792,630)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	11,628,000 OMS @		<b>1.50%</b>	2,907 £ per unit (174,420)
Residential Sales Agent Costs	11,628,000 OMS @		<b>0.50%</b>	969 £ per unit (58,140)
Residential Sales Legal Costs	11,628,000 OMS @		<b>1.00%</b>	1,938 £ per unit (116,280)
Affordable Sale Legal Costs				lump sum (10,000)
<b>Disposal Cost analysis:</b>				<b>5,981 £ per unit</b>
<b>Interest (on Development Costs) -</b>	<b>7.00%</b> APR		0.565% pcm	(6,337,065)
<b>Developers Profit -</b>				
Profit on OMS	11,628,000		<b>20.00%</b>	(2,325,600)
Margin on AH	1,547,978		<b>6.00%</b> on AH values	(92,879)
<b>Profit analysis:</b>	<b>13,175,978</b>		<b>18.36%</b> blended GDV	<b>(2,418,479)</b>
	<b>20,142,906</b>		<b>12.01%</b> on costs	<b>(2,418,479)</b>
<b>TOTAL COSTS</b>				<b>(22,561,385)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(9,385,407)
SDLT	- 9,385,407 @		HMRC formula	479,770
Acquisition Agent fees	- 9,385,407 @		<b>1.0%</b>	93,854
Acquisition Legal fees	- 9,385,407 @		<b>0.5%</b>	46,927
Interest on Land	- 9,385,407 @		7.00%	656,979
Residual Land Value				<b>(8,107,877)</b>
<b>RLV analysis:</b>	<b>(135,131) £ per plot</b>	<b>(13,513,129) £ per ha (net)</b>	<b>(5,468,688) £ per acre (net)</b>	
		<b>(10,810,503) £ per ha (gross)</b>	<b>(4,374,951) £ per acre (gross)</b>	
			<b>-61.54% % RLV / GDV</b>	

Scheme Typology: **Scheme BT** No Units: **60**  
 Site Typology: Norton Canes / Heath Hayes / Hednesford Greenfield/Brownfield: **Greenfield**  
 Notes: **n/a**

BENCHMARK LAND VALUE (BLV)			
Residential Density		100.0	dph (net)
Site Area (net)		0.60	ha (net)
Net to Gross ratio		80%	
Site Area (gross)		0.75	ha (gross)
Benchmark Land Value (net)	2,805 £ per plot	280,459	£ per ha (net)
		10,462	sqm/ha (net)
		80	dph (gross)
		224,367	£ per ha (gross)
		1.85	acres (gross)
		113,500	£ per acre (net)
		45,571	sqft/ac (net)
		90,800	£ per acre (gross)
			<b>168,275</b>
	BLV analysis:		
	Density		
BALANCE			
Surplus/(Deficit)		(13,793,587)	£ per ha (net)
		(5,582,188)	£ per acre (net)
			<b>(8,276,152)</b>

Scheme Typology:  
Site Typology:  
Notes:

Scheme BT  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: 60  
Greenfield/Brownfield:

Greenfield

**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 20%							
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%	
CIL £ psm 0.00	0.00	(5,582,188)	(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)
	5.00		(1,667,813)	(3,318,833)	(4,502,693)	(5,686,553)	(6,870,413)	(8,054,273)	(9,238,134)
	10.00		(1,688,455)	(3,436,243)	(4,613,581)	(5,790,918)	(6,968,255)	(8,145,593)	(9,322,930)
	15.00		(1,709,098)	(3,553,654)	(4,724,468)	(5,895,283)	(7,066,097)	(8,236,912)	(9,407,726)
	20.00		(1,729,740)	(3,671,064)	(4,835,356)	(5,999,648)	(7,163,939)	(8,328,231)	(9,492,523)
	25.00		(1,750,382)	(3,788,475)	(4,946,244)	(6,104,012)	(7,261,781)	(8,419,550)	(9,577,319)
	30.00		(1,771,024)	(3,905,885)	(5,057,131)	(6,208,377)	(7,359,623)	(8,510,870)	(9,662,116)
	35.00		(1,791,666)	(4,023,295)	(5,168,019)	(6,312,742)	(7,457,465)	(8,602,189)	(9,746,912)
	40.00		(1,812,308)	(4,140,706)	(5,278,906)	(6,417,107)	(7,555,307)	(8,693,508)	(9,831,709)
	45.00		(1,832,950)	(4,258,116)	(5,389,794)	(6,521,472)	(7,653,149)	(8,784,827)	(9,916,505)
	50.00		(1,853,592)	(4,375,527)	(5,500,682)	(6,625,837)	(7,750,992)	(8,876,146)	(10,001,301)
	55.00		(1,874,234)	(4,492,937)	(5,611,569)	(6,730,201)	(7,848,834)	(8,967,466)	(10,086,098)
	60.00		(1,894,876)	(4,610,348)	(5,722,457)	(6,834,566)	(7,946,676)	(9,058,785)	(10,170,894)
	65.00		(1,915,518)	(4,727,758)	(5,833,345)	(6,938,931)	(8,044,518)	(9,150,104)	(10,255,691)
	70.00		(1,936,160)	(4,845,168)	(5,944,232)	(7,043,296)	(8,142,360)	(9,241,423)	(10,340,487)
	75.00		(1,956,802)	(4,962,579)	(6,055,120)	(7,147,661)	(8,240,202)	(9,332,743)	(10,425,283)
80.00		(1,977,444)	(5,079,989)	(6,166,007)	(7,252,026)	(8,338,044)	(9,424,062)	(10,510,080)	
85.00		(1,998,086)	(5,197,400)	(6,276,895)	(7,356,390)	(8,435,886)	(9,515,381)	(10,594,876)	
90.00		(2,018,728)	(5,314,810)	(6,387,783)	(7,460,755)	(8,533,728)	(9,606,700)	(10,679,673)	
95.00		(2,039,370)	(5,432,221)	(6,498,670)	(7,565,120)	(8,631,570)	(9,698,019)	(10,764,469)	
100.00		(2,059,999)	(5,549,631)	(6,609,558)	(7,669,485)	(8,729,412)	(9,789,339)	(10,849,266)	
105.00		(2,080,631)	(5,667,041)	(6,720,446)	(7,773,850)	(8,827,254)	(9,880,658)	(10,934,062)	
110.00		(2,101,262)	(5,784,451)	(6,831,333)	(7,878,214)	(8,925,096)	(9,971,977)	(11,018,858)	
115.00		(2,121,894)	(5,901,862)	(6,942,221)	(7,982,579)	(9,022,938)	(10,063,296)	(11,103,655)	
120.00		(2,142,525)	(6,019,272)	(7,053,108)	(8,086,944)	(9,120,780)	(10,154,616)	(11,188,451)	
125.00		(2,163,157)	(6,136,683)	(7,163,996)	(8,191,309)	(9,218,622)	(10,245,935)	(11,273,248)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%	
Profit 20.0%	15.0%	(5,582,188)	(1,223,160)	(2,819,812)	(4,031,396)	(5,242,979)	(6,454,563)	(7,666,146)	(8,877,730)
	16.0%		(1,307,962)	(2,896,134)	(4,103,478)	(5,310,821)	(6,518,165)	(7,725,508)	(8,932,851)
	17.0%		(1,392,764)	(2,972,456)	(4,175,560)	(5,378,663)	(6,581,766)	(7,784,870)	(8,987,973)
	18.0%		(1,477,567)	(3,048,778)	(4,247,642)	(5,446,505)	(6,645,368)	(7,844,231)	(9,043,094)
	19.0%		(1,562,369)	(3,125,100)	(4,319,723)	(5,514,347)	(6,708,970)	(7,903,593)	(9,098,216)
	20.0%		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%	
BLV (£ per acre) 113,500	100,000	(5,582,188)	(1,633,671)	(3,187,922)	(4,378,305)	(5,568,688)	(6,759,071)	(7,949,454)	(9,139,837)
	115,000		(1,648,671)	(3,202,922)	(4,393,305)	(5,583,688)	(6,774,071)	(7,964,454)	(9,154,837)
	130,000		(1,663,671)	(3,217,922)	(4,408,305)	(5,598,688)	(6,789,071)	(7,979,454)	(9,169,837)
	145,000		(1,678,671)	(3,232,922)	(4,423,305)	(5,613,688)	(6,804,071)	(7,994,454)	(9,184,837)
	160,000		(1,693,671)	(3,247,922)	(4,438,305)	(5,628,688)	(6,819,071)	(8,009,454)	(9,199,837)
	175,000		(1,708,671)	(3,262,922)	(4,453,305)	(5,643,688)	(6,834,071)	(8,024,454)	(9,214,837)
	190,000		(1,723,671)	(3,277,922)	(4,468,305)	(5,658,688)	(6,849,071)	(8,039,454)	(9,229,837)
	205,000		(1,738,671)	(3,292,922)	(4,483,305)	(5,673,688)	(6,864,071)	(8,054,454)	(9,244,837)
	220,000		(1,753,671)	(3,307,922)	(4,498,305)	(5,688,688)	(6,879,071)	(8,069,454)	(9,259,837)
	235,000		(1,768,671)	(3,322,922)	(4,513,305)	(5,703,688)	(6,894,071)	(8,084,454)	(9,274,837)
	250,000		(1,783,671)	(3,337,922)	(4,528,305)	(5,718,688)	(6,909,071)	(8,099,454)	(9,289,837)
	265,000		(1,798,671)	(3,352,922)	(4,543,305)	(5,733,688)	(6,924,071)	(8,114,454)	(9,304,837)
	280,000		(1,813,671)	(3,367,922)	(4,558,305)	(5,748,688)	(6,939,071)	(8,129,454)	(9,319,837)
	295,000		(1,828,671)	(3,382,922)	(4,573,305)	(5,763,688)	(6,954,071)	(8,144,454)	(9,334,837)
	310,000		(1,843,671)	(3,397,922)	(4,588,305)	(5,778,688)	(6,969,071)	(8,159,454)	(9,349,837)
	325,000		(1,858,671)	(3,412,922)	(4,603,305)	(5,793,688)	(6,984,071)	(8,174,454)	(9,364,837)

Scheme Typology:  
Site Typology:  
Notes:

**Scheme BT**  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: **60**  
Greenfield/Brownfield:

**Greenfield**

**TABLE 4**

		Affordable Housing - % on site 20%							
		(5,582,188)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	80		(1,345,115)	(2,613,405)	(3,565,711)	(4,518,018)	(5,470,324)	(6,422,630)	(7,374,937)
	85		(1,420,629)	(2,760,409)	(3,772,235)	(4,784,060)	(5,795,886)	(6,807,711)	(7,819,537)
Density (dph)	90		(1,496,143)	(2,907,414)	(3,978,758)	(5,050,103)	(6,121,448)	(7,192,792)	(8,264,137)
	100.0		(1,571,657)	(3,054,418)	(4,185,282)	(5,316,146)	(6,447,009)	(7,577,873)	(8,708,737)
	100		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)
	105		(1,722,685)	(3,348,427)	(4,598,329)	(5,848,231)	(7,098,133)	(8,348,035)	(9,597,937)
	110		(1,798,199)	(3,495,431)	(4,804,852)	(6,114,274)	(7,423,695)	(8,733,116)	(10,042,537)
	115		(1,873,713)	(3,642,436)	(5,011,376)	(6,380,316)	(7,749,257)	(9,118,197)	(10,487,138)
	120		(1,949,227)	(3,789,440)	(5,217,900)	(6,646,359)	(8,074,819)	(9,503,278)	(10,931,738)
	125		(2,024,741)	(3,936,444)	(5,424,423)	(6,912,402)	(8,400,380)	(9,888,359)	(11,376,338)
	130		(2,100,255)	(4,083,449)	(5,630,947)	(7,178,444)	(8,725,942)	(10,273,440)	(11,820,938)

**TABLE 5**

		Affordable Housing - % on site 20%							
		(5,582,188)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	90%		(815,616)	(1,066,330)	(1,192,658)	(1,319,957)	(1,458,913)	(2,649,273)	(3,839,656)
	92%		(980,648)	(1,232,603)	(1,359,855)	(1,488,028)	(2,521,626)	(3,712,009)	(4,902,392)
Build Cost	94%		(1,146,220)	(1,399,754)	(1,527,814)	(2,393,979)	(3,584,362)	(4,774,745)	(5,965,128)
	96%		(1,312,492)	(1,567,600)	(2,266,333)	(3,456,716)	(4,647,099)	(5,837,482)	(7,027,865)
(105% = 5% increase)	98%		(1,479,551)	(2,138,686)	(3,329,069)	(4,519,452)	(5,709,835)	(6,900,218)	(8,090,601)
	100%		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)
	102%		(1,883,393)	(4,264,159)	(5,454,542)	(6,644,925)	(7,835,308)	(9,025,690)	(10,216,073)
	104%		(2,946,129)	(5,328,895)	(6,517,278)	(7,707,661)	(8,898,044)	(10,088,427)	(11,278,810)
	106%		(4,008,865)	(6,389,631)	(7,580,014)	(8,770,397)	(9,960,780)	(11,151,163)	(12,341,546)
	108%		(5,071,602)	(7,452,368)	(8,642,751)	(9,833,133)	(11,023,516)	(12,213,899)	(13,404,282)
	110%		(6,134,338)	(8,515,104)	(9,705,487)	(10,895,870)	(12,086,253)	(13,276,636)	(14,467,019)
	112%		(7,197,074)	(9,577,840)	(10,768,223)	(11,958,606)	(13,148,989)	(14,339,372)	(15,529,755)

**TABLE 6**

		Affordable Housing - % on site 20%							
		(5,582,188)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	80%		(11,945,100)	(13,213,422)	(13,847,583)	(14,481,743)	(15,115,904)	(15,750,065)	(16,384,226)
	82%		(10,832,656)	(12,212,222)	(12,902,005)	(13,591,788)	(14,281,571)	(14,971,354)	(15,661,137)
Market Values	84%		(9,720,212)	(11,211,022)	(11,956,427)	(12,701,832)	(13,447,238)	(14,192,643)	(14,938,048)
	86%		(8,607,767)	(10,209,822)	(11,010,849)	(11,811,877)	(12,612,904)	(13,413,932)	(14,214,959)
(105% = 5% increase)	88%		(7,495,323)	(9,208,622)	(10,065,272)	(10,921,921)	(11,778,571)	(12,635,221)	(13,491,870)
	90%		(6,382,878)	(8,207,422)	(9,119,694)	(10,031,966)	(10,944,238)	(11,856,510)	(12,768,781)
	92%		(5,270,434)	(7,206,222)	(8,174,116)	(9,142,010)	(10,109,904)	(11,077,798)	(12,045,693)
	94%		(4,157,990)	(6,205,022)	(7,228,539)	(8,252,055)	(9,275,571)	(10,299,087)	(11,322,604)
	96%		(3,045,545)	(5,203,822)	(6,282,961)	(7,362,099)	(8,441,238)	(9,520,376)	(10,599,515)
	98%		(1,933,101)	(4,202,422)	(5,337,383)	(6,472,144)	(7,606,905)	(8,741,665)	(9,876,426)
	100%		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)
	102%		(1,500,289)	(2,200,222)	(3,446,228)	(4,692,233)	(5,938,238)	(7,184,243)	(8,430,248)
	104%		(1,354,013)	(1,638,472)	(2,500,650)	(3,802,277)	(5,103,905)	(6,405,532)	(7,707,159)
	106%		(1,208,500)	(1,505,911)	(1,656,243)	(2,912,322)	(4,269,571)	(5,626,821)	(6,984,071)
	108%		(1,063,672)	(1,374,084)	(1,530,895)	(2,022,366)	(3,435,238)	(4,848,110)	(6,260,982)
	110%		(919,241)	(1,242,888)	(1,406,189)	(1,570,786)	(2,600,905)	(4,069,399)	(5,537,893)
	112%		(775,558)	(1,112,083)	(1,281,908)	(1,452,942)	(1,766,572)	(3,290,688)	(4,814,804)
	114%		(632,477)	(981,959)	(1,158,223)	(1,335,763)	(1,514,822)	(2,511,977)	(4,091,715)
	116%		(491,785)	(852,240)	(1,035,081)	(1,219,070)	(1,404,487)	(1,733,266)	(3,368,626)
	118%		(352,953)	(722,925)	(912,187)	(1,102,662)	(1,294,631)	(1,488,353)	(2,645,538)
	120%		(215,540)	(594,382)	(790,003)	(986,996)	(1,185,334)	(1,385,327)	(1,922,449)

**TABLE 7**

		Affordable Housing - % on site 20%							
		(5,582,188)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	-		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)
	1,000		(1,690,635)	(3,476,110)	(4,666,493)	(5,856,876)	(7,047,259)	(8,237,642)	(9,428,025)
Additional Low Carbon/Energy Reduction	2,000		(1,734,099)	(3,750,798)	(4,941,181)	(6,131,564)	(7,321,947)	(8,512,330)	(9,702,713)
	3,000		(1,777,563)	(4,025,486)	(5,215,869)	(6,406,252)	(7,596,635)	(8,787,018)	(9,977,401)
7,500	4,000		(1,919,408)	(4,300,174)	(5,490,557)	(6,680,940)	(7,871,323)	(9,061,706)	(10,252,089)
	5,000		(2,194,096)	(4,574,862)	(5,765,245)	(6,955,628)	(8,146,011)	(9,336,394)	(10,526,777)
	6,000		(2,468,784)	(4,849,550)	(6,039,933)	(7,230,316)	(8,420,699)	(9,611,082)	(10,801,465)
	7,000		(2,743,472)	(5,124,238)	(6,314,621)	(7,505,004)	(8,695,387)	(9,885,770)	(11,076,153)
	8,000		(3,018,160)	(5,398,926)	(6,589,309)	(7,779,692)	(8,970,075)	(10,160,458)	(11,350,840)
	9,000		(3,292,848)	(5,673,614)	(6,863,997)	(8,054,380)	(9,244,763)	(10,435,145)	(11,625,528)
	10,000		(3,567,536)	(5,948,302)	(7,138,685)	(8,329,068)	(9,519,450)	(10,709,833)	(11,900,216)

Appraisal Ref:  
Scheme Typology:  
Site Typology:  
Notes:

**BU**  
**Scheme BU**  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: **60**  
Greenfield/Brownfield:

**Brownfield**

(see Typologies Matrix)

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				60 Units													
AH Policy requirement (% Target)				20%													
Open Market Sale (OMS) housing				80%													
AH tenure split %						25.0%		60.0% % Rented									
		Open Market Sale (OMS)				35.0%											
		Affordable Rent:				25.0%											
		Social Rent:				15.0%		8.0% % of total (>10% First Homes PPG 023)									
		First Homes:				100.0%		100.0%									
		Other Intermediate (LCHO/Sub-Market etc.):															
CIL Rate (£ psm)				£ 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		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%		28.8		60.0%		7.2		60%		36.0					
2 bed Flat		40.0%		19.2		40.0%		4.8		40%		24.0					
Total number of units		100.0%		48.0		100.0%		12.0		100%		60.0					
OMS Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)					
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		60.0		646		65.0%				92.3		994					
2 bed Flat		80.0		861		65.0%				123.1		1,325					
AH Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)					
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		60.0		646		65.0%				92.3		994					
2 bed Flat		80.0		861		65.0%				123.1		1,325					
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		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		2,658		28,615		665		7,154		3,323		35,769					
2 bed Flat		2,363		25,436		591		6,359		2,954		31,795					
AH % by floor area:		5,022		54,051		1,255		13,513		6,277		67,584					
Open Market Sales values (£) -		£ OMS (per unit)		£ psm		£ psf				total MV (£ (no AH))							
1 bed House				#DIV/0!		#DIV/0!				0							
2 bed House				#DIV/0!		#DIV/0!				0							
3 bed House				#DIV/0!		#DIV/0!				0							
4 bed House				#DIV/0!		#DIV/0!				0							
5 bed House		0		#DIV/0!		#DIV/0!				0							
1 bed Flat		213,750		3,563		331				7,695,000							
2 bed Flat		285,000		3,563		331				6,840,000							
										14,535,000							
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		0		55%		0		35%		0		70%		0		65%	
2 bed House		0		55%		0		35%		0		70%		0		65%	
3 bed House		0		55%		0		35%		0		70%		0		65%	
4 bed House		0		55%		0		35%		0		70%		0		65%	
5 bed House		0		55%		0		35%		0		70%		0		65%	
1 bed Flat		117,563		55%		74,813		35%		149,625		70%		138,938		65%	
2 bed Flat		156,750		55%		99,750		35%		199,500		70%		185,250		65%	
										* capped @£250K							



Scheme Typology:  
Site Typology:  
Notes:

Scheme BU  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: 60  
Greenfield/Brownfield:

Brownfield

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	28.8	@	213,750		6,156,000
2 bed Flat	19.2	@	285,000		5,472,000
	48.0				11,628,000
<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	1.8	@	117,563		211,613
2 bed Flat	1.2	@	156,750		188,100
	3.0				399,713
<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	2.5	@	74,813		188,528
2 bed Flat	1.7	@	99,750		167,580
	4.2				356,108
<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	1.8	@	149,625		269,325
2 bed Flat	1.2	@	199,500		239,400
	3.0				508,725
<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	1.1	@	138,938		150,053
2 bed Flat	0.7	@	185,250		133,380
	1.8	12.0			283,433
<b>Sub-total GDV Residential</b>	<b>60</b>				<b>13,175,978</b>
<b>AH on-site cost analysis:</b>				<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,359,023</b>
			<b>217 £ psm (total GIA sqm)</b>	<b>22,650 £ per unit (total units)</b>	
<b>Grant</b>	12	AH units @		per unit	-
<b>Total GDV</b>					<b>13,175,978</b>

Scheme Typology: **Scheme BU** No Units: **60**  
 Site Typology: Norton Canes / Heath Hayes / Hednesford Greenfield/Brownfield:  
 Notes: **n/a** **Brownfield**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (24,239)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL									
CIL analysis: 5,022 sqm (Market only) 0.00 £ psm									
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 @ per unit									
Sub-total									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 6,277 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
cont./									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation									
0.60 ha @ 50,000 £ per ha (30,000)									
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 60 units @ per unit									
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,119 psm									
2 bed House - sqm @ 1,119 psm									
3 bed House - sqm @ 1,119 psm									
4 bed House - sqm @ 1,119 psm									
5 bed House - sqm @ 1,119 psm									
1 bed Flat 3,323 sqm @ 1,681 psm									
2 bed Flat 2,954 sqm @ 1,681 psm									
6,277									
Garages for 3 bed House (OMS only) - units @ 50% @ 6,000 £ per garage									
Garages for 4 bed House (OMS only) - units @ 75% @ 6,000 £ per garage									
Garages for 5 bed House (OMS only) - units @ 120% @ 6,000 £ per garage									
External works 10,551,508 @ 10.0% 17,586 £ per unit (total units) (1,055,151)									
Ext. Works analysis:									
Policy Costs on design -									
Net Biodiversity costs 60 units @ 268 £ per unit (16,080)									
M4(2) Category 2 Housing Aff units 12 units @ 95% @ 521 £ per unit (5,939)									
M4(3) Category 3 Housing Aff units 12 units @ 5% @ 10,111 £ per unit (6,067)									
M4(2) Category 2 Housing OMS units 48 units @ 95% @ 521 £ per unit (23,758)									
M4(3) Category 3 Housing OMS units 48 units @ 5% @ 10,111 £ per unit (24,266)									
Part L/FHS 60 units @ 4,500 £ per unit (270,000)									
Additional Low Carbon/Energy Reduction 60 units @ 0 £ per unit									
EV Charging Points - Houses - units @ 1,000 £ per unit									
EV Charging Points - Flats 60 units @ 4 flats per charger 10,000 £ per 4 units (150,000)									
SAC 60 units @ 290.58 £ per unit (17,435)									
Sub-total (513,545)									
Policy Costs analysis: (design costs only) 8,559 £ per unit (total units)									
Contingency (on construction) 12,150,203 @ 5.0% (607,510)									

<b>Scheme Typology:</b>	<b>Scheme BU</b>	No Units:	<b>60</b>	
<b>Site Typology:</b>	Norton Canes / Heath Hayes / Hednesford	Greenfield/Brownfield:	<b>Brownfield</b>	
<b>Notes:</b>	n/a			
<b>Professional Fees</b>	12,150,203 @		<b>6.5%</b>	(789,763)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	11,628,000 OMS @		<b>1.50%</b>	2,907 £ per unit (174,420)
Residential Sales Agent Costs	11,628,000 OMS @		<b>0.50%</b>	969 £ per unit (58,140)
Residential Sales Legal Costs	11,628,000 OMS @		<b>1.00%</b>	1,938 £ per unit (116,280)
Affordable Sale Legal Costs				lump sum (10,000)
<b>Disposal Cost analysis:</b>				<b>5,981 £ per unit</b>
<b>Interest (on Development Costs) -</b>	<b>7.00%</b> APR		0.565% pcm	(7,537,692)
<b>Developers Profit -</b>				
Profit on OMS	11,628,000		<b>20.00%</b>	(2,325,600)
Margin on AH	1,547,978		<b>6.00%</b> on AH values	(92,879)
<b>Profit analysis:</b>	<b>13,175,978</b>		<b>18.36% blended GDV</b>	<b>(2,418,479)</b>
	<b>21,538,248</b>		<b>11.23% on costs</b>	<b>(2,418,479)</b>
<b>TOTAL COSTS</b>				<b>(23,956,726)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				(10,780,749)
SDLT	-	10,780,749 @	HMRC formula	549,537
Acquisition Agent fees	-	10,780,749 @	<b>1.0%</b>	107,807
Acquisition Legal fees	-	10,780,749 @	<b>0.5%</b>	53,904
Interest on Land	-	10,780,749 @	7.00%	754,652
Residual Land Value				<b>(9,314,848)</b>
<b>RLV analysis:</b>	<b>(155,247) £ per plot</b>	<b>(15,524,746) £ per ha (net)</b>	<b>(6,282,779) £ per acre (net)</b>	
		<b>(13,972,272) £ per ha (gross)</b>	<b>(5,654,501) £ per acre (gross)</b>	
			<b>-70.70% % RLV / GDV</b>	

Scheme Typology: **Scheme BU** No Units: **60**  
 Site Typology: Norton Canes / Heath Hayes / Hednesford Greenfield/Brownfield: **Brownfield**  
 Notes: **n/a**

BENCHMARK LAND VALUE (BLV)				
Residential Density			100.0	dph (net)
Site Area (net)			0.60	ha (net)
Net to Gross ratio			90%	
Site Area (gross)			0.67	ha (gross)
Benchmark Land Value (net)	5,436	£ per plot	543,620	£ per ha (net)
		Density	10,462	sqm/ha (net)
			90	dph (gross)
			489,258	£ per ha (gross)
			1.65	acres (gross)
			220,000	£ per acre (net)
			45,571	sqft/ac (net)
			198,000	£ per acre (gross)
				326,172
<b>BALANCE</b>				
Surplus/(Deficit)			(16,068,366)	£ per ha (net)
			(6,502,779)	£ per acre (net)
				(9,641,020)

Scheme Typology:  
Site Typology:  
Notes:

**Scheme BU**  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: **60**  
Greenfield/Brownfield:

**Brownfield**

**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**

Balance (RLV - BLV £ per acre (n))	(6,502,779)	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
CIL £ psm 0.00	0.00	(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	5.00	(1,903,128)	(4,239,423)	(5,423,283)	(6,607,144)	(7,791,004)	(8,974,864)	(10,158,724)
	10.00	(2,002,159)	(4,356,834)	(5,534,171)	(6,711,508)	(7,888,846)	(9,066,183)	(10,243,520)
	15.00	(2,132,615)	(4,474,244)	(5,645,059)	(6,815,873)	(7,986,688)	(9,157,502)	(10,328,317)
	20.00	(2,263,071)	(4,591,655)	(5,755,946)	(6,920,238)	(8,084,530)	(9,248,821)	(10,413,113)
	25.00	(2,393,527)	(4,709,065)	(5,866,834)	(7,024,603)	(8,182,372)	(9,340,141)	(10,497,910)
	30.00	(2,523,983)	(4,826,475)	(5,977,722)	(7,128,968)	(8,280,214)	(9,431,460)	(10,582,706)
	35.00	(2,654,439)	(4,943,886)	(6,088,609)	(7,233,332)	(8,378,056)	(9,522,779)	(10,667,502)
	40.00	(2,784,895)	(5,061,296)	(6,199,497)	(7,337,697)	(8,475,898)	(9,614,098)	(10,752,299)
	45.00	(2,915,351)	(5,178,707)	(6,310,384)	(7,442,062)	(8,573,740)	(9,705,418)	(10,837,095)
	50.00	(3,045,807)	(5,296,117)	(6,421,272)	(7,546,427)	(8,671,582)	(9,796,737)	(10,921,892)
	55.00	(3,176,263)	(5,413,528)	(6,532,160)	(7,650,792)	(8,769,424)	(9,888,056)	(11,006,688)
	60.00	(3,306,719)	(5,530,938)	(6,643,047)	(7,755,157)	(8,867,266)	(9,979,375)	(11,091,485)
	65.00	(3,437,175)	(5,648,348)	(6,753,935)	(7,859,521)	(8,965,108)	(10,070,694)	(11,176,281)
	70.00	(3,567,631)	(5,765,759)	(6,864,823)	(7,963,886)	(9,062,950)	(10,162,014)	(11,261,077)
	75.00	(3,698,087)	(5,883,169)	(6,975,710)	(8,068,251)	(9,160,792)	(10,253,333)	(11,345,874)
	80.00	(3,828,543)	(6,000,580)	(7,086,598)	(8,172,616)	(9,258,634)	(10,344,652)	(11,430,670)
	85.00	(3,958,999)	(6,117,990)	(7,197,485)	(8,276,981)	(9,356,476)	(10,435,971)	(11,515,467)
	90.00	(4,089,456)	(6,235,401)	(7,308,373)	(8,381,346)	(9,454,318)	(10,527,291)	(11,600,263)
	95.00	(4,219,912)	(6,352,811)	(7,419,261)	(8,485,710)	(9,552,160)	(10,618,610)	(11,685,060)
100.00	(4,350,368)	(6,470,221)	(7,530,148)	(8,590,075)	(9,650,002)	(10,709,929)	(11,769,856)	
105.00	(4,480,824)	(6,587,632)	(7,641,036)	(8,694,440)	(9,747,844)	(10,801,248)	(11,854,652)	
110.00	(4,611,280)	(6,705,042)	(7,751,924)	(8,798,805)	(9,845,686)	(10,892,567)	(11,939,449)	
115.00	(4,741,736)	(6,822,453)	(7,862,811)	(8,903,170)	(9,943,528)	(10,983,887)	(12,024,245)	
120.00	(4,872,192)	(6,939,863)	(7,973,699)	(9,007,535)	(10,041,370)	(11,075,206)	(12,109,042)	
125.00	(5,002,648)	(7,057,274)	(8,084,586)	(9,111,899)	(10,139,212)	(11,166,525)	(12,193,838)	

**TABLE 2**

Balance (RLV - BLV £ per acre (n))	(6,502,779)	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
Profit 20.0%	15.0%	(1,458,474)	(3,740,403)	(4,951,986)	(6,163,570)	(7,375,153)	(8,586,737)	(9,798,320)
	16.0%	(1,543,277)	(3,816,725)	(5,024,068)	(6,231,412)	(7,438,755)	(8,646,098)	(9,853,442)
	17.0%	(1,628,079)	(3,893,047)	(5,096,150)	(6,299,253)	(7,502,357)	(8,705,460)	(9,908,563)
	18.0%	(1,712,881)	(3,969,369)	(5,168,232)	(6,367,095)	(7,565,958)	(8,764,822)	(9,963,685)
	19.0%	(1,797,683)	(4,045,691)	(5,240,314)	(6,434,937)	(7,629,560)	(8,824,183)	(10,018,806)
	20.0%	(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)

**TABLE 3**

Balance (RLV - BLV £ per acre (n))	(6,502,779)	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
BLV (£ per acre) 220,000	100,000	(1,762,485)	(4,002,013)	(5,192,396)	(6,382,779)	(7,573,162)	(8,763,545)	(9,953,928)
	115,000	(1,777,485)	(4,017,013)	(5,207,396)	(6,397,779)	(7,588,162)	(8,778,545)	(9,968,928)
	130,000	(1,792,485)	(4,032,013)	(5,222,396)	(6,412,779)	(7,603,162)	(8,793,545)	(9,983,928)
	145,000	(1,807,485)	(4,047,013)	(5,237,396)	(6,427,779)	(7,618,162)	(8,808,545)	(9,998,928)
	160,000	(1,822,485)	(4,062,013)	(5,252,396)	(6,442,779)	(7,633,162)	(8,823,545)	(10,013,928)
	175,000	(1,837,485)	(4,077,013)	(5,267,396)	(6,457,779)	(7,648,162)	(8,838,545)	(10,028,928)
	190,000	(1,852,485)	(4,092,013)	(5,282,396)	(6,472,779)	(7,663,162)	(8,853,545)	(10,043,928)
	205,000	(1,867,485)	(4,107,013)	(5,297,396)	(6,487,779)	(7,678,162)	(8,868,545)	(10,058,928)
	220,000	(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	235,000	(1,897,485)	(4,137,013)	(5,327,396)	(6,517,779)	(7,708,162)	(8,898,545)	(10,088,928)
	250,000	(1,912,485)	(4,152,013)	(5,342,396)	(6,532,779)	(7,723,162)	(8,913,545)	(10,103,928)
	265,000	(1,927,485)	(4,167,013)	(5,357,396)	(6,547,779)	(7,738,162)	(8,928,545)	(10,118,928)
	280,000	(1,942,485)	(4,182,013)	(5,372,396)	(6,562,779)	(7,753,162)	(8,943,545)	(10,133,928)
	295,000	(1,957,485)	(4,197,013)	(5,387,396)	(6,577,779)	(7,768,162)	(8,958,545)	(10,148,928)
	310,000	(1,972,485)	(4,212,013)	(5,402,396)	(6,592,779)	(7,783,162)	(8,973,545)	(10,163,928)
	325,000	(1,987,485)	(4,227,013)	(5,417,396)	(6,607,779)	(7,798,162)	(8,988,545)	(10,178,928)

Scheme Typology:  
Site Typology:  
Notes:

**Scheme BU**  
Norton Canes / Heath Hayes / Hednesford  
n/a

No Units: **60**  
Greenfield/Brownfield:

**Brownfield**

		Affordable Housing - % on site 20%							
		(6,502,779)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	80		(1,554,746)	(3,371,679)	(4,323,985)	(5,276,292)	(6,228,598)	(7,180,904)	(8,133,211)
	85		(1,636,681)	(3,559,262)	(4,571,088)	(5,582,913)	(6,594,739)	(7,606,564)	(8,618,390)
Density (dph)	90		(1,718,616)	(3,746,846)	(4,818,190)	(5,889,535)	(6,960,880)	(8,032,224)	(9,103,569)
	100.0		(1,800,551)	(3,934,429)	(5,065,293)	(6,196,157)	(7,327,021)	(8,457,885)	(9,588,748)
	100		(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	105		(1,964,420)	(4,309,596)	(5,559,498)	(6,809,400)	(8,059,303)	(9,309,205)	(10,559,107)
	110		(2,046,355)	(4,497,180)	(5,806,601)	(7,116,022)	(8,425,444)	(9,734,865)	(11,044,286)
	115		(2,128,290)	(4,684,763)	(6,053,704)	(7,422,644)	(8,791,584)	(10,160,525)	(11,529,465)
	120		(2,210,225)	(4,872,347)	(6,300,806)	(7,729,266)	(9,157,725)	(10,586,185)	(12,014,644)
	125		(2,292,160)	(5,059,930)	(6,547,909)	(8,035,888)	(9,523,866)	(11,011,845)	(12,499,824)
	130		(2,374,094)	(5,247,514)	(6,795,012)	(8,342,509)	(9,890,007)	(11,437,505)	(12,985,003)

		Affordable Housing - % on site 20%							
		(6,502,779)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	90%		(1,033,365)	(1,285,016)	(1,411,962)	(1,539,828)	(2,282,427)	(3,472,810)	(4,663,193)
	92%		(1,201,723)	(1,454,915)	(1,582,685)	(2,174,191)	(3,364,574)	(4,554,957)	(5,745,340)
Build Cost	94%		(1,370,979)	(1,625,542)	(2,065,955)	(3,256,338)	(4,446,721)	(5,637,104)	(6,827,487)
	100%		(1,540,820)	(1,957,719)	(3,148,102)	(4,338,485)	(5,528,868)	(6,719,251)	(7,909,634)
(105% = 5% increase)	98%		(1,711,256)	(3,039,866)	(4,230,249)	(5,420,632)	(6,611,015)	(7,801,398)	(8,991,781)
	100%		(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	102%		(2,053,714)	(5,204,160)	(6,394,543)	(7,584,926)	(8,775,309)	(9,965,692)	(11,156,075)
	104%		(2,224,945)	(6,286,307)	(7,476,690)	(8,667,073)	(9,857,456)	(11,047,839)	(12,238,222)
	106%		(2,396,176)	(7,368,454)	(8,558,837)	(9,749,220)	(10,939,603)	(12,129,986)	(13,320,369)
	108%		(2,567,407)	(8,450,601)	(9,640,984)	(10,831,367)	(12,021,750)	(13,212,133)	(14,402,516)
	110%		(2,738,638)	(9,532,748)	(10,723,131)	(11,913,514)	(13,103,897)	(14,294,280)	(15,484,663)
	112%		(2,909,869)	(10,614,895)	(11,805,278)	(12,995,661)	(14,186,044)	(15,376,427)	(16,566,810)

		Affordable Housing - % on site 20%							
		(6,502,779)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	80%		(12,865,691)	(14,134,012)	(14,768,173)	(15,402,334)	(16,036,494)	(16,670,655)	(17,304,816)
	82%		(11,753,246)	(13,132,812)	(13,822,595)	(14,512,378)	(15,202,161)	(15,891,944)	(16,581,727)
Market Values	84%		(10,640,802)	(12,131,612)	(12,877,018)	(13,622,423)	(14,367,828)	(15,113,233)	(15,858,638)
	86%		(9,528,358)	(11,130,412)	(11,931,440)	(12,732,467)	(13,533,495)	(14,334,522)	(15,135,549)
100%	88%		(8,415,913)	(10,129,212)	(10,985,862)	(11,842,512)	(12,699,161)	(13,555,811)	(14,412,461)
	90%		(7,303,469)	(9,128,013)	(10,040,284)	(10,952,556)	(11,864,828)	(12,777,100)	(13,689,372)
(105% = 5% increase)	92%		(6,191,024)	(8,126,813)	(9,094,707)	(10,062,601)	(11,030,495)	(11,998,389)	(12,966,283)
	94%		(5,078,580)	(7,125,613)	(8,149,129)	(9,172,645)	(10,196,161)	(11,219,678)	(12,243,194)
	96%		(3,966,136)	(6,124,413)	(7,203,551)	(8,282,690)	(9,361,828)	(10,440,967)	(11,520,105)
	98%		(2,853,691)	(5,123,213)	(6,257,973)	(7,392,734)	(8,527,495)	(9,662,256)	(10,797,016)
	100%		(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	102%		(1,735,017)	(3,120,813)	(4,366,818)	(5,612,823)	(6,858,828)	(8,104,834)	(9,350,839)
	104%		(1,588,405)	(2,119,613)	(3,421,240)	(4,722,868)	(6,024,495)	(7,326,122)	(8,627,750)
	106%		(1,442,371)	(1,741,065)	(2,475,663)	(3,832,912)	(5,190,162)	(6,547,411)	(7,904,661)
	108%		(1,296,858)	(1,608,674)	(1,766,209)	(2,942,957)	(4,355,829)	(5,768,700)	(7,181,572)
	110%		(1,152,244)	(1,476,847)	(1,640,861)	(2,053,001)	(3,521,495)	(4,989,989)	(6,458,483)
	112%		(1,008,000)	(1,345,797)	(1,516,276)	(1,688,125)	(2,687,162)	(4,211,278)	(5,735,394)
	114%		(864,316)	(1,215,113)	(1,392,093)	(1,570,353)	(1,852,829)	(3,432,567)	(5,012,306)
	116%		(721,598)	(1,084,990)	(1,268,407)	(1,453,174)	(1,639,535)	(2,653,856)	(4,289,217)
	118%		(581,249)	(955,367)	(1,145,341)	(1,336,530)	(1,529,222)	(1,875,145)	(3,566,128)
	120%		(442,677)	(826,052)	(1,022,446)	(1,220,150)	(1,419,366)	(1,820,439)	(2,843,039)

		Affordable Housing - % on site 20%							
		(6,502,779)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	-		(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	1,000		(2,020,952)	(4,401,718)	(5,592,101)	(6,782,484)	(7,972,867)	(9,163,250)	(10,353,633)
Additional Low Carbon/Energy Reduction	2,000		(2,300,657)	(4,681,423)	(5,871,806)	(7,062,189)	(8,252,572)	(9,442,955)	(10,633,338)
	3,000		(2,580,362)	(4,961,128)	(6,151,511)	(7,341,894)	(8,532,277)	(9,722,660)	(10,913,043)
7,500	4,000		(2,860,067)	(5,240,833)	(6,431,216)	(7,621,599)	(8,811,982)	(10,002,365)	(11,192,748)
	5,000		(3,139,772)	(5,520,538)	(6,710,921)	(7,901,304)	(9,091,687)	(10,282,070)	(11,472,453)
	6,000		(3,419,477)	(5,800,243)	(6,990,626)	(8,181,009)	(9,371,392)	(10,561,775)	(11,752,158)
	7,000		(3,699,182)	(6,079,948)	(7,270,331)	(8,460,714)	(9,651,097)	(10,841,480)	(12,031,863)
	8,000		(3,978,887)	(6,359,653)	(7,550,036)	(8,740,419)	(9,930,802)	(11,121,185)	(12,311,568)
	9,000		(4,258,592)	(6,639,358)	(7,829,741)	(9,020,124)	(10,210,507)	(11,400,890)	(12,591,273)
	10,000		(4,538,297)	(6,919,063)	(8,109,446)	(9,299,829)	(10,490,212)	(11,680,595)	(12,870,978)

Appraisal Ref: **BV**  
 Scheme Typology: **Scheme BV**  
 Site Typology: **Rugeley / Cannock**  
 Notes: **n/a**

No Units: **60**  
 Greenfield/Brownfield: **Greenfield**

(see Typologies Matrix)

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme			60 Units					
AH Policy requirement (% Target)			20%					
Open Market Sale (OMS) housing	Open Market Sale (OMS)		80%					
AH tenure split %	Affordable Rent:			25.0%	60.0% % Rented			
	Social Rent:			35.0%				
	First Homes:			25.0%				
	Other Intermediate (LCHO/Sub-Market etc.):			15.0%	8.0% % of total (>10% First Homes PPG 023)			
		100%	100%	100.0%				
CIL Rate (£ psm)					£ 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%	28.8	60.0%	7.2	60%	36.0		
2 bed Flat	40.0%	19.2	40.0%	4.8	40%	24.0		
Total number of units	100.0%	48.0	100.0%	12.0	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		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	60.0	646	65.0%	92.3	994	994		
2 bed Flat	80.0	861	65.0%	123.1	1,325	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	0.0	0		0.0	0	0		
2 bed House	0.0	0		0.0	0	0		
3 bed House	0.0	0		0.0	0	0		
4 bed House	0.0	0		0.0	0	0		
5 bed House	0.0	0		0.0	0	0		
1 bed Flat	60.0	646	65.0%	92.3	994	994		
2 bed Flat	80.0	861	65.0%	123.1	1,325	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	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	2,658	28,615	665	7,154	3,323	35,769		
2 bed Flat	2,363	25,436	591	6,359	2,954	31,795		
	5,022	54,051	1,255	13,513	6,277	67,564		
	<b>AH % by floor area:</b>		<b>20.00% 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		#DIV/0!	#DIV/0!	0				
2 bed House		#DIV/0!	#DIV/0!	0				
3 bed House		#DIV/0!	#DIV/0!	0				
4 bed House		#DIV/0!	#DIV/0!	0				
5 bed House	0	#DIV/0!	#DIV/0!	0				
1 bed Flat	213,750	3,563	331	7,695,000				
2 bed Flat	285,000	3,563	331	6,840,000				
				14,535,000				
<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	55%	0	35%	0	70%	0	65%
2 bed House	0	55%	0	35%	0	70%	0	65%
3 bed House	0	55%	0	35%	0	70%	0	65%
4 bed House	0	55%	0	35%	0	70%	0	65%
5 bed House	0	55%	0	35%	0	70%	0	65%
1 bed Flat	117,563	55%	74,813	35%	149,625	70%	138,938	65%
2 bed Flat	156,750	55%	99,750	35%	199,500	70%	185,250	65%

\* capped @£250K

Scheme Typology: **Scheme BV**  
 Site Typology: Rugeley / Cannock  
 Notes: n/a

No Units: **60**  
 Greenfield/Brownfield: **Greenfield**

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	28.8	@	213,750	6,156,000
2 bed Flat	19.2	@	285,000	5,472,000
	48.0			11,628,000
<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	1.8	@	117,563	211,613
2 bed Flat	1.2	@	156,750	188,100
	3.0			399,713
<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	2.5	@	74,813	188,528
2 bed Flat	1.7	@	99,750	167,580
	4.2			356,108
<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	1.8	@	149,625	269,325
2 bed Flat	1.2	@	199,500	239,400
	3.0			508,725
<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	1.1	@	138,938	150,053
2 bed Flat	0.7	@	185,250	133,380
	1.8	12.0		283,433
<b>Sub-total GDV Residential</b>				
	<b>60</b>			<b>13,175,978</b>
<b>AH on-site cost analysis:</b>				
	<b>217</b>	<b>£ psm (total GIA sqm)</b>	<b>£MV (no AH) less £GDV (inc. AH)</b>	<b>1,359,023</b>
			<b>22,650 £ per unit (total units)</b>	
<b>Grant</b>				
	12	AH units @	per unit	-
<b>Total GDV</b>				
				<b>13,175,978</b>



**Scheme Typology:** **Scheme BV**  
**Site Typology:** Rugeley / Cannock  
**Notes:** n/a

No Units: **60**  
 Greenfield/Brownfield: **Greenfield**

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (24,239)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL									
CIL analysis: 5,022 sqm (Market only) 0.00 £ psm									
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 @ per unit									
Sub-total -									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 6,277 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
cont./									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation 0.60 ha @ 50,000 £ per ha (30,000)									
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 60 units @ per unit									
Sub-total -									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,119 psm									
2 bed House - sqm @ 1,119 psm									
3 bed House - sqm @ 1,119 psm									
4 bed House - sqm @ 1,119 psm									
5 bed House - sqm @ 1,119 psm									
1 bed Flat 3,323 sqm @ 1,681 psm (5,586,092)									
2 bed Flat 2,954 sqm @ 1,681 psm (4,965,415)									
Garages for 3 bed House (OMS only) - units @ 50% @ 6,000 £ per garage									
Garages for 4 bed House (OMS only) - units @ 75% @ 6,000 £ per garage									
Garages for 5 bed House (OMS only) - units @ 120% @ 6,000 £ per garage									
External works 10,551,508 @ 10.0% (1,055,151)									
Ext. Works analysis: 17,586 £ per unit (total units)									
Policy Costs on design -									
Net Biodiversity costs 60 units @ 1,003 £ per unit (60,180)									
M4(2) Category 2 Housing Aff units 12 units @ 95% @ 521 £ per unit (5,939)									
M4(3) Category 3 Housing Aff units 12 units @ 5% @ 10,111 £ per unit (6,067)									
M4(2) Category 2 Housing OMS units 48 units @ 95% @ 521 £ per unit (23,758)									
M4(3) Category 3 Housing OMS units 48 units @ 5% @ 10,111 £ per unit (24,266)									
Part L/FHS 60 units @ 4,500 £ per unit (270,000)									
Additional Low Carbon/Energy Reduction 60 units @ 0 £ per unit									
EV Charging Points - Houses - units @ 1,000 £ per unit									
EV Charging Points - Flats 60 units @ 4 flats per charger 10,000 £ per 4 units (150,000)									
SAC 60 units @ 290.58 £ per unit (17,435)									
Sub-total (557,645)									
Policy Costs analysis: (design costs only) 9,294 £ per unit (total units)									
Contingency (on construction) 12,194,303 @ 3.0% (365,829)									

<b>Scheme Typology:</b>	<b>Scheme BV</b>	No Units:	<b>60</b>		
<b>Site Typology:</b>	Rugeley / Cannock	Greenfield/Brownfield:		<b>Greenfield</b>	
<b>Notes:</b>	n/a				
<b>Professional Fees</b>	12,194,303 @		<b>6.5%</b>		(792,630)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion	11,628,000 OMS @		<b>1.50%</b>	2,907 £ per unit	(174,420)
Residential Sales Agent Costs	11,628,000 OMS @		<b>0.50%</b>	969 £ per unit	(58,140)
Residential Sales Legal Costs	11,628,000 OMS @		<b>1.00%</b>	1,938 £ per unit	(116,280)
Affordable Sale Legal Costs				lump sum	(10,000)
	<b>Disposal Cost analysis:</b>			<b>5,981 £ per unit</b>	
<b>Interest (on Development Costs) -</b>	<b>7.00%</b> APR		0.565% pcm		(6,337,065)
<b>Developers Profit -</b>					
Profit on OMS	11,628,000		<b>20.00%</b>		(2,325,600)
Margin on AH	1,547,978		<b>6.00%</b> on AH values		(92,879)
	<b>Profit analysis:</b>			<b>18.36% blended GDV</b>	<b>(2,418,479)</b>
				<b>12.01% on costs</b>	<b>(2,418,479)</b>
<b>TOTAL COSTS</b>					<b>(22,561,385)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(9,385,407)
SDLT	-	9,385,407 @		HMRC formula	479,770
Acquisition Agent fees	-	9,385,407 @		<b>1.0%</b>	93,854
Acquisition Legal fees	-	9,385,407 @		<b>0.5%</b>	46,927
Interest on Land	-	9,385,407 @		<b>7.00%</b>	656,979
Residual Land Value					<b>(8,107,877)</b>
	<b>RLV analysis:</b>				
		(135,131) £ per plot		(5,468,688) £ per acre (net)	
		(13,513,129) £ per ha (net)		(4,374,951) £ per acre (gross)	
		(10,810,503) £ per ha (gross)		<b>-61.54% % RLV / GDV</b>	

**Scheme Typology:** **Scheme BV**  
**Site Typology:** Rugeley / Cannock  
**Notes:** n/a

No Units: **60**  
 Greenfield/Brownfield: **Greenfield**

BENCHMARK LAND VALUE (BLV)					
Residential Density			100.0	dph (net)	
Site Area (net)			0.60	ha (net)	
Net to Gross ratio			80%		
Site Area (gross)			0.75	ha (gross)	
Benchmark Land Value (net)	2,805	£ per plot	280,459	£ per ha (net)	
	<b>BLV analysis:</b>	<b>Density</b>	10,462	sqm/ha (net)	
			80	dph (gross)	
			224,367	£ per ha (gross)	
				90,800	£ per acre (gross)
			113,500	£ per acre (net)	
				1.48	acres (net)
				1.85	acres (gross)
					168,275
BALANCE					
Surplus/(Deficit)			(13,793,587)	£ per ha (net)	
				(5,582,188)	£ per acre (net)
					(8,276,152)

Scheme Typology: **Scheme BV**  
 Site Typology: Rugeley / Cannock  
 Notes: n/a

No Units: **60**  
 Greenfield/Brownfield: **Greenfield**

**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 20%							
Balance (RLV - BLV £ per acre (n))		(5,582,188)	0%	10%	15%	20%	25%	30%	35%
CIL £ psm 0.00	0.00		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)
	5.00		(1,667,813)	(3,318,833)	(4,502,693)	(5,686,553)	(6,870,413)	(8,054,273)	(9,238,134)
	10.00		(1,688,455)	(3,436,243)	(4,613,581)	(5,790,918)	(6,968,255)	(8,145,593)	(9,322,930)
	15.00		(1,709,098)	(3,553,654)	(4,724,468)	(5,895,283)	(7,066,097)	(8,236,912)	(9,407,726)
	20.00		(1,729,740)	(3,671,064)	(4,835,356)	(5,999,648)	(7,163,939)	(8,328,231)	(9,492,523)
	25.00		(1,750,382)	(3,788,475)	(4,946,244)	(6,104,012)	(7,261,781)	(8,419,550)	(9,577,319)
	30.00		(1,771,024)	(3,905,885)	(5,057,131)	(6,208,377)	(7,359,623)	(8,510,870)	(9,662,116)
	35.00		(1,791,666)	(4,023,295)	(5,168,019)	(6,312,742)	(7,457,465)	(8,602,189)	(9,746,912)
	40.00		(1,812,308)	(4,140,706)	(5,278,906)	(6,417,107)	(7,555,307)	(8,693,508)	(9,831,709)
	45.00		(1,832,950)	(4,258,116)	(5,389,794)	(6,521,472)	(7,653,149)	(8,784,827)	(9,916,505)
	50.00		(1,853,592)	(4,375,527)	(5,500,682)	(6,625,837)	(7,750,992)	(8,876,146)	(10,001,301)
	55.00		(1,874,234)	(4,492,937)	(5,611,569)	(6,730,201)	(7,848,834)	(8,967,466)	(10,086,098)
	60.00		(1,894,876)	(4,610,348)	(5,722,457)	(6,834,566)	(7,946,676)	(9,058,785)	(10,170,894)
	65.00		(1,915,518)	(4,727,758)	(5,833,345)	(6,938,931)	(8,044,518)	(9,150,104)	(10,255,691)
	70.00		(1,936,160)	(4,845,168)	(5,944,232)	(7,043,296)	(8,142,360)	(9,241,423)	(10,340,487)
	75.00		(1,956,802)	(4,962,579)	(6,055,120)	(7,147,661)	(8,240,202)	(9,332,743)	(10,425,283)
80.00		(1,977,444)	(5,079,989)	(6,166,007)	(7,252,026)	(8,338,044)	(9,424,062)	(10,510,080)	
85.00		(1,998,086)	(5,197,400)	(6,276,895)	(7,356,390)	(8,435,886)	(9,515,381)	(10,594,876)	
90.00		(2,018,728)	(5,314,810)	(6,387,783)	(7,460,755)	(8,533,728)	(9,606,700)	(10,679,673)	
95.00		(2,039,370)	(5,432,221)	(6,498,670)	(7,565,120)	(8,631,570)	(9,698,019)	(10,764,469)	
100.00		(2,059,012)	(5,549,631)	(6,609,558)	(7,669,485)	(8,729,412)	(9,789,339)	(10,849,266)	
105.00		(2,079,654)	(5,667,041)	(6,720,446)	(7,773,850)	(8,827,254)	(9,880,658)	(10,934,062)	
110.00		(2,099,296)	(5,784,451)	(6,831,333)	(7,878,214)	(8,925,096)	(9,971,977)	(11,018,858)	
115.00		(2,119,938)	(5,901,862)	(6,942,221)	(7,982,579)	(9,022,938)	(10,063,296)	(11,103,655)	
120.00		(2,140,580)	(6,019,273)	(7,053,108)	(8,086,944)	(9,120,780)	(10,154,616)	(11,188,451)	
125.00		(2,161,222)	(6,136,683)	(7,163,996)	(8,191,309)	(9,218,622)	(10,245,935)	(11,273,248)	

**TABLE 2**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(5,582,188)	0%	10%	15%	20%	25%	30%	35%
Profit 20.0%	15.0%		(1,223,160)	(2,819,812)	(4,031,396)	(5,242,979)	(6,454,563)	(7,666,146)	(8,877,730)
	16.0%		(1,307,962)	(2,886,134)	(4,103,478)	(5,310,821)	(6,518,165)	(7,725,508)	(8,932,851)
	17.0%		(1,392,764)	(2,972,456)	(4,175,560)	(5,378,663)	(6,581,766)	(7,784,870)	(8,987,973)
	18.0%		(1,477,567)	(3,048,778)	(4,247,642)	(5,446,505)	(6,645,368)	(7,844,231)	(9,043,094)
	19.0%		(1,562,369)	(3,125,100)	(4,319,723)	(5,514,347)	(6,708,970)	(7,903,593)	(9,098,216)
	20.0%		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)

**TABLE 3**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		(5,582,188)	0%	10%	15%	20%	25%	30%	35%
BLV (£ per acre) 113,500	100,000		(1,633,671)	(3,187,922)	(4,378,305)	(5,568,688)	(6,759,071)	(7,949,454)	(9,139,837)
	115,000		(1,648,671)	(3,202,922)	(4,393,305)	(5,583,688)	(6,774,071)	(7,964,454)	(9,154,837)
	130,000		(1,663,671)	(3,217,922)	(4,408,305)	(5,598,688)	(6,789,071)	(7,979,454)	(9,169,837)
	145,000		(1,678,671)	(3,232,922)	(4,423,305)	(5,613,688)	(6,804,071)	(7,994,454)	(9,184,837)
	160,000		(1,693,671)	(3,247,922)	(4,438,305)	(5,628,688)	(6,819,071)	(8,009,454)	(9,199,837)
	175,000		(1,708,671)	(3,262,922)	(4,453,305)	(5,643,688)	(6,834,071)	(8,024,454)	(9,214,837)
	190,000		(1,723,671)	(3,277,922)	(4,468,305)	(5,658,688)	(6,849,071)	(8,039,454)	(9,229,837)
	205,000		(1,738,671)	(3,292,922)	(4,483,305)	(5,673,688)	(6,864,071)	(8,054,454)	(9,244,837)
	220,000		(1,753,671)	(3,307,922)	(4,498,305)	(5,688,688)	(6,879,071)	(8,069,454)	(9,259,837)
	235,000		(1,768,671)	(3,322,922)	(4,513,305)	(5,703,688)	(6,894,071)	(8,084,454)	(9,274,837)
	250,000		(1,783,671)	(3,337,922)	(4,528,305)	(5,718,688)	(6,909,071)	(8,099,454)	(9,289,837)
	265,000		(1,798,671)	(3,352,922)	(4,543,305)	(5,733,688)	(6,924,071)	(8,114,454)	(9,304,837)
	280,000		(1,813,671)	(3,367,922)	(4,558,305)	(5,748,688)	(6,939,071)	(8,129,454)	(9,319,837)
	295,000		(1,828,671)	(3,382,922)	(4,573,305)	(5,763,688)	(6,954,071)	(8,144,454)	(9,334,837)
	310,000		(1,843,671)	(3,397,922)	(4,588,305)	(5,778,688)	(6,969,071)	(8,159,454)	(9,349,837)
	325,000		(1,858,671)	(3,412,922)	(4,603,305)	(5,793,688)	(6,984,071)	(8,174,454)	(9,364,837)

Scheme Typology: **Scheme BV**  
 Site Typology: Rugeley / Cannock  
 Notes: n/a

No Units: **60**  
 Greenfield/Brownfield: **Greenfield**

**TABLE 4** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(5,582,188)	0%	10%	15%	20%	25%	30%	35%
80		(1,345,115)	(2,613,405)	(3,565,711)	(4,518,018)	(5,470,324)	(6,422,630)	(7,374,937)
85		(1,420,629)	(2,760,409)	(3,772,235)	(4,784,060)	(5,795,886)	(6,807,711)	(7,819,537)
Density (dph)		(1,496,143)	(2,907,414)	(3,978,758)	(5,050,103)	(6,121,448)	(7,192,792)	(8,264,137)
100.0		(1,571,657)	(3,054,418)	(4,185,282)	(5,316,146)	(6,447,009)	(7,577,873)	(8,708,737)
100		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)
105		(1,722,685)	(3,348,427)	(4,598,329)	(5,848,231)	(7,098,133)	(8,348,035)	(9,597,937)
110		(1,798,199)	(3,495,431)	(4,804,852)	(6,114,274)	(7,423,695)	(8,733,116)	(10,042,537)
115		(1,873,713)	(3,642,436)	(5,011,376)	(6,380,316)	(7,749,257)	(9,118,197)	(10,487,138)
120		(1,949,227)	(3,789,440)	(5,217,900)	(6,646,359)	(8,074,819)	(9,503,278)	(10,931,738)
125		(2,024,741)	(3,936,444)	(5,424,423)	(6,912,402)	(8,400,380)	(9,888,359)	(11,376,338)
130		(2,100,255)	(4,083,449)	(5,630,947)	(7,178,444)	(8,725,942)	(10,273,440)	(11,820,938)

**TABLE 5** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(5,582,188)	0%	10%	15%	20%	25%	30%	35%
90%		(815,616)	(1,066,330)	(1,192,658)	(1,319,957)	(1,458,913)	(2,649,273)	(3,839,656)
92%		(980,648)	(1,232,603)	(1,359,855)	(1,488,028)	(2,521,626)	(3,712,009)	(4,902,392)
Build Cost		(1,146,220)	(1,399,754)	(1,527,814)	(2,393,979)	(3,584,362)	(4,774,745)	(5,965,128)
100%		(1,312,492)	(1,567,600)	(2,266,333)	(3,456,716)	(4,647,099)	(5,837,482)	(7,027,865)
98% (105% = 5% increase)		(1,479,551)	(2,138,686)	(3,329,069)	(4,519,452)	(5,709,835)	(6,900,218)	(8,090,601)
100%		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)
102%		(1,883,393)	(4,264,159)	(5,454,542)	(6,644,925)	(7,835,308)	(9,025,690)	(10,216,073)
104%		(2,946,129)	(5,326,895)	(6,517,278)	(7,707,661)	(8,898,044)	(10,088,427)	(11,278,810)
106%		(4,008,865)	(6,389,631)	(7,580,014)	(8,770,397)	(9,960,780)	(11,151,163)	(12,341,546)
108%		(5,071,602)	(7,452,368)	(8,642,751)	(9,833,133)	(11,023,516)	(12,213,899)	(13,404,282)
110%		(6,134,338)	(8,515,104)	(9,705,487)	(10,895,870)	(12,086,253)	(13,276,636)	(14,467,019)
112%		(7,197,074)	(9,577,840)	(10,768,223)	(11,958,606)	(13,148,989)	(14,339,372)	(15,529,755)

**TABLE 6** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(5,582,188)	0%	10%	15%	20%	25%	30%	35%
80%		(1,945,100)	(13,213,422)	(13,847,583)	(14,481,743)	(15,115,904)	(15,750,065)	(16,384,226)
82%		(1,832,656)	(12,212,222)	(12,902,005)	(13,591,788)	(14,281,571)	(14,971,354)	(15,661,137)
Market Values		(9,720,212)	(11,211,022)	(11,956,427)	(12,701,832)	(13,447,238)	(14,192,643)	(14,938,048)
100%		(8,607,767)	(10,209,822)	(11,010,849)	(11,811,877)	(12,612,904)	(13,413,932)	(14,214,959)
98% (105% = 5% increase)		(7,495,323)	(9,208,622)	(10,065,272)	(10,921,921)	(11,778,571)	(12,635,221)	(13,491,870)
90%		(6,382,878)	(8,207,422)	(9,119,694)	(10,031,966)	(10,944,238)	(11,856,510)	(12,768,781)
92%		(5,270,434)	(7,206,222)	(8,174,116)	(9,142,010)	(10,109,904)	(11,077,798)	(12,045,693)
94%		(4,157,990)	(6,205,022)	(7,228,539)	(8,252,055)	(9,275,571)	(10,299,087)	(11,322,604)
96%		(3,045,545)	(5,203,822)	(6,282,961)	(7,362,099)	(8,441,238)	(9,520,376)	(10,599,515)
98%		(1,933,101)	(4,202,622)	(5,337,383)	(6,472,144)	(7,606,905)	(8,741,665)	(9,876,426)
100%		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)
102%		(1,500,289)	(2,200,222)	(3,446,228)	(4,692,233)	(5,938,238)	(7,184,243)	(8,430,248)
104%		(1,354,013)	(1,638,472)	(2,500,650)	(3,802,277)	(5,103,905)	(6,405,532)	(7,707,159)
106%		(1,208,500)	(1,505,911)	(1,856,243)	(2,912,322)	(4,269,571)	(5,626,821)	(6,984,071)
108%		(1,063,672)	(1,374,084)	(1,530,895)	(2,022,366)	(3,435,238)	(4,848,110)	(6,260,982)
110%		(919,241)	(1,242,888)	(1,406,189)	(1,570,786)	(2,600,905)	(4,069,399)	(5,537,893)
112%		(775,558)	(1,112,083)	(1,281,908)	(1,452,942)	(1,766,572)	(3,290,688)	(4,814,804)
114%		(632,477)	(981,959)	(1,158,223)	(1,335,763)	(1,514,822)	(2,511,977)	(4,091,715)
116%		(491,785)	(852,240)	(1,035,081)	(1,219,070)	(1,404,487)	(1,733,266)	(3,368,626)
118%		(352,953)	(722,925)	(912,187)	(1,102,662)	(1,294,631)	(1,488,353)	(2,645,538)
120%		(215,540)	(594,382)	(790,003)	(986,996)	(1,185,334)	(1,385,327)	(1,922,449)

**TABLE 7** Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(5,582,188)	0%	10%	15%	20%	25%	30%	35%
-		(1,647,171)	(3,201,422)	(4,391,805)	(5,582,188)	(6,772,571)	(7,962,954)	(9,153,337)
1,000		(1,690,635)	(3,476,110)	(4,666,493)	(5,856,876)	(7,047,259)	(8,237,642)	(9,428,025)
Additional Low Carbon/Energy Reduction		(1,734,099)	(3,750,798)	(4,941,181)	(6,131,564)	(7,321,947)	(8,512,330)	(9,702,713)
7.500		(1,777,563)	(4,025,486)	(5,215,869)	(6,406,252)	(7,596,635)	(8,787,018)	(9,977,401)
4,000		(1,919,408)	(4,300,174)	(5,490,557)	(6,680,940)	(7,871,323)	(9,061,706)	(10,252,089)
5,000		(2,194,096)	(4,574,862)	(5,765,245)	(6,955,628)	(8,146,011)	(9,336,394)	(10,526,777)
6,000		(2,468,784)	(4,849,550)	(6,039,933)	(7,230,316)	(8,420,699)	(9,611,082)	(10,801,465)
7,000		(2,743,472)	(5,124,238)	(6,314,621)	(7,505,004)	(8,695,387)	(9,885,770)	(11,076,153)
8,000		(3,018,160)	(5,398,926)	(6,589,309)	(7,779,692)	(8,970,075)	(10,160,458)	(11,350,840)
9,000		(3,292,848)	(5,673,614)	(6,863,997)	(8,054,380)	(9,244,763)	(10,435,145)	(11,625,528)
10,000		(3,567,536)	(5,948,302)	(7,138,685)	(8,329,068)	(9,519,450)	(10,709,833)	(11,900,216)

Appraisal Ref:  
Scheme Typology:  
Site Typology:  
Notes:

**BW**  
**Scheme BW**  
Rugeley / Cannock  
n/a

No Units: **60**  
Greenfield/Brownfield:

**Brownfield**

(see Typologies Matrix)

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				60 Units													
AH Policy requirement (% Target)				20%													
Open Market Sale (OMS) housing				80%													
AH tenure split %						25.0%		60.0% % Rented									
Affordable Rent:						35.0%											
Social Rent:						25.0%											
First Homes:						15.0%		8.0% % of total (>10% First Homes PPG 023)									
Other Intermediate (LCHO/Sub-Market etc.):				100%		100.0%											
CIL Rate (£ psm)				£ 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		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%		28.8		60.0%		7.2		60%		36.0					
2 bed Flat		40.0%		19.2		40.0%		4.8		40%		24.0					
Total number of units		100.0%		48.0		100.0%		12.0		100%		60.0					
OMS Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)					
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		60.0		646		65.0%				92.3		994					
2 bed Flat		80.0		861		65.0%				123.1		1,325					
AH Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %				Gross (GIA) per unit (sqm)		(sqft)					
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		60.0		646		65.0%				92.3		994					
2 bed Flat		80.0		861		65.0%				123.1		1,325					
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		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		2,658		28,615		665		7,154		3,323		35,769					
2 bed Flat		2,363		25,436		591		6,359		2,954		31,795					
AH % by floor area:		5,022		54,051		1,255		13,513		6,277		67,584					
												20.00% AH % by floor area (difference due to mix)					
Open Market Sales values (£) -		£ OMS (per unit)		£ psm		£ psf				total MV £ (no AH)							
1 bed House				#DIV/0!		#DIV/0!				0		0					
2 bed House				#DIV/0!		#DIV/0!				0		0					
3 bed House				#DIV/0!		#DIV/0!				0		0					
4 bed House				#DIV/0!		#DIV/0!				0		0					
5 bed House		0		#DIV/0!		#DIV/0!				0		0					
1 bed Flat		213,750		3,563		331				7,695,000		6,840,000					
2 bed Flat		285,000		3,563		331				14,535,000		14,535,000					
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £*		% of MV		Other Int. £		% of MV	
1 bed House		0		55%		0		35%		0		70%		0		65%	
2 bed House		0		55%		0		35%		0		70%		0		65%	
3 bed House		0		55%		0		35%		0		70%		0		65%	
4 bed House		0		55%		0		35%		0		70%		0		65%	
5 bed House		0		55%		0		35%		0		70%		0		65%	
1 bed Flat		117,563		55%		74,813		35%		149,625		70%		138,938		65%	
2 bed Flat		156,750		55%		99,750		35%		199,500		70%		185,250		65%	
										* capped @£250K							

Scheme Typology:  
Site Typology:  
Notes:

Scheme BW  
Rugeley / Cannock  
n/a

No Units: 60  
Greenfield/Brownfield:

Brownfield

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	28.8	@	213,750	6,156,000
2 bed Flat	19.2	@	285,000	5,472,000
	48.0			11,628,000
<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	1.8	@	117,563	211,613
2 bed Flat	1.2	@	156,750	188,100
	3.0			399,713
<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	2.5	@	74,813	188,528
2 bed Flat	1.7	@	99,750	167,580
	4.2			356,108
<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	1.8	@	149,625	269,325
2 bed Flat	1.2	@	199,500	239,400
	3.0			508,725
<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	1.1	@	138,938	150,053
2 bed Flat	0.7	@	185,250	133,380
	1.8	12.0		283,433
<b>Sub-total GDV Residential</b>	<b>60</b>			<b>13,175,978</b>
<i>AH on-site cost analysis:</i>				
			<b>EMV (no AH) less EGDV (inc. AH)</b>	<b>1,359,023</b>
		<b>217 £ psm (total GIA sqm)</b>	<b>22,650 £ per unit (total units)</b>	
<b>Grant</b>	12	AH units @	per unit	-
<b>Total GDV</b>				<b>13,175,978</b>

Scheme Typology:  
Site Typology:  
Notes:

Scheme BW  
Rugeley / Cannock  
n/a

No Units: 60  
Greenfield/Brownfield:

Brownfield

DEVELOPMENT COSTS									
<b>Initial Payments -</b>									
Statutory Planning Fees (Residential) (24,239)									
Planning Application Professional Fees, Surveys and reports (70,000)									
CIL									
5,022 sqm (Market only) 0.00 £ psm									
CIL analysis: 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 @ per unit									
Sub-total									
S106 analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
AH Commuted Sum 6,277 sqm (total) 0 £ psm									
Comm. Sum analysis: 0.00% % of GDV									
cont./									
<b>Construction Costs -</b>									
Site Clearance, Demolition & Remediation									
0.60 ha @ 50,000 £ per ha (30,000)									
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 60 units @ per unit									
Sub-total									
Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units)									
1 bed House - sqm @ 1,119 psm									
2 bed House - sqm @ 1,119 psm									
3 bed House - sqm @ 1,119 psm									
4 bed House - sqm @ 1,119 psm									
5 bed House - sqm @ 1,119 psm									
1 bed Flat 3,323 sqm @ 1,681 psm									
2 bed Flat 2,954 sqm @ 1,681 psm (5,586,092)									
6,277									
Garages for 3 bed House (OMS only) - units @ 50% @ 6,000 £ per garage									
Garages for 4 bed House (OMS only) - units @ 75% @ 6,000 £ per garage									
Garages for 5 bed House (OMS only) - units @ 120% @ 6,000 £ per garage									
External works 10,551,508 @ 10.0% 17,586 £ per unit (total units) (1,055,151)									
Ext. Works analysis:									
Policy Costs on design -									
Net Biodiversity costs 60 units @ 268 £ per unit (16,080)									
M4(2) Category 2 Housing Aff units 12 units @ 521 £ per unit (5,939)									
M4(3) Category 3 Housing Aff units 12 units @ 10,111 £ per unit (6,067)									
M4(2) Category 2 Housing OMS units 48 units @ 521 £ per unit (23,758)									
M4(3) Category 3 Housing OMS units 48 units @ 10,111 £ per unit (24,266)									
Part L/FHS 60 units @ 4,500 £ per unit (270,000)									
Additional Low Carbon/Energy Reduction 60 units @ 0 £ per unit									
EV Charging Points - Houses - units @ 1,000 £ per unit									
EV Charging Points - Flats 60 units @ 4 flats per charger 10,000 £ per 4 units (150,000)									
SAC 60 units @ 290.58 £ per unit (17,435)									
Sub-total (513,545)									
Policy Costs analysis: (design costs only) 8,559 £ per unit (total units)									
Contingency (on construction) 12,150,203 @ 5.0% (607,510)									



<b>Scheme Typology:</b>	<b>Scheme BW</b>	No Units:	<b>60</b>		
<b>Site Typology:</b>	Rugeley / Cannock	Greenfield/Brownfield:		<b>Brownfield</b>	
<b>Notes:</b>	n/a				
<b>Professional Fees</b>		12,150,203 @		<b>6.5%</b>	(789,763)
<b>Disposal Costs -</b>					
OMS Marketing and Promotion		11,628,000 OMS @		<b>1.50%</b>	2,907 £ per unit (174,420)
Residential Sales Agent Costs		11,628,000 OMS @		<b>0.50%</b>	969 £ per unit (58,140)
Residential Sales Legal Costs		11,628,000 OMS @		<b>1.00%</b>	1,938 £ per unit (116,280)
Affordable Sale Legal Costs					lump sum (10,000)
<b>Disposal Cost analysis:</b>					<b>5,981 £ per unit</b>
<b>Interest (on Development Costs) -</b>			<b>7.00%</b> APR	0.566% pcm	(7,537,692)
<b>Developers Profit -</b>					
Profit on OMS		11,628,000		<b>20.00%</b>	(2,325,600)
Margin on AH		1,547,978		<b>6.00%</b> on AH values	(92,879)
<b>Profit analysis:</b>		<b>13,175,978</b>		<b>18.36%</b> blended GDV	<b>(2,418,479)</b>
		<b>21,538,248</b>		<b>11.23%</b> on costs	<b>(2,418,479)</b>
<b>TOTAL COSTS</b>					<b>(23,956,726)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					(10,780,749)
SDLT	-	10,780,749 @		HMRC formula	549,537
Acquisition Agent fees	-	10,780,749 @		<b>1.0%</b>	107,807
Acquisition Legal fees	-	10,780,749 @		<b>0.5%</b>	53,904
Interest on Land	-	10,780,749 @		7.00%	754,652
Residual Land Value					<b>(9,314,848)</b>
<b>RLV analysis:</b>	<b>(155,247) £ per plot</b>	<b>(15,524,746) £ per ha (net)</b>		<b>(6,282,779) £ per acre (net)</b>	
		<b>(13,972,272) £ per ha (gross)</b>		<b>(5,654,501) £ per acre (gross)</b>	
				<b>-70.70% % RLV / GDV</b>	

Scheme Typology:

Scheme BW

No Units: 60

Site Typology:

Rugeley / Cannock

Greenfield/Brownfield:

Brownfield

Notes:

n/a

BENCHMARK LAND VALUE (BLV)			
Residential Density		100.0	dph (net)
Site Area (net)		0.60	ha (net)
Net to Gross ratio		90%	
Site Area (gross)		0.67	ha (gross)
Benchmark Land Value (net)	5,436 £ per plot	543,620	£ per ha (net)
	BLV analysis:	10,462	sqm/ha (net)
	Density	90	dph (gross)
		489,258	£ per ha (gross)
		1.48	acres (net)
		1.65	acres (gross)
		220,000	£ per acre (net)
		45,571	sqft/ac (net)
		198,000	£ per acre (gross)
			326,172
BALANCE			
Surplus/(Deficit)		(16,068,366)	£ per ha (net)
		(6,502,779)	£ per acre (net)
			(9,641,020)

Scheme Typology:  
Site Typology:  
Notes:

Scheme BW  
Rugeley / Cannock  
n/a

No Units: 60  
Greenfield/Brownfield:

Brownfield

**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 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
CIL £ psm 0.00	0.00	(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	5.00	(1,903,128)	(4,239,423)	(5,423,283)	(6,607,144)	(7,791,004)	(8,974,864)	(10,158,724)
	10.00	(2,002,159)	(4,356,834)	(5,534,171)	(6,711,508)	(7,888,846)	(9,066,183)	(10,243,520)
	15.00	(2,132,615)	(4,474,244)	(5,645,059)	(6,815,873)	(7,986,688)	(9,157,502)	(10,328,317)
	20.00	(2,263,071)	(4,591,655)	(5,755,946)	(6,920,238)	(8,084,530)	(9,248,821)	(10,413,113)
	25.00	(2,393,527)	(4,709,065)	(5,866,834)	(7,024,603)	(8,182,372)	(9,340,141)	(10,497,910)
	30.00	(2,523,983)	(4,826,475)	(5,977,722)	(7,128,968)	(8,280,214)	(9,431,460)	(10,582,706)
	35.00	(2,654,439)	(4,943,886)	(6,088,609)	(7,233,332)	(8,378,056)	(9,522,779)	(10,667,502)
	40.00	(2,784,895)	(5,061,296)	(6,199,497)	(7,337,697)	(8,475,898)	(9,614,098)	(10,752,299)
	45.00	(2,915,351)	(5,178,707)	(6,310,384)	(7,442,062)	(8,573,740)	(9,705,418)	(10,837,095)
	50.00	(3,045,807)	(5,296,117)	(6,421,272)	(7,546,427)	(8,671,582)	(9,796,737)	(10,921,892)
	55.00	(3,176,263)	(5,413,528)	(6,532,160)	(7,650,792)	(8,769,424)	(9,888,056)	(11,006,688)
	60.00	(3,306,719)	(5,530,938)	(6,643,047)	(7,755,157)	(8,867,266)	(9,979,375)	(11,091,485)
	65.00	(3,437,175)	(5,648,348)	(6,753,935)	(7,859,521)	(8,965,108)	(10,070,694)	(11,176,281)
	70.00	(3,567,631)	(5,765,759)	(6,864,823)	(7,963,886)	(9,062,950)	(10,162,014)	(11,261,077)
	75.00	(3,698,087)	(5,883,169)	(6,975,710)	(8,068,251)	(9,160,792)	(10,253,333)	(11,345,874)
	80.00	(3,828,543)	(6,000,580)	(7,086,598)	(8,172,616)	(9,258,634)	(10,344,652)	(11,430,670)
85.00	(3,958,999)	(6,117,990)	(7,197,485)	(8,276,981)	(9,356,476)	(10,435,971)	(11,515,467)	
90.00	(4,089,456)	(6,235,401)	(7,308,373)	(8,381,346)	(9,454,318)	(10,527,291)	(11,600,263)	
95.00	(4,219,912)	(6,352,811)	(7,419,261)	(8,485,710)	(9,552,160)	(10,618,610)	(11,685,060)	
100.00	(4,350,368)	(6,470,221)	(7,530,148)	(8,590,075)	(9,650,002)	(10,709,929)	(11,769,856)	
105.00	(4,480,824)	(6,587,632)	(7,641,036)	(8,694,440)	(9,747,844)	(10,801,248)	(11,854,652)	
110.00	(4,611,280)	(6,705,042)	(7,751,924)	(8,798,805)	(9,845,686)	(10,892,567)	(11,939,449)	
115.00	(4,741,736)	(6,822,453)	(7,862,811)	(8,903,170)	(9,943,528)	(10,983,887)	(12,024,245)	
120.00	(4,872,192)	(6,939,863)	(7,973,699)	(9,007,535)	(10,041,370)	(11,075,206)	(12,109,042)	
125.00	(5,002,648)	(7,057,274)	(8,084,586)	(9,111,899)	(10,139,212)	(11,166,525)	(12,193,838)	

**TABLE 2**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
Profit 20.0%	15.0%	(1,458,474)	(3,740,403)	(4,951,986)	(6,163,570)	(7,375,153)	(8,586,737)	(9,798,320)
	16.0%	(1,543,277)	(3,816,725)	(5,024,068)	(6,231,412)	(7,438,755)	(8,646,098)	(9,853,442)
	17.0%	(1,628,079)	(3,893,047)	(5,096,150)	(6,299,253)	(7,502,357)	(8,705,460)	(9,908,563)
	18.0%	(1,712,881)	(3,969,369)	(5,168,232)	(6,367,095)	(7,565,958)	(8,764,822)	(9,963,685)
	19.0%	(1,797,683)	(4,045,691)	(5,240,314)	(6,434,937)	(7,629,560)	(8,824,183)	(10,018,806)
	20.0%	(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)

**TABLE 3**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
BLV (£ per acre) 220,000	100,000	(1,762,485)	(4,002,013)	(5,192,396)	(6,382,779)	(7,573,162)	(8,763,545)	(9,953,928)
	115,000	(1,777,485)	(4,017,013)	(5,207,396)	(6,397,779)	(7,588,162)	(8,778,545)	(9,968,928)
	130,000	(1,792,485)	(4,032,013)	(5,222,396)	(6,412,779)	(7,603,162)	(8,793,545)	(9,983,928)
	145,000	(1,807,485)	(4,047,013)	(5,237,396)	(6,427,779)	(7,618,162)	(8,808,545)	(9,998,928)
	160,000	(1,822,485)	(4,062,013)	(5,252,396)	(6,442,779)	(7,633,162)	(8,823,545)	(10,013,928)
	175,000	(1,837,485)	(4,077,013)	(5,267,396)	(6,457,779)	(7,648,162)	(8,838,545)	(10,028,928)
	190,000	(1,852,485)	(4,092,013)	(5,282,396)	(6,472,779)	(7,663,162)	(8,853,545)	(10,043,928)
	205,000	(1,867,485)	(4,107,013)	(5,297,396)	(6,487,779)	(7,678,162)	(8,868,545)	(10,058,928)
	220,000	(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	235,000	(1,897,485)	(4,137,013)	(5,327,396)	(6,517,779)	(7,708,162)	(8,898,545)	(10,088,928)
	250,000	(1,912,485)	(4,152,013)	(5,342,396)	(6,532,779)	(7,723,162)	(8,913,545)	(10,103,928)
	265,000	(1,927,485)	(4,167,013)	(5,357,396)	(6,547,779)	(7,738,162)	(8,928,545)	(10,118,928)
	280,000	(1,942,485)	(4,182,013)	(5,372,396)	(6,562,779)	(7,753,162)	(8,943,545)	(10,133,928)
	295,000	(1,957,485)	(4,197,013)	(5,387,396)	(6,577,779)	(7,768,162)	(8,958,545)	(10,148,928)
	310,000	(1,972,485)	(4,212,013)	(5,402,396)	(6,592,779)	(7,783,162)	(8,973,545)	(10,163,928)
	325,000	(1,987,485)	(4,227,013)	(5,417,396)	(6,607,779)	(7,798,162)	(8,988,545)	(10,178,928)

Scheme Typology:  
Site Typology:  
Notes:

Scheme BW  
Rugeley / Cannock  
n/a

No Units: 60  
Greenfield/Brownfield:

Brownfield

		Affordable Housing - % on site 20%							
		(6,502,779)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	80		(1,554,746)	(3,371,679)	(4,323,985)	(5,276,292)	(6,228,598)	(7,180,904)	(8,133,211)
	85		(1,636,681)	(3,559,262)	(4,571,088)	(5,582,913)	(6,594,739)	(7,606,564)	(8,618,390)
Density (dph)	90		(1,718,616)	(3,746,846)	(4,818,190)	(5,889,535)	(6,960,880)	(8,032,224)	(9,103,569)
	95		(1,800,551)	(3,934,429)	(5,065,293)	(6,196,157)	(7,327,021)	(8,457,885)	(9,588,748)
100.0	100		(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	105		(1,964,420)	(4,309,596)	(5,559,498)	(6,809,400)	(8,059,303)	(9,309,205)	(10,559,107)
	110		(2,046,355)	(4,497,180)	(5,806,601)	(7,116,022)	(8,425,444)	(9,734,865)	(11,044,286)
	115		(2,128,290)	(4,684,763)	(6,053,704)	(7,422,644)	(8,791,584)	(10,160,525)	(11,529,465)
	120		(2,210,225)	(4,872,347)	(6,300,806)	(7,729,266)	(9,157,725)	(10,586,185)	(12,014,644)
	125		(2,292,160)	(5,059,930)	(6,547,909)	(8,035,888)	(9,523,866)	(11,011,845)	(12,499,824)
	130		(2,374,094)	(5,247,514)	(6,795,012)	(8,342,509)	(9,890,007)	(11,437,505)	(12,985,003)

		Affordable Housing - % on site 20%							
		(6,502,779)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	90%		(1,033,365)	(1,285,016)	(1,411,962)	(1,539,828)	(2,282,427)	(3,472,810)	(4,663,193)
	92%		(1,201,723)	(1,454,915)	(1,582,685)	(2,174,191)	(3,364,574)	(4,554,957)	(5,745,340)
Build Cost	94%		(1,370,979)	(1,625,542)	(2,065,955)	(3,256,338)	(4,446,721)	(5,637,104)	(6,827,487)
	96%		(1,540,820)	(1,957,719)	(3,148,102)	(4,338,485)	(5,528,868)	(6,719,251)	(7,909,634)
(105% = 5% increase)	98%		(1,711,256)	(3,039,866)	(4,230,249)	(5,420,632)	(6,611,015)	(7,801,398)	(8,991,781)
	100%		(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	102%		(2,053,714)	(5,204,160)	(6,394,543)	(7,584,926)	(8,775,309)	(9,965,692)	(11,156,075)
	104%		(2,224,943)	(6,286,307)	(7,476,690)	(8,667,073)	(9,857,456)	(11,047,839)	(12,238,222)
	106%		(2,396,172)	(7,368,454)	(8,558,837)	(9,749,220)	(10,939,603)	(12,129,986)	(13,320,369)
	108%		(2,567,401)	(8,450,601)	(9,640,984)	(10,831,367)	(12,021,750)	(13,212,133)	(14,402,516)
	110%		(2,738,630)	(9,532,748)	(10,723,131)	(11,913,514)	(13,103,897)	(14,294,280)	(15,484,663)
	112%		(2,909,859)	(10,614,895)	(11,805,278)	(12,995,661)	(14,186,044)	(15,376,427)	(16,566,810)

		Affordable Housing - % on site 20%							
		(6,502,779)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	80%		(12,865,691)	(14,134,012)	(14,768,173)	(15,402,334)	(16,036,494)	(16,670,655)	(17,304,816)
	82%		(11,753,246)	(13,132,812)	(13,822,595)	(14,512,378)	(15,202,161)	(15,891,944)	(16,581,727)
Market Values	84%		(10,640,802)	(12,131,612)	(12,877,018)	(13,622,423)	(14,367,828)	(15,113,233)	(15,858,638)
	86%		(9,528,358)	(11,130,412)	(11,931,440)	(12,732,467)	(13,533,495)	(14,334,522)	(15,135,549)
(105% = 5% increase)	88%		(8,415,913)	(10,129,212)	(10,985,862)	(11,842,512)	(12,699,161)	(13,555,811)	(14,412,461)
	90%		(7,303,469)	(9,128,013)	(10,040,284)	(10,952,556)	(11,864,828)	(12,777,100)	(13,689,372)
	92%		(6,191,024)	(8,126,813)	(9,094,707)	(10,062,601)	(11,030,495)	(11,998,389)	(12,966,283)
	94%		(5,078,580)	(7,125,613)	(8,149,129)	(9,172,645)	(10,196,161)	(11,219,678)	(12,243,194)
	96%		(3,966,136)	(6,124,413)	(7,203,551)	(8,282,690)	(9,361,828)	(10,440,967)	(11,520,105)
	98%		(2,853,691)	(5,123,213)	(6,257,973)	(7,392,734)	(8,527,495)	(9,662,256)	(10,797,016)
	100%		(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	102%		(1,735,017)	(3,120,813)	(4,366,818)	(5,612,823)	(6,858,828)	(8,104,834)	(9,350,839)
	104%		(1,588,405)	(2,119,613)	(3,421,240)	(4,722,868)	(6,024,495)	(7,326,122)	(8,627,750)
	106%		(1,442,371)	(1,741,065)	(2,475,663)	(3,832,912)	(5,190,162)	(6,547,411)	(7,904,661)
108%		(1,296,858)	(1,608,674)	(1,766,209)	(2,942,957)	(4,355,829)	(5,768,700)	(7,181,572)	
110%		(1,152,244)	(1,476,847)	(1,640,861)	(2,053,001)	(3,521,495)	(4,989,989)	(6,458,483)	
112%		(1,008,000)	(1,345,797)	(1,516,276)	(1,688,125)	(2,687,162)	(4,211,278)	(5,735,394)	
114%		(864,316)	(1,215,113)	(1,392,093)	(1,570,353)	(1,852,829)	(3,432,567)	(5,012,306)	
116%		(721,598)	(1,084,990)	(1,268,407)	(1,453,174)	(1,639,535)	(2,653,856)	(4,289,217)	
118%		(581,249)	(955,367)	(1,145,341)	(1,336,530)	(1,529,222)	(1,875,145)	(3,566,128)	
120%		(442,677)	(826,052)	(1,022,446)	(1,220,150)	(1,419,366)	(1,820,439)	(2,843,039)	

		Affordable Housing - % on site 20%							
		(6,502,779)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - BLV £ per acre (n))	-		(1,882,485)	(4,122,013)	(5,312,396)	(6,502,779)	(7,693,162)	(8,883,545)	(10,073,928)
	1,000		(2,020,952)	(4,401,718)	(5,592,101)	(6,782,484)	(7,972,867)	(9,163,250)	(10,353,633)
Additional Low Carbon/Energy Reduction	2,000		(2,300,657)	(4,681,423)	(5,871,806)	(7,062,189)	(8,252,572)	(9,442,955)	(10,633,338)
	3,000		(2,580,362)	(4,961,128)	(6,151,511)	(7,341,894)	(8,532,277)	(9,722,660)	(10,913,043)
	4,000		(2,860,067)	(5,240,833)	(6,431,216)	(7,621,599)	(8,811,982)	(10,002,365)	(11,192,748)
	5,000		(3,139,772)	(5,520,538)	(6,710,921)	(7,901,304)	(9,091,687)	(10,282,070)	(11,472,453)
	6,000		(3,419,477)	(5,800,243)	(6,990,626)	(8,181,009)	(9,371,392)	(10,561,775)	(11,752,158)
	7,000		(3,699,182)	(6,079,948)	(7,270,331)	(8,460,714)	(9,651,097)	(10,841,480)	(12,031,863)
	8,000		(3,978,887)	(6,359,653)	(7,550,036)	(8,740,419)	(9,930,802)	(11,121,185)	(12,311,568)
	9,000		(4,258,592)	(6,639,358)	(7,829,741)	(9,020,124)	(10,210,507)	(11,400,890)	(12,591,273)
	10,000		(4,538,297)	(6,919,063)	(8,109,446)	(9,299,829)	(10,490,212)	(11,680,595)	(12,870,978)

## 240904 Cannock (All District Assisted Living Extra Care)\_WPV Apps BT - BW v3 - Summary Table

Scheme Ref:	Scheme BT	Scheme BU	Scheme BV	Scheme BW
No Units:	60	60	60	60
Location / Value Zone:	Norton Canes / Heath Hayes / Hednesford	Norton Canes / Heath Hayes / Hednesford	Rugeley / Cannock	Rugeley / Cannock
Development Scenario:	Greenfield	Brownfield	Greenfield	Brownfield
Notes:	n/a	n/a	n/a	n/a
Total GDV (£)	13,175,978	13,175,978	13,175,978	13,175,978
AH Target % (& mix)	20%	20%	20%	20%
Affordable Rent:	25.00%	25%	25%	25%
Social Rent:	35.00%	35%	35%	35%
First Homes:	25.00%	25%	25%	25%
Intermediate (LCHO/Sub-Market/Starter etc.):	15.00%	15%	15%	15%
CIL (£ psm)	-	-	-	-
CIL (£ per unit)	-	-	-	-
CIL (£) (total)	-	-	-	-
Net Biodiversity costs (per unit)	£521.00	£521.00	£521.00	£521.00
Net Biodiversity costs (total)	(60,180)	(16,080.00)	(60,180.00)	(16,080.00)
SAC Payment (per unit)	£290.58	£290.58	£290.58	£290.58
SAC Payment (total)	(17,435)	(17,434.80)	(17,434.80)	(17,434.80)
Part L / FHS (per unit)	£4,500.00	£4,500.00	£4,500.00	£4,500.00
Part L / FHS (total)	(270,000)	(270,000.00)	(270,000.00)	(270,000.00)
Additional Low Carbon/Energy Reduction (per unit)	£0.00	£0.00	£0.00	£0.00
Additional Low Carbon/Energy Reduction (total)	-	-	-	-
Total Developers Profit (£)	£2,418,479	£2,418,479	£2,418,479	£2,418,479
Developers Profit (% on OMS)	20.00%	20.00%	20.00%	20.00%
Developers Profit (% on AH)	6.00%	6.00%	6.00%	6.00%
Developers Profit (% blended)	18.36%	18.36%	18.36%	18.36%
<b>Developers Profit (% on costs)</b>	12.01%	11.23%	12.01%	11.23%
RLV (£)	(8,107,877)	(9,314,848)	(8,107,877)	(9,314,848)
RLV (£/acre)	(5,468,688)	(6,282,779)	(5,468,688)	(6,282,779)
RLV (£/ha)	(13,513,129)	(15,524,746)	(13,513,129)	(15,524,746)
BLV (£)	£168,275	£326,172	£168,275	£326,172
BLV (£/acre)	£113,500	£220,000	£113,500	£220,000
BLV (£/ha)	£280,459	£543,620	£280,459	£543,620
Surplus/Deficit	(8,276,152)	(9,641,020)	(8,276,152)	(9,641,020)
Surplus/Deficit (£/acre)	(5,582,188)	(6,502,779)	(5,582,188)	(6,502,779)
Surplus/Deficit (£/ha)	(13,793,587)	(16,068,366)	(13,793,587)	(16,068,366)
Plan Viability comments	Not Viable	Not Viable	Not Viable	Not Viable

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## Appendix 6 – Bungalow Market – Addendum Report

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## Bungalow Market Report

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Market Report – Bungalows

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Cannock Chase District Council

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August 2024

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Private and Confidential

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# 1 Introduction

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- 1.1 As part of our ongoing local plan viability work, we have been instructed to assess the viability of bungalow developments across the Cannock Chase District. We have therefore undertaken market research for asking and achieved values of bungalows in each of the four market areas which were identified in our Residential Market report. The four market areas are as follows
- Cannock (including Bridgtown)
  - Hednesford
  - Rugeley
  - Norton Canes / Heath Hayes
- 1.2 This short addendum report provides our market analysis which informs our value assumptions which will be used in the financial modelling to support our local plan viability assessment.



## 2 Cannock (including Bridgtown)

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- 2.1 This section of the report will outline both asking prices and achieved values for bungalows within the value area of Cannock (including Bridgtown).

### Asking Prices

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- 2.2 We have undertaken a review of bungalows which are currently on the market in Cannock and Bridgtown. The market evidence is presented in Tables 2-1, 2-2 and 2-3 below.




**Table 2-1 - Asking Prices for One Bedroom Bungalows - Cannock**

Address	Unit Type	Description	Image	Asking Price	Floor Area (sqm)	£ psm
Redhill Road, Cannock, Staffordshire, WS11	Detached	<ul style="list-style-type: none"> <li>Garden space all around the property</li> <li>Parking for 2 cars</li> </ul>		£175,000	39	£4,522

Source: Rightmove, July 2024




**Table 2-2 - Asking Prices for Two Bedroom Bungalows - Cannock**

Address	Unit Type	Description	Image	Asking Price	Floor Area (sqm)	£ psm
Lloyed Street, Cannock, Staffordshire	Detached	<ul style="list-style-type: none"> <li>1-Bathroom</li> <li>Garage</li> <li>Rear garden</li> </ul>		£320,000	80	£4,000
Newhall Street Cannock, WS11	Semi - Detached	<ul style="list-style-type: none"> <li>1-Bathroom</li> <li>Off road parking</li> <li>Garden</li> </ul>		£330,000	N/A	N/A

Pennine Drive, Cannock	Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Hallway</li> <li>• Rear garden</li> </ul>		£300,000	N/A	N/A
Pebblemill Close, Cannock, WS11_6UU	Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Driveway parking</li> <li>• Garage</li> </ul>		£268,000	N/A	N/A
Tudor Road, Pye Green, Cannock	Semi- Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Garage</li> <li>• Garden to rear</li> </ul>		259,950	N/A	N/A

Source: Rightmove, July 2024

**Table 2-3 - Asking Prices for Three Bedroom Bungalows - Cannock**

Address	Unit Type	Description	Image	Asking Price	Floor Area (sqm)	£ psm
Paddock House, Old Penkridge, Cannock	Detached NEW BUILD	<ul style="list-style-type: none"> <li>• 3-Bathroom</li> <li>• Private Driveway</li> <li>• Garden</li> <li>• 'A' rated</li> </ul>		£750,000	125	£6,000
Orchard House, Old Penkridge Road, Cannock	Detached NEW BUILD	<ul style="list-style-type: none"> <li>• 3-bathroom</li> <li>• Garage</li> <li>• Rear garden</li> <li>• 'A' rated</li> </ul>		£750,000	125	£6,000
Wellington Drive, Cannock, Staffordshire, WS11	Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Garage</li> <li>• Rear garden</li> <li>• Off road parking</li> </ul>		£395,000	102	£3,873

Foster Avenue, Cannock	Detached • 1-Bathroom • Parking • Garden • Shower Room		£300,000	N/A	N/A
Wellfield Close, Cannock	Detached • 1-Bathroom • Parking • Garage		£300,000	N/A	N/A

Source: Rightmove, July 2024

## Analysis

2.3 We have identified the following bungalows which are currently for sale in Cannock including Bridgtown;



- 1 no.; one-bed detached bungalow for £175,000. This property has a floor area of 38.7 sqm which equates to £4,522 psm.
- 5 no.; two-bed bungalows (3 detached and 2 semi-detached) for between £259,000 and £330,000. The floor area for the first detached Bungalow is 80 which equates to £4,000 psm. Almost all properties comes with garage & gardens, although we have been unable to identify the floor area for rest of the properties.
- 4 no.; three-bed bungalows (all of which are detached) for between £300,000 and £750,950. The floor areas for the first 2 properties ranges between 125 and 102 sqm which equates to £6,000 and £3,873 psm. We have been unable to find the floor for the other 2 bungalows.

2.4 The comparables at Old Penkrige Road are indicative of the potential premium which could be achieved by new build homes built to higher environmental standards. These homes have not been sold and therefore there must be some caution in terms of the values being sought for these two new build homes.

## Achieved Values

2.5 Table 2-4 provides the sold prices for bungalows in Cannock (including Bridgtown).

**Table 2-4 - Achieved Values in Cannock (inc Bridgtown)**

Address	Sold Date	Unit Type	Image	Achieved Price	Floor Area (sqm)	£ psm
4, Meadowhill, Drive, Cannock WS11 6NA	Jan 2024	2-bed Semi - detached bungalow		£210,000	57	£3,685
107, Hatherton Raod,	Oct 2023	2-bed Semi - detached bungalow		£488,000	116	£4,203

Cannock WS11 1HH						
2, Tutbury Close, Cannock, WS11 7GJ	Nov 2023	2-bed detached bungalow		£302,500	55	£5,500
52, Wood Lane, Wedges Mills, Cannock, WS11 1TA	Nov 2023	3-bed detached bungalow		£255,000	107	£2,384

Source: Rightmove, July 2024

2.6 We have identified 4 bungalows which have sold in Cannock (including Bridgtown) in the last 12 months;

- 3 no.; two-bed bungalows (2 semi-detached and 1 detached) for between £210,000 and £488,000. These properties have floor areas ranging between 55 and 116 sqm which equates to between £3,685 and £5,500 psm.
- 1 no.; three-bed detached bungalow for £255,000. This has the largest floor area at 107 sqm compared to the two bed bungalows which equates to £2,384 psm.

2.7 With limited data for the three bedroomed schemes, it is difficult to draw conclusions from these data points. Certain specific factors may have 'depressed' the value of the three bedroomed home at Wood Lane above.

## 3 Hednesford

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- 3.1 This section of the report will outline both asking prices and achieved values for bungalows within the value area of Hednesford.

### Asking Prices

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- 3.2 We have undertaken a review of bungalows which are currently on the market in Hednesford. The market evidence is presented in Table 3-1 & 3-2 below.



**Table 3-1 - One Bedroom Bungalow, Hednesford**




Address	Unit Type	Description	Asking Price	Floor Area (sqm)	£ psm
Ebenezeer Street, Cannock	Detached	<ul style="list-style-type: none"> <li>• 1 Shower room</li> <li>• Garden / shed</li> <li>• Dedicated allocated parking</li> </ul>	£220,000	n/a	n/a



Source: Rightmove / Butters John Bee Agents

**Table 3-2 - Asking Prices for Two Bedroom Bungalows – Hednesford**

Address	Unit Type	Description	Image	Asking Price	Floor Area (sqm)	£ psm
High Mount Street, Hednesford	Detached	<ul style="list-style-type: none"> <li>1-Bathroom</li> <li>Garden</li> <li>Dedicated parking</li> </ul> allocated		£260,000	48.91	£5,316
Hill Street, Hednesford	Detached	<ul style="list-style-type: none"> <li>1-Bathroom</li> <li>Newly Build</li> <li>Shower Room</li> </ul>		£250,000	35.1	£7,122
Orchard Garden, Hednesford	Detached	<ul style="list-style-type: none"> <li>1-Bathroom</li> <li>Off Road Parking</li> </ul>		£280,000	N/A	N/A

Littleworth Road, Hednesford	Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Rear Garden</li> <li>• Large Lounge</li> </ul>		£275,000	N/A	N/A
Chaffinch Close, Hednesford	Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Off Road Parking</li> <li>• Front &amp; Rear Gardens</li> </ul>		£250,000	N/A	N/A
Arnotable Drive, Hednesford	Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Garage</li> <li>• Rear Garden</li> </ul>		£260,000	N/A	N/A

Source: Rightmove, July 2024

**Table 3-3 Asking Prices for Three Bedroom Bungalows - Hednesford**

Address	Unit Type	Description	Image	Asking Price	Floor Area (sqm)	£ psm
New Street, Hednesford	Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Recently Refurbished</li> </ul>		£270,000	73.4	£3,678





## Analysis

3.3 We have sourced a single comparable of a one-bedroom bungalow in Hednesford which is on the market for £220,000. We have identified 6 no.; two-bed bungalows (4 of which are detached & 2 semi-detached) which are currently available for sale. These are on the market between £250,000 and £280,000 which equates to range of £5,316 and £7,122 psm. (We only managed to get floor area for first 2 properties). We also identified 1no.; three-bed bungalow which is currently for sale at £270,000 with floor area of 73.4sqm which equates to £3,678 psm.

## Achieved Values

3.4 Table 3-4 provides the sold prices for Bungalows in Hednesford.

**Table 3-4 - Achieved Values in Hednesford**

Address	Sold Date	Unit Type	Image	Achieved Price	Floor Area (sqm)	£ psm
70, Uxbridge Street, Hednesford, Staffordshire WS12 1DB	27 Mar 2024	2-bed detached		£265,000	74	£3,581
398, Rugeley Road, Hednesford, Staffordshire WS12 0QP	Aug 2023	2-bed detached		£320,000	78	£4,103
23, Rugeley Road, Hednesford, Staffordshire WS12 0PH	Aug 2023	3-bed semi detached		£350,000	117	£2,991
496, Littleworth Road,	Oct 2023	3-bed detached		£295,000	82	£3,598

Hednesford, Staffordshire WS12 1JB						
510, Littleworth Road, Hednesford, Staffordshire WS12 1JD	Aug 2024	3-bed detached		£318,000	116	£3,598
3, Hornbeam Crescent, Hednesford, Staffordshire WS12 OSU	Jul 2023	3-bed detached		£270,000	60	£4,500

Source: Rightmove, July 2024

- 3.5 We have identified 6 bungalows which have sold in Hednesford in the last year;
- 2 no.; two-bed bungalows (both detached) for £265,000 and £320,000 respectively and having floor areas as 74 and 78 sqm which equates to between £3,581 and £4,103 psm.
  - 4 no.; three-bed bungalows (3 detached & 1 semi-detached) for between £270,000 and £350,000. These properties have floor areas ranging between 60 and 116 sqm which equates to between £2,991 and £4,500 psm.
- 3.6 It is interesting to note that the premium for 3 bedroomed bungalows is limited, which perhaps suggests that in this market segment, most demand is for two bedroom properties.

## 4 Norton Canes / Heath Hayes

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- 4.1 This section of the report will outline both asking prices and achieved values for bungalows within the value area of Norton Canes/Heath Hayes.

### Asking Prices

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- 4.2 We have undertaken a review of bungalows which are currently on the market in Norton Canes / Heath Hayes. The market evidence is presented in Table 4-1 & 4-2 below.




**Table 4-1 - Asking Prices for Two Bedroom Bungalows - Norton Canes / Heath Hayes**

Address	Unit Type	Description	Image	Asking Price	Floor Area (sqm)	£ psm
Norton Terrace, Norton Canes, Cannock	2-bed Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Rear Garden</li> </ul>		£235,000	N/A	N/A

Source: Rightmove, July 2024



**Table 4-2 - Asking Prices for Three Bedroom Bungalows - Norton Canes / Heath Hayes**

Address	Unit Type	Description	Image	Asking Price	Floor Area (sqm)	£ psm
Church Vale, Norton Canes, Cannock	3-bed Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Front &amp; Back garden</li> <li>• Garage</li> </ul>		£325,000	79.8	£4,073
Chapel Street, Norton Canes, Cannock	3-bed Semi-Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Garage</li> <li>• Shower room</li> <li>• Front &amp; Rear garden</li> </ul>		£300,000	80.7	£3,717
Butts Lane, Norton Canes, Cannock	3-bed Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Garage</li> <li>• Front and rear gardens</li> </ul>		£290,000	68.5	4,234

Chapel Street,  
 Norton Canes,  
 Cannock

- 3-bed  
 Detached
- 1-Bathroom
  - Shower room
  - Rear Garden
  - Parking to the fore
  - Garage



£235,000      65.57      3,584




### Analysis

4.3 There are no 1-bed bungalows currently available for sale in Norton Canes and Heath Hayes. We have identified 4, Three-bed Bungalows (3 detached & 1 semi-detached) which are currently available for sale. These are on the market between £235,000 and £325,000. The floor area areas of the property ranges between 65.57 and 80.7 which equates to £3,584 to £4,234.

## Achieved Values

4.4 Table 4-3 provides the sold prices for Bungalows in Norton Canes / Heath Hayes.

**Table 4-3 - Achieved Values in Norton Canes / Heath Hayes**

Address	Sold Date	Unit Type	Image	Achieved Price	Floor Area (sqm)	£ psm
229, Norton Canes, WS11 9RU	Jul 2023	2-bed detached		£225,000	63	£3,571
4 Legion Close, Norton Canes, WS11 9TG	Jun 2023	2-bed detached		£247,000	59	£4,186
34, Church Vale, Norton Canes, Staffordshire WS11 9PJ	Oct 2023	2-bed detached		£385,000	80	£4,812

Source: Rightmove, July 2024

4.5 We have identified 3 bungalows which have sold in Norton Canes / Heath Hayes in the last year;

- We haven't been able to find any 1-bed or 3-bed sold properties within last year for this zone.
- We identified 3no.; two-bed bungalows (all detached) for between £225,000 and £385,000. The floor areas range between 63 and 80 sqm which equates to between £3,571 and £4,812 psm.

## 5 Rugeley

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- 5.1 This section of the report will outline both asking prices and achieved values for bungalows within the value area of Rugeley.

### Asking Prices

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- 5.2 We have undertaken a review of bungalows which are currently on the market in Rugeley. The market evidence is presented in Tables 5-1 & 5-2 below.




**Table 5-1 - Asking Prices for Two Bedroom Bungalows - Rugeley**




Address	Unit Type	Description	Image	Asking Price	Floor Area (sqm)	£ psm
Abbots Walk, Brereton, Rugeley WS15 IJB	Semi- Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Garage</li> <li>• Front &amp; Rear Gardens</li> </ul>		£229,950	108	£2,129
Old Chancel Road, Rugeley, WS15 2QN	Semi- Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Garage</li> <li>• Driveway</li> </ul>		£235,000	81	£2,901
13 Church Lane, Rugeley	Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> </ul>		£400,000	95	£4,211
Old Road, Armitage, Rugeley, WS15 4BU	Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Recently Refurbished</li> </ul>		£325,000	81	£4,012

Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Off Road Parking</li> </ul>		£300,000	75	£4,000
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Source: Rightmove, July 2024

**Table 5-2 - Asking Prices for Three Bedroom Bungalows - Rugeley**

Address	Unit Type	Description	Image	Asking Price	Floor Area (sqm)	£ psm
Devonshire Drive, Rugeley	Semi-Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> <li>• Front &amp; Rear Garden</li> <li>• Utility Room</li> </ul>		£220,000	N/A	N/A
Surrey Close, Rugeley	Semi-Detached	<ul style="list-style-type: none"> <li>• 1-Bathroom</li> </ul>		£195,000	N/A	N/A
High Street, Colton, Rugeley	Detached	<ul style="list-style-type: none"> <li>• 2-Bathroom</li> <li>• Garden</li> <li>• Private Driveway</li> </ul>		£450,000	132.8	£3,389

St. James Close, Rugeley	Detached • 1-Bathroom • Double Garage • Rear Garden		£425,000	158.59	£2,680
Church Way, London, Rugeley	Detached • 1- Bathroom • Garage • Garden		£415,000	98.01	£4,234
Lanrick Gardens, Rugeley	Detached • 1-Bathroom • Rear Garden • Parking		£399,995	112.5	£3,556

Source: Rightmove, July 2024




## Analysis

- 5.3 We have identified the following bungalows which are currently for sale in Rugeley.
- 5 no.; two-bed bungalows on the market for between £229,950 and £400,000 The £psm rate ranges between £2,129 and £4,211.
  - 6 no.; three-bedroom bungalows on the market for between £195,000 and £450,000. The £psm rates ranges between £2,680 and £4,234. We were not able to find floor area for last 2 properties listed above for this zone.
  - There is no 1-bed property available in this zone.

## Achieved Values

5.4 Table 5-3 provides the sold prices for Bungalows in Rugeley.

**Table 5-3 - Achieved Values in Rugeley**

Address	Sold Date	Unit Type	Image	Achieved Price	Floor Area (sqm)	£ psm
33, Uttoxeter Road, Rugeley WS15 3QR	Nov 2023	2-bed detached		£300,000	64	£4,688
03, Dayton Drive, Rugeley, WS15 2XQ	Nov 2023	2-bed detached		£280,000	53	£5,283
09, Thistle Close, Rugeley, WS15 2PQ	Sep 2023	2-bed detached		£195,000	51	£3,824



43, Upper Way, Rugeley, WS15 1QB	Sep 2023	2-bed detached		£370,000	77	£4,805
17, Garden Drive, Rugeley, WS15 1BX	Aug 2023	3-bed semi detached		£294,000	93	£3,161
24, Riders Way, Rugeley, WS15 2LZ	Aug 2023	3-bed semi-detached		£320,000	73	£4,384
08, Brindley Bank Road, Rugeley, WS15 2EY	Aug 2023	3-bed detached		£325,000	85	£3,824
02, Hood Lane, Rugeley, WS15 4BW	Nov 2023	3-bed detached		£345,000	122	£2,828
05, Brook End, Longdon, Rugeley, WS15 4PB	Feb 2024	3-bed semi-detached		£405,000	106	£3,821

Source: Rightmove, July 2024

5.5 We have identified 9 bungalows which have sold in Rugeley in the last year;

- 4 no.; two-bed detached bungalows for between £195,000 and £370,000 which have floor areas of between 51 and 77 sqm. These properties equate to between £3,824 and £5,283 psm.
- 3 no.; three-bed semi-detached bungalows for between £294,000 and £405,000 respectively which have floor areas of between 73 and 106 sqm which equates to between £3,161 and £3,821 psm.
- 2 no.; three-bed detached bungalows for £325,000 and £345,000 respectively which have floor area of 85 and 111 sqm. Which equates to £2,828 and £3,824 psm.

## 6 Conclusion - Value Assumptions

- 6.1 We have reviewed the current bungalow market across the Cannock Chase District in order to identify asking and achieved values for bungalows. We have therefore undertaken market research for asking and achieved values of bungalows in each of the four market areas which were identified in our Residential Market Paper.
- 6.2 Our market research for bungalows indicates some variation in prices geographically across the District. There appears to be a relatively wide range of asking and achieved prices and we have endeavoured to reflect the market in each of the value zones.
- 6.3 The majority of the asking and sold price data is second hand. Our market analysis shows that there is a range of existing stock across the District and that the values depend on the type and quality of the bungalows. The relationship between 2 and 3 bedroom bungalows is interesting where there are examples of prices being broadly comparable, this suggests that demand may be stonger for 2 bedroom properties where buyers are downsizing.
- 6.4 The tables below provide our value assumptions which have been adopted in our financial appraisals. We would stress that the values presented below are based on the number of beds and no other characteristics such as property type (i.e. semi-detached or detached) which would impact the values. In our financial appraisals we have prepared a series of sensitivity tables, one of which shows the impact of fluctuating sales values on the scheme's viability.

**Table 6-1 - Market Value Assumptions - Bungalows**

Type	Size (sqm)	Cannock (incl. Bridgtown)	Hednesford	Norton Canes / Heath Hayes	Rugeley
<b>1-Bed Bungalow</b>	50	£215,000	£215,000	£215,000	£230,000
<b>2-Bed Bungalow</b>	70	£300,000	£310,000	£310,000	£325,000
<b>3-Bed Bungalow</b>	90	£325,000	£325,000	£325,000	£350,000

Source: AspinallVerdi, July 2024

**Table 6-2 - Market Value £ psm assumptions - Bungalows**

Type	Size (sqm)	Cannock (incl. Bridgtown)	Hednesford	Norton Canes / Heath Hayes	Rugeley
<b>1-Bed Bungalow</b>	50	£4,300	£4,300	£4,300	£4,600
<b>2-Bed Bungalow</b>	70	£4,286	£4,286	£4,286	£4,643
<b>3-Bed Bungalow</b>	90	£3,611	£3,611	£3,611	£3,889

Source: AspinallVerdi, July 2024

## Appendix 7 – Bungalow Housing Appraisals

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**240828 Cannock (Inc Bridgtown)\_Whole Plan Viability Bungalow Appraisal BX - BY V4 -  
Version Notes**

<b>Date</b>	<b>Version</b>	<b>Comments</b>
30/02/2022		Issued as draft version to client
12/07/2022		Issued as final version to client
240828	v0.1	Updated the appraisal
240903	v4	Issued the final version to client

Appraisal Ref: **BX**  
 Scheme Typology: **Scheme BX**  
 Site Typology: **Cannock (inc Bridgtown)**  
 Notes: **n/a**

No Units: **10**  
 Greenfield/Brownfield: **Brownfield**

(see Typologies Matrix)

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme	10 Units		
AH Policy requirement (% Target)	20%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	80%	
AH tenure split %	Affordable Rent:	25.0%	
	Social Rent:	35.0%	60.0% % Rented
	First Homes:	25.0%	
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%	8.0% % of total (>10% First Homes PPG 023)
		100%	100.0%

CIL Rate (£ psm) **58.84** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed Bungalow	30.0%	2.4	30.0%	0.6	30%	3.0
2 bed Bungalow	70.0%	5.6	65.0%	1.3	69%	6.9
3 bed Bungalow	0.0%	0.0	5.0%	0.1	1%	0.1
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	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
<b>Total number of units</b>	<b>100.0%</b>	<b>8.0</b>	<b>100.0%</b>	<b>2.0</b>	<b>100%</b>	<b>10.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed Bungalow	120	1,292	30	323	150	1,615
2 bed Bungalow	392	4,219	91	980	483	5,199
3 bed Bungalow	0	0	9	97	9	97
4 bed House	0	0	0	0	0	0
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>512</b>	<b>5,511</b>	<b>130</b>	<b>1,399</b>	<b>642</b>	<b>6,910</b>

AH % by floor area: **20.25% AH % by floor area (difference due to mix)**

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV (£ (no AH))
1 bed Bungalow	215,000	4,300	399	645,000
2 bed Bungalow	300,000	4,286	398	2,070,000
3 bed Bungalow	325,000	3,611	335	32,500
4 bed House	0	0	0	0
5 bed House	0	0	0	0
1 bed Flat	0	0	0	0
2 bed Flat	0	0	0	0
				<b>2,747,500</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed Bungalow	118,250	55%	75,250	35%	150,500	70%	139,750	65%
2 bed Bungalow	165,000	55%	105,000	35%	210,000	70%	195,000	65%
3 bed Bungalow	178,750	55%	113,750	35%	227,500	70%	211,250	65%
4 bed House	0	55%	0	35%	0	70%	0	65%
5 bed House	0	55%	0	35%	0	70%	0	65%
1 bed Flat	0	55%	0	35%	0	70%	0	65%
2 bed Flat	0	55%	0	35%	0	70%	0	65%

\* capped @ £250K

240828 Cannock (Inc Bridgtown)\_Whole Plan Viability Bungalow Appraisal BX - BY V4

Scheme Typology:

Scheme BX

No Units: 10

Site Typology:

Cannock (inc Bridgtown)

Greenfield/Brownfield:

Brownfield

Notes:

n/a

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
(part houses due to % mix)				
1 bed Bungalow	2.4	@	215,000	516,000
2 bed Bungalow	5.6	@	300,000	1,680,000
3 bed Bungalow	0.0	@	325,000	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	8.0			2,196,000
<b>Affordable Rent GDV -</b>				
1 bed Bungalow	0.2	@	118,250	17,738
2 bed Bungalow	0.3	@	165,000	53,625
3 bed Bungalow	0.0	@	178,750	4,469
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.5			75,831
<b>Social Rent GDV -</b>				
1 bed Bungalow	0.2	@	75,250	15,803
2 bed Bungalow	0.5	@	105,000	47,775
3 bed Bungalow	0.0	@	113,750	3,981
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.7			67,559
<b>First Homes GDV -</b>				
1 bed Bungalow	0.2	@	150,500	22,575
2 bed Bungalow	0.3	@	210,000	68,250
3 bed Bungalow	0.0	@	227,500	5,688
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.5			96,513
<b>Other Intermediate GDV -</b>				
1 bed Bungalow	0.1	@	139,750	12,578
2 bed Bungalow	0.2	@	195,000	38,025
3 bed Bungalow	0.0	@	211,250	3,169
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.3	2.0		53,771
<b>Sub-total GDV Residential</b>				<b>2,489,674</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>257,826</b>
			<b>402 £ psm (total GIA sqm)</b>	<b>25,783 £ per unit (total units)</b>
<b>Grant</b>				-
2 AH units @ [redacted] per unit				
<b>Total GDV</b>				<b>2,489,674</b>

**Scheme Typology:** **Scheme BX**  
**Site Typology:** Cannock (inc Bridgtown)  
**Notes:** n/a

No Units: **10**  
 Greenfield/Brownfield: **Brownfield**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(4,620)
Planning Application Professional Fees, Surveys and reports					(10,000)
CIL					(30,126)
		512 sqm (Market only)		58.84 £ psm	
<b>CIL analysis:</b>		1.21% % of GDV		3,013 £ 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	10 units @		per unit	-
	Sub-total				-
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum		642 sqm (total)		0 £ psm	-
<b>Comm. Sum analysis:</b>			0.00% % of GDV		
cont./					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(14,286)
		0.29 ha @		50,000 £ 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	10 units @		per unit	-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed Bungalow		150 sqm @		1,659 psm	(248,850)
2 bed Bungalow		483 sqm @		1,659 psm	(801,297)
3 bed Bungalow		9 sqm @		1,659 psm	(14,931)
4 bed House		- sqm @		1,659 psm	-
5 bed House		- sqm @		1,659 psm	-
1 bed Flat		- sqm @		1,344 psm	-
2 bed Flat		- sqm @		1,344 psm	-
Garages for 2 bed bungalow	(OMS only)	2.4 units @	50% @	640 £ per unit	(768)
Garages for 3 bed bungalow	(OMS only)	5.6 units @	75% @	640 £ per unit	(2,688)
External works					
		1,068,534 @		15.0%	(160,280)
<b>Ext. Works analysis:</b>				16,028 £ per unit (total units)	
Policy Costs on design -					
Net Biodiversity costs					(2,680)
		10 units @		268 £ per unit	
M4(2) Category 2 Housing	Aff units	2 units @	47% @	521 £ per unit	(490)
M4(3) Category 3 Housing	Aff units	2 units @	13% @	10,111 £ per unit	(2,629)
M4(2) Category 2 Housing	OMS units	8 units @	47% @	521 £ per unit	(1,959)
M4(3) Category 3 Housing	OMS units	8 units @	13% @	10,111 £ per unit	(10,515)
Part L/FHS		10 units @		4,500 £ per unit	(45,000)
Additional Low Carbon/Energy Reduction		10 units @		0 £ per unit	-
EV Charging Points - Houses		10 units @		1,000 £ per unit	(10,000)
EV Charging Points - Flats		- units @	4 flats per charger	10,000 £ per 4 units	-
SAC		10 units @		290.58 £ per unit	(2,906)
	Sub-total				(76,179)
<b>Policy Costs analysis: (design costs only)</b>				7,618 £ per unit (total units)	
Contingency (on construction)					(65,964)
		1,319,279 @		5.0%	



240828 Cannock (Inc Bridgtown)\_Whole Plan Viability Bungalow Appraisal BX - BY V4

Scheme Typology: **Scheme BX** No Units: **10**  
 Site Typology: Cannock (inc Bridgtown) Greenfield/Brownfield: **Brownfield**  
 Notes: n/a

<b>Professional Fees</b>	1,319,279 @	6.5%		(85,753)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,196,000 OMS @	1.50%	3,294 £ per unit	(32,940)
Residential Sales Agent Costs	2,196,000 OMS @	0.50%	1,098 £ per unit	(10,980)
Residential Sales Legal Costs	2,196,000 OMS @	1.00%	2,196 £ per unit	(21,960)
Affordable Sale Legal Costs			lump sum	(10,000)
<b>Disposal Cost analysis:</b>			<b>7,588 £ per unit</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR	0.565% pcm		(30,073)
<b>Developers Profit -</b>				
Profit on OMS	2,196,000	20.00%		(439,200)
Margin on AH	293,674	6.00% on AH values		(17,620)
<b>Profit analysis:</b>	<b>2,489,674</b>	<b>18.35% blended GDV</b>	<b>(456,820)</b>	
	<b>1,621,694</b>	<b>28.17% on costs</b>	<b>(456,820)</b>	
<b>TOTAL COSTS</b>				<b>(2,078,515)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				411,159
SDLT	411,159 @	HMRC formula		(10,058)
Acquisition Agent fees	411,159 @	1.0%		(4,112)
Acquisition Legal fees	411,159 @	0.5%		(2,056)
Interest on Land	411,159 @	7.00%		(28,781)
Residual Land Value				<b>366,153</b>
<b>RLV analysis:</b>	<b>36,615 £ per plot</b>	<b>1,281,534 £ per ha (net)</b>	<b>518,630 £ per acre (net)</b>	
		<b>1,025,227 £ per ha (gross)</b>	<b>414,904 £ per acre (gross)</b>	
			<b>14.71% % RLV / GDV</b>	

240828 Cannock (Inc Bridgtown)\_Whole Plan Viability Bungalow Appraisal BX - BY V4

Scheme Typology: **Scheme BX** No Units: **10**  
 Site Typology: Cannock (inc Bridgtown) Greenfield/Brownfield: **Brownfield**  
 Notes: n/a

BENCHMARK LAND VALUE (BLV)				
Residential Density			35.0 dph (net)	
Site Area (net)			0.29 ha (net)	0.71 acres (net)
Net to Gross ratio			80%	
Site Area (gross)			0.36 ha (gross)	0.88 acres (gross)
Benchmark Land Value (net)	17,862 £ per plot		625,163 £ per ha (net)	253,000 £ per acre (net)
	BLV analysis:	Density	2,247 sqm/ha (net)	9,788 sqft/ac (net)
			28 dph (gross)	
			500,130 £ per ha (gross)	202,400 £ per acre (gross)
<b>BALANCE</b>				
Surplus/(Deficit)			656,371 £ per ha (net)	265,630 £ per acre (net)
				187,535

Scheme Typology:  
Site Typology:  
Notes:

**Scheme BX**  
Cannock (inc Bridgtown)  
n/a

No Units: **10**  
Greenfield/Brownfield: **Brownfield**

**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**

Balance (RLV - BLV £ per acre (n))		Affordable Housing - % on site 20%							
		0%	10%	15%	20%	25%	30%	35%	
CIL £ psm 58.84	265,630	0.00	482,726	393,108	348,299	303,490	258,681	213,871	169,062
	5.00	478,705	389,489	344,881	300,273	255,664	211,056	166,448	
	10.00	474,683	385,869	341,462	297,055	252,648	208,241	163,834	
	15.00	470,662	382,250	338,044	293,838	249,632	205,426	161,220	
	20.00	466,640	378,631	334,626	290,621	246,616	202,611	158,606	
	25.00	462,619	375,011	331,208	287,404	243,600	199,796	155,992	
	30.00	458,597	371,392	327,789	284,187	240,584	196,981	153,378	
	35.00	454,576	367,773	324,371	280,969	237,568	194,166	150,764	
	40.00	450,554	364,153	320,953	277,752	234,552	191,351	148,150	
	45.00	446,533	360,534	317,534	274,535	231,535	188,536	145,536	
	50.00	442,511	356,915	314,116	271,318	228,519	185,721	142,923	
	55.00	438,490	353,295	310,698	268,101	225,503	182,906	140,309	
	60.00	434,468	349,676	307,280	264,883	222,487	180,091	137,695	
	65.00	430,447	346,056	303,861	261,666	219,471	177,276	135,081	
	70.00	426,425	342,437	300,443	258,449	216,455	174,461	132,467	
	75.00	422,404	338,818	297,025	255,232	213,439	171,646	129,853	
	80.00	418,382	335,198	293,606	252,014	210,423	168,831	127,239	
	85.00	414,361	331,579	290,188	248,797	207,406	166,016	124,625	
	90.00	410,339	327,960	286,770	245,580	204,390	163,200	122,011	
	95.00	406,318	324,340	283,352	242,363	201,374	160,385	119,397	
100.00	402,296	320,721	279,933	239,146	198,358	157,570	116,783		
105.00	398,275	317,102	276,515	235,928	195,342	154,755	114,169		
110.00	394,253	313,482	273,097	232,711	192,326	151,940	111,555		
115.00	390,232	309,863	269,678	229,494	189,310	149,125	108,941		
120.00	386,210	306,244	266,260	226,277	186,293	146,310	106,327		
125.00	382,189	302,624	262,842	223,060	183,277	143,495	103,713		

**TABLE 2**

Balance (RLV - BLV £ per acre (n))		Affordable Housing - % on site 20%							
		0%	10%	15%	20%	25%	30%	35%	
Profit 20.0%	265,630	15.0%	603,562	501,860	451,009	400,158	349,307	298,456	247,605
	16.0%	569,930	471,591	422,422	373,252	324,083	274,914	225,744	
	17.0%	536,298	441,322	393,834	346,347	298,859	251,371	203,884	
	18.0%	502,665	411,053	365,247	319,441	273,635	227,829	182,023	
	19.0%	469,033	380,784	336,660	292,535	248,411	204,286	160,162	
	20.0%	435,401	350,516	308,073	265,630	223,187	180,744	138,301	

**TABLE 3**

Balance (RLV - BLV £ per acre (n))		Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
BLV (£ per acre) 253,000	265,630	588,401	503,516	461,073	418,630	376,187	333,744	291,301
	100,000	573,401	488,516	446,073	403,630	361,187	318,744	276,301
	115,000	558,401	473,516	431,073	388,630	346,187	303,744	261,301
	130,000	543,401	458,516	416,073	373,630	331,187	288,744	246,301
	145,000	528,401	443,516	401,073	358,630	316,187	273,744	231,301
	160,000	513,401	428,516	386,073	343,630	301,187	258,744	216,301
	175,000	498,401	413,516	371,073	328,630	286,187	243,744	201,301
	190,000	483,401	398,516	356,073	313,630	271,187	228,744	186,301
	205,000	468,401	383,516	341,073	298,630	256,187	213,744	171,301
	220,000	453,401	368,516	326,073	283,630	241,187	198,744	156,301
	235,000	438,401	353,516	311,073	268,630	226,187	183,744	141,301
	250,000	423,401	338,516	296,073	253,630	211,187	168,744	126,301
	265,000	408,401	323,516	281,073	238,630	196,187	153,744	111,301
	280,000	393,401	308,516	266,073	223,630	181,187	138,744	96,301
	295,000	378,401	293,516	251,073	208,630	166,187	123,744	81,301
	310,000	363,401	278,516	236,073	193,630	151,187	108,744	66,301

Scheme Typology:  
Site Typology:  
Notes:

Scheme BX  
Cannock (inc Bridgtown)  
n/a

No Units: 10  
Greenfield/Brownfield: Brownfield

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		265,630	0%	10%	15%	20%	25%	30%	35%
	19		111,360	65,279	42,239	19,198	(3,842)	(26,883)	(49,923)
	21		151,865	100,934	75,468	50,002	24,536	(929)	(26,395)
Density (dph)	23		192,370	136,588	108,697	80,806	52,915	25,024	(2,867)
	25	35.0	232,875	172,243	141,926	111,610	81,294	50,977	20,661
	27		273,381	207,897	175,156	142,414	109,672	76,931	44,189
	29		313,886	243,552	208,385	173,218	138,051	102,884	67,717
	31		354,391	279,206	241,614	204,022	166,430	128,837	91,245
	33		394,896	314,861	274,843	234,826	194,808	154,791	114,773
	35		435,401	350,516	308,073	265,630	223,187	180,744	138,301
	37		475,906	386,170	341,302	296,434	251,565	206,697	161,829
	39		516,412	421,825	374,531	327,238	279,944	232,651	185,357

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		265,630	0%	10%	15%	20%	25%	30%	35%
	90%		607,469	522,852	480,543	438,235	395,926	353,618	311,309
	92%		573,055	488,384	446,049	403,714	361,378	319,043	276,708
Build Cost	94%		538,642	453,917	411,555	369,193	326,830	284,468	242,106
	96%	100%	504,228	419,450	377,061	334,672	292,283	249,893	207,504
(105% = 5% increase)	98%		469,815	384,983	342,567	300,151	257,735	215,319	172,903
	100%		435,401	350,516	308,073	265,630	223,187	180,744	138,301
	102%		400,988	316,048	273,578	231,109	188,639	146,169	103,699
	104%		366,574	281,581	239,084	196,588	154,091	111,594	69,098
	106%		332,161	247,114	204,590	162,067	119,543	77,020	34,496
	108%		297,748	212,647	170,096	127,546	84,995	42,445	(106)
	110%		263,334	178,179	135,602	93,025	50,447	7,869	(34,806)
	112%		228,921	143,712	101,108	58,503	15,801	(26,901)	(69,603)

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		265,630	0%	10%	15%	20%	25%	30%	35%
	80%		(87,225)	(119,886)	(136,217)	(152,548)	(168,878)	(185,209)	(201,540)
	82%		(34,807)	(72,710)	(91,661)	(110,613)	(129,564)	(148,516)	(167,468)
Market Values	84%		17,612	(25,533)	(47,106)	(68,678)	(90,251)	(111,823)	(133,396)
	86%	100%	70,030	21,643	(2,550)	(26,743)	(50,937)	(75,130)	(99,324)
(105% = 5% increase)	88%		122,390	68,806	42,006	15,191	(11,623)	(38,437)	(65,252)
	90%		174,559	115,757	86,357	56,956	27,555	(1,846)	(31,247)
	92%		226,727	162,709	130,700	98,691	66,681	34,672	2,663
	94%		278,896	209,661	175,043	140,425	105,808	71,190	36,572
	96%		331,064	256,612	219,386	182,160	144,934	107,708	70,482
	98%		383,233	303,564	263,729	223,895	184,060	144,226	104,391
	100%		435,401	350,516	308,073	265,630	223,187	180,744	138,301
	102%		487,570	397,467	352,416	307,364	262,313	217,262	172,211
	104%		539,738	444,419	396,759	349,099	301,440	253,780	206,120
	106%		591,907	491,370	441,102	390,834	340,566	290,298	240,030
	108%		644,075	538,322	485,445	432,569	379,692	326,816	273,939
	110%		696,244	585,274	529,789	474,304	418,819	363,334	307,849
	112%		748,412	632,225	574,132	516,038	457,945	399,852	341,758
	114%		800,581	679,177	618,475	557,773	497,071	436,369	375,668
	116%		852,749	726,129	662,818	599,508	536,198	472,887	409,577
	118%		904,917	772,957	707,066	641,175	575,285	509,394	443,487
	120%		957,085	819,785	751,250	682,760	614,270	545,780	477,291

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		265,630	0%	10%	15%	20%	25%	30%	35%
	-		435,401	350,516	308,073	265,630	223,187	180,744	138,301
	1,000		421,309	336,423	293,981	251,538	209,095	166,652	124,209
Additional Low Carbon/Energy Reduction	2,000		407,217	322,331	279,889	237,446	195,003	152,560	110,117
	3,000		393,125	308,239	265,796	223,354	180,911	138,468	96,025
7,500	4,000		379,033	294,147	251,704	209,262	166,819	124,376	81,933
	5,000		364,941	280,055	237,612	195,169	152,727	110,284	67,841
	6,000		350,849	265,963	223,520	181,077	138,635	96,192	53,749
	7,000		336,757	251,871	209,428	166,985	124,542	82,100	39,657
	8,000		322,665	237,779	195,336	152,893	110,450	68,008	25,565
	9,000		308,573	223,687	181,244	138,801	96,358	53,916	11,473
	10,000		294,481	209,595	167,152	124,709	82,266	39,823	(2,619)

Appraisal Ref: **BY**  
 Scheme Typology: **Scheme BY**  
 Site Typology: **Cannock (inc Bridgtown)**  
 Notes: **n/a**

No Units: **10**  
 Greenfield/Brownfield: **Greenfield**

(see Typologies Matrix)

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme	10 Units	
AH Policy requirement (% Target)	20%	
Open Market Sale (OMS) housing	Open Market Sale (OMS)	80%
AH tenure split %	Affordable Rent:	25.0%
	Social Rent:	35.0%
	First Homes:	25.0%
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%
		100% 100.0%
		60.0% % Rented
		8.0% % of total (>10% First Homes PPG 023)

CIL Rate (£ psm) **58.84** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed Bungalow	30.0%	2.4	30.0%	0.6	30%	3.0
2 bed Bungalow	70.0%	5.6	65.0%	1.3	69%	6.9
3 bed Bungalow	0.0%	0.0	5.0%	0.1	1%	0.1
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	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
<b>Total number of units</b>	<b>100.0%</b>	<b>8.0</b>	<b>100.0%</b>	<b>2.0</b>	<b>100%</b>	<b>10.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed Bungalow	120	1,292	30	323	150	1,615
2 bed Bungalow	392	4,219	91	980	483	5,199
3 bed Bungalow	0	0	9	97	9	97
4 bed House	0	0	0	0	0	0
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>512</b>	<b>5,511</b>	<b>130</b>	<b>1,399</b>	<b>642</b>	<b>6,910</b>

AH % by floor area: **20.25% AH % by floor area (difference due to mix)**

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV (£ (no AH))
1 bed Bungalow	215,000	4,300	399	645,000
2 bed Bungalow	300,000	4,286	398	2,070,000
3 bed Bungalow	325,000	3,611	335	32,500
4 bed House	0	0	0	0
5 bed House	0	0	0	0
1 bed Flat	0	0	0	0
2 bed Flat	0	0	0	0
				<b>2,747,500</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed Bungalow	118,250	55%	75,250	35%	150,500	70%	139,750	65%
2 bed Bungalow	165,000	55%	105,000	35%	210,000	70%	195,000	65%
3 bed Bungalow	178,750	55%	113,750	35%	227,500	70%	211,250	65%
4 bed House	0	55%	0	35%	0	70%	0	65%
5 bed House	0	55%	0	35%	0	70%	0	65%
1 bed Flat	0	55%	0	35%	0	70%	0	65%
2 bed Flat	0	55%	0	35%	0	70%	0	65%

\* capped @£250K

240828 Cannock (Inc Bridgtown)\_Whole Plan Viability Bungalow Appraisal BX - BY V4

Scheme Typology:

Scheme BY

No Units: 10

Site Typology:

Cannock (inc Bridgtown)

Greenfield/Brownfield:

Greenfield

Notes:

n/a

GROSS DEVELOPMENT VALUE

OMS GDV -

(part houses due to % mix)

1 bed Bungalow	2.4	@	215,000	516,000
2 bed Bungalow	5.6	@	300,000	1,680,000
3 bed Bungalow	0.0	@	325,000	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	8.0			2,196,000

Affordable Rent GDV -

1 bed Bungalow	0.2	@	118,250	17,738
2 bed Bungalow	0.3	@	165,000	53,625
3 bed Bungalow	0.0	@	178,750	4,469
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.5			75,831

Social Rent GDV -

1 bed Bungalow	0.2	@	75,250	15,803
2 bed Bungalow	0.5	@	105,000	47,775
3 bed Bungalow	0.0	@	113,750	3,981
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.7			67,559

First Homes GDV -

1 bed Bungalow	0.2	@	150,500	22,575
2 bed Bungalow	0.3	@	210,000	68,250
3 bed Bungalow	0.0	@	227,500	5,688
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.5			96,513

Other Intermediate GDV -

1 bed Bungalow	0.1	@	139,750	12,578
2 bed Bungalow	0.2	@	195,000	38,025
3 bed Bungalow	0.0	@	211,250	3,169
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.3	2.0		53,771

Sub-total GDV Residential

10 2,489,674

AH on-site cost analysis:

EMV (no AH) less £GDV (inc. AH) 257,826

402 £ psm (total GIA sqm)

25,783 £ per unit (total units)

Grant

2 AH units @ [redacted] per unit

-

Total GDV

2,489,674



240828 Cannock (Inc Bridgtown)\_Whole Plan Viability Bungalow Appraisal BX - BY V4

Scheme Typology: **Scheme BY** No Units: **10**  
 Site Typology: Cannock (inc Bridgtown) Greenfield/Brownfield: **Greenfield**  
 Notes: n/a

<b>Professional Fees</b>	1,326,629 @	6.5%		(86,231)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,196,000 OMS @	1.50%	3,294 £ per unit	(32,940)
Residential Sales Agent Costs	2,196,000 OMS @	0.50%	1,098 £ per unit	(10,980)
Residential Sales Legal Costs	2,196,000 OMS @	1.00%	2,196 £ per unit	(21,960)
Affordable Sale Legal Costs			lump sum	(10,000)
<b>Disposal Cost analysis:</b>			<b>7,588 £ per unit</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR	0.565% pcm		(29,494)
<b>Developers Profit -</b>				
Profit on OMS	2,196,000	20.00%		(439,200)
Margin on AH	293,674	6.00% on AH values		(17,620)
<b>Profit analysis:</b>	<b>2,489,674</b>	<b>18.35% blended GDV</b>	<b>(456,820)</b>	
	<b>1,602,779</b>	<b>28.50% on costs</b>	<b>(456,820)</b>	
<b>TOTAL COSTS</b>				<b>(2,059,599)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				430,075
SDLT	430,075 @	HMRC formula		(11,004)
Acquisition Agent fees	430,075 @	1.0%		(4,301)
Acquisition Legal fees	430,075 @	0.5%		(2,150)
Interest on Land	430,075 @	7.00%		(30,105)
Residual Land Value				<b>382,515</b>
<b>RLV analysis:</b>	<b>38,251 £ per plot</b>	<b>1,338,801 £ per ha (net)</b>	<b>541,806 £ per acre (net)</b>	
		<b>1,071,041 £ per ha (gross)</b>	<b>433,444 £ per acre (gross)</b>	
			<b>15.36% % RLV / GDV</b>	



240828 Cannock (Inc Bridgtown)\_Whole Plan Viability Bungalow Appraisal BX - BY V4

Scheme Typology: **Scheme BY** No Units: **10**  
 Site Typology: Cannock (inc Bridgtown) Greenfield/Brownfield: **Greenfield**  
 Notes: n/a

BENCHMARK LAND VALUE (BLV)				
Residential Density			35.0 dph (net)	
Site Area (net)			0.29 ha (net)	0.71 acres (net)
Net to Gross ratio			80%	
Site Area (gross)			0.36 ha (gross)	0.88 acres (gross)
Benchmark Land Value (net)	8,306 £ per plot		290,706 £ per ha (net)	117,647 £ per acre (net)
	BLV analysis:	Density	2,247 sqm/ha (net)	9,788 sqft/ac (net)
			28 dph (gross)	
			232,565 £ per ha (gross)	94,118 £ per acre (gross)
<b>BALANCE</b>				
Surplus/(Deficit)			1,048,096 £ per ha (net)	424,159 £ per acre (net)
				299,456

Scheme Typology:  
Site Typology:  
Notes:

Scheme BY  
Cannock (inc Bridgtown)  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

**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**

Balance (RLV - BLV £ per acre (n))	424,159	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	0.00	641,184	551,601	506,810	462,019	417,227	372,436	327,645
	5.00	637,162	547,982	503,392	458,801	414,211	369,621	325,031
CIL £ psm	10.00	633,141	544,363	499,973	455,584	411,195	366,806	322,417
58.84	15.00	629,119	540,743	496,555	452,367	408,179	363,991	319,803
	20.00	625,098	537,124	493,137	449,150	405,163	361,176	317,189
	25.00	621,076	533,504	489,719	445,933	402,147	358,361	314,575
	30.00	617,055	529,885	486,300	442,715	399,130	355,546	311,961
	35.00	613,033	526,266	482,882	439,498	396,114	352,731	309,347
	40.00	609,012	522,646	479,464	436,281	393,098	349,916	306,733
	45.00	604,990	519,027	476,045	433,064	390,082	347,100	304,119
	50.00	600,969	515,408	472,627	429,847	387,066	344,285	301,505
	55.00	596,947	511,788	469,209	426,629	384,050	341,470	298,891
	60.00	592,926	508,169	465,791	423,412	381,034	338,655	296,277
	65.00	588,904	504,550	462,372	420,195	378,018	335,840	293,663
	70.00	584,883	500,930	458,954	416,978	375,001	333,025	291,049
	75.00	580,861	497,311	455,536	413,761	371,985	330,210	288,435
	80.00	576,840	493,692	452,117	410,543	368,969	327,395	285,821
	85.00	572,818	490,072	448,699	407,326	365,953	324,580	283,207
	90.00	568,797	486,453	445,281	404,109	362,937	321,765	280,593
	95.00	564,775	482,833	441,863	400,892	359,921	318,950	277,979
	100.00	560,754	479,214	438,444	397,674	356,905	316,135	275,365
	105.00	556,732	475,595	435,026	394,457	353,889	313,320	272,751
	110.00	552,711	471,975	431,608	391,240	350,872	310,505	270,137
	115.00	548,689	468,356	428,189	388,023	347,856	307,690	267,523
	120.00	544,668	464,737	424,771	384,806	344,840	304,875	264,909
	125.00	540,646	461,117	421,353	381,588	341,824	302,060	262,295

**TABLE 2**

Balance (RLV - BLV £ per acre (n))	424,159	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	15.0%	762,019	660,353	609,520	558,687	507,854	457,021	406,188
	16.0%	728,387	630,084	580,933	531,781	482,630	433,478	384,327
Profit	17.0%	694,755	599,815	552,345	504,876	457,406	409,936	362,466
20.0%	18.0%	661,123	569,546	523,758	477,970	432,182	386,393	340,605
	19.0%	627,491	539,278	495,171	451,064	406,958	362,851	318,744
	20.0%	593,859	509,009	466,584	424,159	381,733	339,308	296,883

**TABLE 3**

Balance (RLV - BLV £ per acre (n))	424,159	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	100,000	611,506	526,656	484,231	441,806	399,380	356,955	314,530
	115,000	596,506	511,656	469,231	426,806	384,380	341,955	299,530
	130,000	581,506	496,656	454,231	411,806	369,380	326,955	284,530
BLV (£ per acre)	145,000	566,506	481,656	439,231	396,806	354,380	311,955	269,530
117,647	160,000	551,506	466,656	424,231	381,806	339,380	296,955	254,530
	175,000	536,506	451,656	409,231	366,806	324,380	281,955	239,530
	190,000	521,506	436,656	394,231	351,806	309,380	266,955	224,530
	205,000	506,506	421,656	379,231	336,806	294,380	251,955	209,530
	220,000	491,506	406,656	364,231	321,806	279,380	236,955	194,530
	235,000	476,506	391,656	349,231	306,806	264,380	221,955	179,530
	250,000	461,506	376,656	334,231	291,806	249,380	206,955	164,530
	265,000	446,506	361,656	319,231	276,806	234,380	191,955	149,530
	280,000	431,506	346,656	304,231	261,806	219,380	176,955	134,530
	295,000	416,506	331,656	289,231	246,806	204,380	161,955	119,530
	310,000	401,506	316,656	274,231	231,806	189,380	146,955	104,530
	325,000	386,506	301,656	259,231	216,806	174,380	131,955	89,530

Scheme Typology:  
Site Typology:  
Notes:

Scheme BY  
Cannock (inc Bridgtown)  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

**TABLE 4**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
Density (dph) 35.0	19	259,420	213,359	190,328	167,297	144,267	121,236	98,205
	21	301,225	250,315	224,860	199,405	173,950	148,495	123,040
	23	343,030	287,271	259,392	231,513	203,633	175,754	147,875
	25	384,835	324,227	293,924	263,620	233,317	203,013	172,709
	27	426,640	361,184	328,456	295,728	263,000	230,272	197,544
	29	468,444	398,140	362,988	327,836	292,683	257,531	222,379
	31	510,249	435,096	397,520	359,943	322,367	284,790	247,214
	33	552,054	472,052	432,052	392,051	352,050	312,049	272,049
	35	593,859	509,009	466,584	424,159	381,733	339,308	296,883
	37	635,664	545,965	501,116	456,266	411,417	366,567	321,718
	39	677,468	582,921	535,647	488,374	441,100	393,827	346,553

**TABLE 5**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
Build Cost 100% (105% = 5% increase)	90%	762,840	678,254	635,960	593,667	551,374	509,081	466,788
	92%	729,043	644,405	602,085	559,766	517,446	475,127	432,807
	94%	695,247	610,556	568,210	525,864	483,518	441,172	398,826
	96%	661,451	576,707	534,334	491,962	449,590	407,218	364,845
	98%	627,655	542,858	500,459	458,060	415,662	373,263	330,864
	100%	593,859	509,009	466,584	424,159	381,733	339,308	296,883
	102%	560,063	475,160	432,708	390,257	347,805	305,354	262,902
	104%	526,266	441,311	398,833	356,355	313,877	271,399	228,921
	106%	492,470	407,462	364,957	322,453	279,949	237,445	194,940
	108%	458,674	373,613	331,082	288,551	246,021	203,490	160,959
	110%	424,878	339,764	297,207	254,650	212,093	169,535	126,978
	112%	391,082	305,915	263,331	220,748	178,164	135,537	92,855

**TABLE 6**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
Market Values 100% (105% = 5% increase)	80%	71,363	38,738	22,425	6,112	(10,201)	(26,513)	(42,826)
	82%	123,781	85,914	66,981	48,047	29,113	10,180	(8,754)
	84%	176,200	133,091	111,536	89,982	68,427	46,873	25,318
	86%	228,618	180,267	156,092	131,916	107,741	83,566	59,390
	88%	280,848	227,299	200,524	173,750	146,975	120,201	93,426
	90%	333,016	274,250	244,868	215,485	186,102	156,719	127,336
	92%	385,185	321,202	289,211	257,219	225,228	193,237	161,245
	94%	437,353	368,154	333,554	298,954	264,354	229,755	195,155
	96%	489,522	415,105	377,897	340,689	303,481	266,273	229,064
	98%	541,690	462,057	422,240	382,424	342,607	302,790	262,974
	100%	593,859	509,009	466,584	424,159	381,733	339,308	296,883
	102%	646,027	555,960	510,927	465,893	420,860	375,826	330,793
	104%	698,196	602,912	555,270	507,628	459,986	412,344	364,702
	106%	750,364	649,864	599,613	549,363	499,113	448,862	398,612
	108%	802,533	696,815	643,956	591,098	538,239	485,380	432,521
	110%	854,701	743,767	688,300	632,832	577,365	521,898	466,431
112%	906,870	790,718	732,643	674,567	616,492	558,416	500,340	
114%	959,038	837,670	776,986	716,302	655,618	594,934	534,250	
116%	1,011,085	884,537	821,263	757,989	694,715	631,441	568,159	
118%	1,063,066	931,320	865,447	799,574	733,701	667,828	601,955	
120%	1,115,047	978,103	909,631	841,159	772,687	704,214	635,742	

**TABLE 7**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
Additional Low Carbon/Energy Reduction 7,500	-	593,859	509,009	466,584	424,159	381,733	339,308	296,883
	1,000	580,020	495,169	452,744	410,319	367,894	325,469	283,044
	2,000	566,180	481,330	438,905	396,480	354,055	311,630	269,205
	3,000	552,341	467,491	425,066	382,641	340,216	297,791	255,366
	4,000	538,502	453,652	411,226	368,801	326,376	283,951	241,526
	5,000	524,662	439,812	397,387	354,962	312,537	270,112	227,687
	6,000	510,823	425,973	383,548	341,123	298,698	256,273	213,848
	7,000	496,984	412,134	369,709	327,284	284,859	242,433	200,008
	8,000	483,145	398,294	355,869	313,444	271,019	228,594	186,169
	9,000	469,305	384,455	342,030	299,605	257,180	214,755	172,330
	10,000	455,466	370,616	328,191	285,766	243,341	200,916	158,491

## 240828 Cannock (Inc Bridgtown)\_Whole Plan Viability Bungalow Appraisal BX - BY V4 - Summary Table

Scheme Ref:	Scheme BX	Scheme BY
No Units:	10	10
Location / Value Zone:	Cannock (inc Bridgtown)	Cannock (inc Bridgtown)
Development Scenario:	Brownfield	Greenfield
Notes:	n/a	n/a
Total GDV (£)	£2,489,674	£2,489,674
AH Target % (& mix)	20.00%	20.00%
Affordable Rent:	25.00%	25%
Social Rent:	35.00%	35%
First Homes:	25.00%	25%
Intermediate (LCHO/Sub-Market/Starter etc.):	15.00%	15%
CIL (£ psm)	£58.84	£58.84
CIL (£ per unit)	£3,012.61	£3,012.61
CIL (£) (total)	(30,126)	(30,126)
Net Biodiversity costs (per unit)	£521.00	£521.00
Net Biodiversity costs (total)	(2,680)	(10,030)
SAC Payment (per unit)	£290.58	£290.58
SAC Payment (total)	(2,906)	(2,906)
Part L / FHS (per unit)	£4,500.00	£4,500.00
Part L / FHS (total)	(45,000)	(45,000)
Total Developers Profit (£)	£456,820	£456,820
Developers Profit (% on OMS)	20.00%	20.00%
Developers Profit (% on AH)	6.00%	6.00%
Developers Profit (% blended)	18.35%	18.35%
<b>Developers Profit (% on costs)</b>	28.17%	28.50%
RLV (£)	£366,153	£382,515
RLV (£/acre)	£518,630	£541,806
RLV (£/ha)	£1,281,534	£1,338,801
BLV (£)	£178,618	£83,059
BLV (£/acre)	£253,000	£117,647
BLV (£/ha)	£625,163	£290,706
Surplus/Deficit	£187,535	£299,456
Surplus/Deficit (£/acre)	£265,630	£424,159
Surplus/Deficit (£/ha)	£656,371	£1,048,096
Plan Viability comments	Viable	Viable

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S:\\_Client Projects\2008 Local Plan and CIL\_Cannock Chase DC\Appraisals\2408 Addendum Report Apps\2408 All District - Bungalows\240828 Cannock (Inc Bridgtown)\_Whole Plan Viability Bungalow Appraisal BX - BY V4

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## 240828 Hednesford\_Whole Plan Viability Bungalow Appraisal BZ - CA V4 - Version Notes

Date	Version	Comments
30/02/2022		Issued as draft version to client
12/07/2022		Issued as final version to client
240828	v0.1	Updated the appraisal
240903	v4	Issued the final version to client

Appraisal Ref: **BZ**  
 Scheme Typology: **Scheme BZ**  
 Site Typology: **Hednesford**  
 Notes: **n/a**

No Units: **10**  
 Greenfield/Brownfield: **Brownfield**

(see Typologies Matrix)

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme	10 Units		
AH Policy requirement (% Target)	20%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	80%	
AH tenure split %	Affordable Rent:	25.0%	60.0% % Rented
	Social Rent:	35.0%	
	First Homes:	25.0%	
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%	
		100%	100.0%

CIL Rate (£ psm) **58.84** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed Bungalow	30.0%	2.4	30.0%	0.6	30%	3.0
2 bed Bungalow	70.0%	5.6	65.0%	1.3	69%	6.9
3 bed Bungalow	0.0%	0.0	5.0%	0.1	1%	0.1
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	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	8.0	100.0%	2.0	100%	10.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed Bungalow	120	1,292	30	323	150	1,615
2 bed Bungalow	392	4,219	91	980	483	5,199
3 bed Bungalow	0	0	9	97	9	97
4 bed House	0	0	0	0	0	0
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
	512	5,511	130	1,399	642	6,910

AH % by floor area: **20.25% AH % by floor area (difference due to mix)**

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV (£ (no AH))
1 bed Bungalow	215,000	4,300	399	645,000
2 bed Bungalow	310,000	4,429	411	2,139,000
3 bed Bungalow	325,000	3,611	335	32,500
4 bed House	0	0	0	0
5 bed House	0	0	0	0
1 bed Flat	0	0	0	0
2 bed Flat	0	0	0	0
				2,816,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed Bungalow	118,250	55%	75,250	35%	150,500	70%	139,750	65%
2 bed Bungalow	170,500	55%	108,500	35%	217,000	70%	201,500	65%
3 bed Bungalow	178,750	55%	113,750	35%	227,500	70%	211,250	65%
4 bed House	0	55%	0	35%	0	70%	0	65%
5 bed House	0	55%	0	35%	0	70%	0	65%
1 bed Flat	0	55%	0	35%	0	70%	0	65%
2 bed Flat	0	55%	0	35%	0	70%	0	65%

\* capped @ £250K

Scheme Typology:  
Site Typology:  
Notes:

**Scheme BZ**  
Hednesford  
n/a

No Units: **10**  
Greenfield/Brownfield: **Brownfield**

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed Bungalow	2.4	@	215,000	516,000
2 bed Bungalow	5.6	@	310,000	1,736,000
3 bed Bungalow	0.0	@	325,000	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	<b>8.0</b>			<b>2,252,000</b>
<b>Affordable Rent GDV -</b>				
1 bed Bungalow	0.2	@	118,250	17,738
2 bed Bungalow	0.3	@	170,500	55,413
3 bed Bungalow	0.0	@	178,750	4,469
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	<b>0.5</b>			<b>77,619</b>
<b>Social Rent GDV -</b>				
1 bed Bungalow	0.2	@	75,250	15,803
2 bed Bungalow	0.5	@	108,500	49,368
3 bed Bungalow	0.0	@	113,750	3,981
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	<b>0.7</b>			<b>69,151</b>
<b>First Homes GDV -</b>				
1 bed Bungalow	0.2	@	150,500	22,575
2 bed Bungalow	0.3	@	217,000	70,525
3 bed Bungalow	0.0	@	227,500	5,688
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	<b>0.5</b>			<b>98,788</b>
<b>Other Intermediate GDV -</b>				
1 bed Bungalow	0.1	@	139,750	12,578
2 bed Bungalow	0.2	@	201,500	39,293
3 bed Bungalow	0.0	@	211,250	3,169
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	<b>0.3</b>	<b>2.0</b>		<b>55,039</b>
<b>Sub-total GDV Residential</b>				<b>2,552,596</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>263,904</b>
			<b>411 £ psm (total GIA sqm)</b>	<b>26,390 £ per unit (total units)</b>
<b>Grant</b>				-
2 AH units @ [redacted] per unit				
<b>Total GDV</b>				<b>2,552,596</b>

**Scheme Typology:** Scheme BZ  
**Site Typology:** Hednesford  
**Notes:** n/a

No Units: 10  
 Greenfield/Brownfield: Brownfield

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(4,620)
Planning Application Professional Fees, Surveys and reports				(10,000)
CIL				(30,126)
		512 sqm (Market only)	58.84 £ psm	
<b>CIL analysis:</b>		1.18% % of GDV	3,013 £ 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	10 units @	per unit	-
	<b>Sub-total</b>			
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)
AH Commuted Sum		642 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>		0.00% % of GDV		
<i>cont./</i>				
<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation				(14,286)
		0.29 ha @	50,000 £ 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	10 units @	per unit	-
	<b>Sub-total</b>			
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)
1 bed Bungalow		150 sqm @	1,659 psm	(248,850)
2 bed Bungalow		483 sqm @	1,659 psm	(801,297)
3 bed Bungalow		9 sqm @	1,659 psm	(14,931)
4 bed House		- sqm @	1,659 psm	-
5 bed House		- sqm @	1,659 psm	-
1 bed Flat		- sqm @	1,344 psm	-
2 bed Flat		- sqm @	1,344 psm	-
Garages for 2 bed bungalow	(OMS only)	2.4 units @	50% @ 640 £ per unit	(768)
Garages for 3 bed bungalow	(OMS only)	5.6 units @	75% @ 640 £ per unit	(2,688)
<b>External works</b>				(160,280)
		1,068,534 @	15.0%	
<b>Ext. Works analysis:</b>			16,028 £ per unit (total units)	
<b>Policy Costs on design -</b>				
Net Biodiversity costs				(2,680)
		10 units @	268 £ per unit	
M4(2) Category 2 Housing	Aff units	2 units @	47% @ 521 £ per unit	(490)
M4(3) Category 3 Housing	Aff units	2 units @	13% @ 10,111 £ per unit	(2,629)
M4(2) Category 2 Housing	OMS units	8 units @	47% @ 521 £ per unit	(1,959)
M4(3) Category 3 Housing	OMS units	8 units @	13% @ 10,111 £ per unit	(10,515)
Part L/FHS		10 units @	4,500 £ per unit	(45,000)
Additional Low Carbon/Energy Reduction		10 units @	0 £ per unit	-
EV Charging Points - Houses		10 units @	1,000 £ per unit	(10,000)
EV Charging Points - Flats		- units @	4 flats per charger 10,000 £ per 4 units	-
SAC		10 units @	290.58 £ per unit	(2,906)
	<b>Sub-total</b>			(76,179)
<b>Policy Costs analysis: (design costs only)</b>			7,618 £ per unit (total units)	
Contingency (on construction)		1,319,279 @	5.0%	(65,964)



Scheme Typology: **Scheme BZ** No Units: **10**  
 Site Typology: Hednesford Greenfield/Brownfield: **Brownfield**  
 Notes: n/a

<b>Professional Fees</b>	1,319,279 @	6.5%		(85,753)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,252,000 OMS @	1.50%	3,378 £ per unit	(33,780)
Residential Sales Agent Costs	2,252,000 OMS @	0.50%	1,126 £ per unit	(11,260)
Residential Sales Legal Costs	2,252,000 OMS @	1.00%	2,252 £ per unit	(22,520)
Affordable Sale Legal Costs			lump sum	(10,000)
<b>Disposal Cost analysis:</b>			<b>7,756 £ per unit</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR	0.565% pcm		(29,602)
<b>Developers Profit -</b>				
Profit on OMS	2,252,000	20.00%		(450,400)
Margin on AH	300,596	6.00% on AH values		(18,036)
<b>Profit analysis:</b>	<b>2,552,596</b>	<b>18.35% blended GDV</b>	<b>(468,436)</b>	
	<b>1,622,904</b>	<b>28.86% on costs</b>	<b>(468,436)</b>	
<b>TOTAL COSTS</b>				<b>(2,091,340)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				461,256
SDLT	461,256 @	HMRC formula		(12,563)
Acquisition Agent fees	461,256 @	1.0%		(4,613)
Acquisition Legal fees	461,256 @	0.5%		(2,306)
Interest on Land	461,256 @	7.00%		(32,288)
Residual Land Value				<b>409,487</b>
<b>RLV analysis:</b>	<b>40,949 £ per plot</b>	<b>1,433,203 £ per ha (net)</b>	<b>580,009 £ per acre (net)</b>	
		<b>1,146,563 £ per ha (gross)</b>	<b>464,008 £ per acre (gross)</b>	
			<b>16.04% % RLV / GDV</b>	

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Scheme Typology:

Scheme BZ

No Units: 10

Site Typology:

Hednesford

Greenfield/Brownfield:

Brownfield

Notes:

n/a

**BENCHMARK LAND VALUE (BLV)**

Residential Density			35.0	dph (net)			
Site Area (net)			0.29	ha (net)		0.71	acres (net)
Net to Gross ratio			80%				
Site Area (gross)			0.36	ha (gross)		0.88	acres (gross)
Benchmark Land Value (net)	8,306	£ per plot	290,706	£ per ha (net)	117,647	£ per acre (net)	83,059
	BLV analysis:	Density	2,247	sqm/ha (net)	9,788	sqft/ac (net)	
			28	dph (gross)			
			232,565	£ per ha (gross)	94,118	£ per acre (gross)	

**BALANCE**

Surplus/(Deficit)			1,142,498	£ per ha (net)	462,362	£ per acre (net)	326,428
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Scheme Typology:  
Site Typology:  
Notes:

Scheme BZ  
Hednesford  
n/a

No Units: 10  
Greenfield/Brownfield: Brownfield

**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**

Balance (RLV - BLV £ per acre (n))		Affordable Housing - % on site 20%							
		0%	10%	15%	20%	25%	30%	35%	
CIL £ psm 58.84	462,362	0.00	684,597	592,410	546,316	500,223	454,129	408,035	361,942
	5.00	680,575	588,790	542,898	497,005	451,113	405,220	359,328	
	10.00	676,554	585,171	539,479	493,788	448,097	402,405	356,714	
	15.00	672,532	581,551	536,061	490,571	445,081	399,590	354,100	
	20.00	668,511	577,932	532,643	487,354	442,064	396,775	351,486	
	25.00	664,489	574,313	529,225	484,136	439,048	393,960	348,872	
	30.00	660,468	570,693	525,806	480,919	436,032	391,145	346,258	
	35.00	656,446	567,074	522,388	477,702	433,016	388,330	343,644	
	40.00	652,425	563,455	518,970	474,485	430,000	385,515	341,030	
	45.00	648,403	559,835	515,551	471,268	426,984	382,700	338,416	
	50.00	644,382	556,216	512,133	468,050	423,968	379,885	335,802	
	55.00	640,360	552,597	508,715	464,833	420,952	377,070	333,188	
	60.00	636,339	548,977	505,297	461,616	417,935	374,255	330,574	
	65.00	632,317	545,358	501,878	458,399	414,919	371,440	327,960	
	70.00	628,295	541,739	498,460	455,182	411,903	368,625	325,346	
	75.00	624,274	538,119	495,042	451,964	408,887	365,810	322,732	
	80.00	620,252	534,500	491,624	448,747	405,871	362,995	320,118	
	85.00	616,231	530,880	488,205	445,530	402,855	360,180	317,504	
	90.00	612,209	527,261	484,787	442,313	399,839	357,364	314,890	
	95.00	608,188	523,642	481,369	439,096	396,822	354,549	312,276	
100.00	604,166	520,022	477,950	435,878	393,806	351,734	309,662		
105.00	600,145	516,403	474,532	432,661	390,790	348,919	307,048		
110.00	596,123	512,784	471,114	429,444	387,774	346,104	304,434		
115.00	592,102	509,164	467,696	426,227	384,758	343,289	301,820		
120.00	588,080	505,545	464,277	423,010	381,742	340,474	299,206		
125.00	584,059	501,926	460,859	419,792	378,726	337,659	296,592		

**TABLE 2**

Balance (RLV - BLV £ per acre (n))		Affordable Housing - % on site 20%							
		0%	10%	15%	20%	25%	30%	35%	
Profit 20.0%	462,362	15.0%	809,720	705,021	652,671	600,321	547,972	495,622	443,272
	16.0%	775,230	673,980	623,355	572,730	522,104	471,479	420,854	
	17.0%	740,741	642,939	594,039	545,138	496,237	447,336	398,436	
	18.0%	706,251	611,898	564,722	517,546	470,370	423,194	376,017	
	19.0%	671,761	580,858	535,406	489,954	444,502	399,051	353,599	
	20.0%	637,271	549,817	506,090	462,362	418,635	374,908	331,181	

**TABLE 3**

Balance (RLV - BLV £ per acre (n))		Affordable Housing - % on site 20%							
		0%	10%	15%	20%	25%	30%	35%	
BLV (£ per acre) 117,647	462,362	100,000	654,918	567,464	523,737	480,009	436,282	392,555	348,828
	115,000	639,918	552,464	508,737	465,009	421,282	377,555	333,828	
	130,000	624,918	537,464	493,737	450,009	406,282	362,555	318,828	
	145,000	609,918	522,464	478,737	435,009	391,282	347,555	303,828	
	160,000	594,918	507,464	463,737	420,009	376,282	332,555	288,828	
	175,000	579,918	492,464	448,737	405,009	361,282	317,555	273,828	
	190,000	564,918	477,464	433,737	390,009	346,282	302,555	258,828	
	205,000	549,918	462,464	418,737	375,009	331,282	287,555	243,828	
	220,000	534,918	447,464	403,737	360,009	316,282	272,555	228,828	
	235,000	519,918	432,464	388,737	345,009	301,282	257,555	213,828	
	250,000	504,918	417,464	373,737	330,009	286,282	242,555	198,828	
	265,000	489,918	402,464	358,737	315,009	271,282	227,555	183,828	
	280,000	474,918	387,464	343,737	300,009	256,282	212,555	168,828	
	295,000	459,918	372,464	328,737	285,009	241,282	197,555	153,828	
	310,000	444,918	357,464	313,737	270,009	226,282	182,555	138,828	
	325,000	429,918	342,464	298,737	255,009	211,282	167,555	123,828	

Scheme Typology:  
Site Typology:  
Notes:

**Scheme BZ**  
Hednesford  
n/a

No Units: **10**  
Greenfield/Brownfield: **Brownfield**

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		462,362	0%	10%	15%	20%	25%	30%	35%
Density (dph) 35.0	19	282,822	236,347	211,609	187,871	164,134	140,396	116,659	
	21	327,128	274,656	248,419	222,183	195,946	169,710	143,474	
	23	371,434	313,964	285,229	256,494	227,759	199,024	170,289	
	25	415,741	353,273	322,039	290,806	259,572	228,338	197,104	
	27	460,047	392,582	358,849	325,117	291,384	257,652	223,920	
	29	504,353	431,891	395,659	359,428	323,197	286,966	250,735	
	31	548,659	471,199	432,470	393,740	355,010	316,280	277,550	
	33	592,965	510,508	469,280	428,051	386,822	345,594	304,365	
	35	637,271	549,817	506,090	462,362	418,635	374,908	331,181	
	37	681,578	589,126	542,900	496,674	450,448	404,222	357,996	
	39	725,884	628,434	579,710	530,985	482,260	433,536	384,811	

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		462,362	0%	10%	15%	20%	25%	30%	35%
Build Cost 100% (105% = 5% increase)	90%	809,339	722,153	678,560	634,967	591,375	547,738	504,088	
	92%	774,925	687,686	644,066	600,446	556,827	513,207	469,587	
	94%	740,512	653,219	609,572	565,925	522,279	478,632	434,986	
	96%	706,098	618,751	575,078	531,404	487,731	444,057	400,384	
	98%	671,685	584,284	540,584	496,883	453,183	409,483	365,782	
	100%	637,271	549,817	506,090	462,362	418,635	374,908	331,181	
	102%	602,858	515,350	471,596	427,841	384,087	340,333	296,579	
	104%	568,445	480,883	437,101	393,320	349,539	305,758	261,977	
	106%	534,031	446,415	402,607	358,799	314,992	271,184	227,376	
	108%	499,618	411,948	368,113	324,278	280,444	236,609	192,774	
	110%	465,204	377,481	333,619	289,757	245,896	202,034	158,172	
	112%	430,791	343,014	299,125	255,236	211,348	167,459	123,569	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		462,362	0%	10%	15%	20%	25%	30%	35%
Market Values 100% (105% = 5% increase)	80%	101,597	67,696	50,746	33,795	16,845	(105)	(17,056)	
	82%	155,352	116,076	96,437	76,799	57,161	37,523	17,885	
	84%	209,107	164,455	142,129	119,804	97,478	75,152	52,826	
	86%	262,780	212,774	187,772	162,769	137,766	112,764	87,761	
	88%	316,279	260,923	233,246	205,568	177,890	150,213	122,535	
	90%	369,777	309,072	278,720	248,367	218,015	187,662	157,309	
	92%	423,276	357,221	324,194	291,166	258,139	225,111	192,084	
	94%	476,775	405,370	369,668	333,965	298,263	262,560	226,858	
	96%	530,274	453,519	415,142	376,764	338,387	300,010	261,632	
	98%	583,773	501,668	460,616	419,563	378,511	337,459	296,406	
	100%	637,271	549,817	506,090	462,362	418,635	374,908	331,181	
	102%	690,770	597,966	551,564	505,161	458,759	412,357	365,955	
	104%	744,269	646,115	597,038	547,961	498,883	449,806	400,729	
106%	797,768	694,264	642,512	590,760	539,008	487,255	435,503		
108%	851,267	742,413	687,986	633,559	579,132	524,705	470,278		
110%	904,766	790,562	733,460	676,358	619,256	562,154	505,052		
112%	958,264	838,711	778,934	719,157	659,380	599,603	539,826		
114%	1,011,687	886,804	824,363	761,922	699,480	637,039	574,598		
116%	1,064,993	934,780	869,673	804,567	739,460	674,354	609,247		
118%	1,118,300	982,756	914,984	847,212	779,440	711,668	643,896		
120%	1,171,607	1,030,732	960,295	889,857	819,420	748,983	678,546		

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		462,362	0%	10%	15%	20%	25%	30%	35%
Additional Low Carbon/Energy Reduction 7,500	-	637,271	549,817	506,090	462,362	418,635	374,908	331,181	
	1,000	623,179	535,725	491,998	448,270	404,543	360,816	317,089	
	2,000	609,087	521,633	477,906	434,178	390,451	346,724	302,997	
	3,000	594,995	507,541	463,814	420,086	376,359	332,632	288,904	
	4,000	580,903	493,449	449,722	405,994	362,267	318,540	274,812	
	5,000	566,811	479,357	435,629	391,902	348,175	304,448	260,720	
	6,000	552,719	465,265	421,537	377,810	334,083	290,356	246,628	
	7,000	538,627	451,173	407,445	363,718	319,991	276,264	232,536	
	8,000	524,535	437,081	393,353	349,626	305,899	262,172	218,444	
	9,000	510,443	422,989	379,261	335,534	291,807	248,079	204,352	
	10,000	496,351	408,897	365,169	321,442	277,715	233,987	190,260	

Appraisal Ref: **CA**  
 Scheme Typology: **Scheme CA**  
 Site Typology: **Hednesford**  
 Notes: **n/a**

No Units: **10**  
 Greenfield/Brownfield: **Greenfield**

(see Typologies Matrix)

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme	10 Units		
AH Policy requirement (% Target)	20%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	80%	
AH tenure split %	Affordable Rent:	25.0%	
	Social Rent:	35.0%	60.0% % Rented
	First Homes:	25.0%	
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%	8.0% % of total (>10% First Homes PPG 023)
		100%	100.0%

CIL Rate (£ psm) **58.84** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed Bungalow	30.0%	2.4	30.0%	0.6	30%	3.0
2 bed Bungalow	70.0%	5.6	65.0%	1.3	69%	6.9
3 bed Bungalow	0.0%	0.0	5.0%	0.1	1%	0.1
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	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
<b>Total number of units</b>	<b>100.0%</b>	<b>8.0</b>	<b>100.0%</b>	<b>2.0</b>	<b>100%</b>	<b>10.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed Bungalow	120	1,292	30	323	150	1,615
2 bed Bungalow	392	4,219	91	980	483	5,199
3 bed Bungalow	0	0	9	97	9	97
4 bed House	0	0	0	0	0	0
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>512</b>	<b>5,511</b>	<b>130</b>	<b>1,399</b>	<b>642</b>	<b>6,910</b>

AH % by floor area: **20.25% AH % by floor area (difference due to mix)**

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV (£ (no AH))
1 bed Bungalow	215,000	4,300	399	645,000
2 bed Bungalow	310,000	4,429	411	2,139,000
3 bed Bungalow	325,000	3,611	335	32,500
4 bed House	0	0	0	0
5 bed House	0	0	0	0
1 bed Flat	0	0	0	0
2 bed Flat	0	0	0	0
				<b>2,816,500</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed Bungalow	118,250	55%	75,250	35%	150,500	70%	139,750	65%
2 bed Bungalow	170,500	55%	108,500	35%	217,000	70%	201,500	65%
3 bed Bungalow	178,750	55%	113,750	35%	227,500	70%	211,250	65%
4 bed House	0	55%	0	35%	0	70%	0	65%
5 bed House	0	55%	0	35%	0	70%	0	65%
1 bed Flat	0	55%	0	35%	0	70%	0	65%
2 bed Flat	0	55%	0	35%	0	70%	0	65%

\* capped @ £250K

Scheme Typology:  
Site Typology:  
Notes:

Scheme CA  
Hednesford  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed Bungalow	2.4	@	215,000	516,000
2 bed Bungalow	5.6	@	310,000	1,736,000
3 bed Bungalow	0.0	@	325,000	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	8.0			2,252,000
<b>Affordable Rent GDV -</b>				
1 bed Bungalow	0.2	@	118,250	17,738
2 bed Bungalow	0.3	@	170,500	55,413
3 bed Bungalow	0.0	@	178,750	4,469
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.5			77,619
<b>Social Rent GDV -</b>				
1 bed Bungalow	0.2	@	75,250	15,803
2 bed Bungalow	0.5	@	108,500	49,368
3 bed Bungalow	0.0	@	113,750	3,981
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.7			69,151
<b>First Homes GDV -</b>				
1 bed Bungalow	0.2	@	150,500	22,575
2 bed Bungalow	0.3	@	217,000	70,525
3 bed Bungalow	0.0	@	227,500	5,688
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.5			98,788
<b>Other Intermediate GDV -</b>				
1 bed Bungalow	0.1	@	139,750	12,578
2 bed Bungalow	0.2	@	201,500	39,293
3 bed Bungalow	0.0	@	211,250	3,169
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.3	2.0		55,039
<b>Sub-total GDV Residential</b>	<b>10</b>			<b>2,552,596</b>
			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>263,904</b>
		<b>AH on-site cost analysis:</b>		
		<b>411 £ psm (total GIA sqm)</b>	<b>26,390 £ per unit (total units)</b>	
<b>Grant</b>	2	AH units @	per unit	-
<b>Total GDV</b>				<b>2,552,596</b>

Scheme Typology: **Scheme CA**  
 Site Typology: Hednesford  
 Notes: n/a

No Units: **10**  
 Greenfield/Brownfield: **Greenfield**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(4,620)
Planning Application Professional Fees, Surveys and reports					(10,000)
CIL					(30,126)
		512 sqm (Market only)		58.84 £ psm	
<b>CIL analysis:</b>		1.18% % of GDV		3,013 £ 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	10 units @		per unit	-
	Sub-total				-
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum		642 sqm (total)		0 £ psm	-
<b>Comm. Sum analysis:</b>			0.00% % of GDV		
cont./					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(14,286)
		0.29 ha @		50,000 £ 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	10 units @		per unit	-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed Bungalow		150 sqm @		1,659 psm	(248,850)
2 bed Bungalow		483 sqm @		1,659 psm	(801,297)
3 bed Bungalow		9 sqm @		1,659 psm	(14,931)
4 bed House		- sqm @		1,659 psm	-
5 bed House		- sqm @		1,659 psm	-
1 bed Flat		- sqm @		1,344 psm	-
2 bed Flat		- sqm @		1,344 psm	-
Garages for 2 bed bungalow	(OMS only)	2.4 units @	50% @	640 £ per unit	(768)
Garages for 3 bed bungalow	(OMS only)	5.6 units @	75% @	640 £ per unit	(2,688)
External works					(160,280)
<b>Ext. Works analysis:</b>		1,068,534 @		15.0%	16,028 £ per unit (total units)
Policy Costs on design -					
Net Biodiversity costs					(10,030)
		10 units @		1,003 £ per unit	
M4(2) Category 2 Housing	Aff units	2 units @	47% @	521 £ per unit	(490)
M4(3) Category 3 Housing	Aff units	2 units @	13% @	10,111 £ per unit	(2,629)
M4(2) Category 2 Housing	OMS units	8 units @	47% @	521 £ per unit	(1,959)
M4(3) Category 3 Housing	OMS units	8 units @	13% @	10,111 £ per unit	(10,515)
Part L/FHS		10 units @		4,500 £ per unit	(45,000)
Additional Low Carbon/Energy Reduction		10 units @		0 £ per unit	-
EV Charging Points - Houses		10 units @		1,000 £ per unit	(10,000)
EV Charging Points - Flats		- units @	4 flats per charger	10,000 £ per 4 units	-
SAC		10 units @		290.58 £ per unit	(2,906)
	Sub-total				(83,529)
<b>Policy Costs analysis: (design costs only)</b>				8,353 £ per unit (total units)	
Contingency (on construction)					(39,799)
		1,326,629 @		3.0%	

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Scheme Typology: **Scheme CA** No Units: **10**  
 Site Typology: Hednesford Greenfield/Brownfield: **Greenfield**  
 Notes: n/a

<b>Professional Fees</b>	1,326,629 @	6.5%		(86,231)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,252,000 OMS @	1.50%	3,378 £ per unit	(33,780)
Residential Sales Agent Costs	2,252,000 OMS @	0.50%	1,126 £ per unit	(11,260)
Residential Sales Legal Costs	2,252,000 OMS @	1.00%	2,252 £ per unit	(22,520)
Affordable Sale Legal Costs			lump sum	(10,000)
<b>Disposal Cost analysis:</b>			<b>7,756 £ per unit</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR	0.565% pcm		(29,024)
<b>Developers Profit -</b>				
Profit on OMS	2,252,000	20.00%		(450,400)
Margin on AH	300,596	6.00% on AH values		(18,036)
<b>Profit analysis:</b>	<b>2,552,596</b>	<b>18.35% blended GDV</b>	<b>(468,436)</b>	
	<b>1,603,988</b>	<b>29.20% on costs</b>	<b>(468,436)</b>	
<b>TOTAL COSTS</b>				<b>(2,072,424)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				480,172
SDLT	480,172 @	HMRC formula		(13,509)
Acquisition Agent fees	480,172 @	1.0%		(4,802)
Acquisition Legal fees	480,172 @	0.5%		(2,401)
Interest on Land	480,172 @	7.00%		(33,612)
Residual Land Value				<b>425,849</b>
<b>RLV analysis:</b>	<b>42,585 £ per plot</b>	<b>1,490,471 £ per ha (net)</b>	<b>603,185 £ per acre (net)</b>	
		<b>1,192,377 £ per ha (gross)</b>	<b>482,548 £ per acre (gross)</b>	
			<b>16.68% % RLV / GDV</b>	



240828 Hednesford\_Whole Plan Viability Bungalow Appraisal BZ - CA V4

Scheme Typology:  
Site Typology:  
Notes:

Scheme CA  
Hednesford  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

BENCHMARK LAND VALUE (BLV)			
Residential Density		35.0	dph (net)
Site Area (net)		0.29	ha (net)
Net to Gross ratio		80%	
Site Area (gross)		0.36	ha (gross)
Benchmark Land Value (net)	8,306 £ per plot	290,706	£ per ha (net)
		117,647	£ per acre (net)
	BLV analysis: Density	2,247	sqm/ha (net)
		28	dph (gross)
		232,565	£ per ha (gross)
		94,118	£ per acre (gross)
			0.71 acres (net)
			0.88 acres (gross)
			83,059
BALANCE			
Surplus/(Deficit)		1,199,765	£ per ha (net)
		485,538	£ per acre (net)
			342,790

Scheme Typology: **Scheme CA**  
 Site Typology: Hednesford  
 Notes: n/a

No Units: **10**  
 Greenfield/Brownfield: **Greenfield**

**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**

Balance (RLV - BLV £ per acre (n))	485,538	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	0.00	707,701	615,550	569,474	523,398	477,323	431,247	385,171
	5.00	703,680	611,930	566,056	520,181	474,306	428,432	382,557
CIL £ psm	10.00	699,658	608,311	562,637	516,964	471,290	425,617	379,943
58.84	15.00	695,637	604,692	559,219	513,747	468,274	422,802	377,329
	20.00	691,615	601,072	555,801	510,529	465,258	419,987	374,715
	25.00	687,594	597,453	552,383	507,312	462,242	417,172	372,101
	30.00	683,572	593,834	548,964	504,095	459,226	414,357	369,487
	35.00	679,551	590,214	545,546	500,878	456,210	411,542	366,873
	40.00	675,529	586,595	542,128	497,661	453,194	408,726	364,259
	45.00	671,508	582,975	538,709	494,443	450,177	405,911	361,645
	50.00	667,486	579,356	535,291	491,226	447,161	403,096	359,031
	55.00	663,464	575,737	531,873	488,009	444,145	400,281	356,417
	60.00	659,443	572,117	528,455	484,792	441,129	397,466	353,803
	65.00	655,421	568,498	525,036	481,575	438,113	394,651	351,190
	70.00	651,400	564,879	521,618	478,357	435,097	391,836	348,576
	75.00	647,378	561,259	518,200	475,140	432,081	389,021	345,962
	80.00	643,357	557,640	514,782	471,923	429,065	386,206	343,348
	85.00	639,335	554,021	511,363	468,706	426,048	383,391	340,734
	90.00	635,314	550,401	507,945	465,489	423,032	380,576	338,120
	95.00	631,292	546,782	504,527	462,271	420,016	377,761	335,506
	100.00	627,271	543,163	501,108	459,054	417,000	374,946	332,892
	105.00	623,249	539,543	497,690	455,837	413,984	372,131	330,278
	110.00	619,228	535,924	494,272	452,620	410,968	369,316	327,664
	115.00	615,206	532,304	490,854	449,403	407,952	366,501	325,050
	120.00	611,185	528,685	487,435	446,185	404,935	363,686	322,436
	125.00	607,163	525,066	484,017	442,968	401,919	360,871	319,822

**TABLE 2**

Balance (RLV - BLV £ per acre (n))	485,538	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	15.0%	832,825	728,161	675,829	623,497	571,165	518,833	466,502
	16.0%	798,335	697,120	646,513	595,905	545,298	494,691	444,083
Profit	17.0%	763,845	666,079	617,196	568,314	519,431	470,548	421,665
20.0%	18.0%	729,355	635,039	587,880	540,722	493,563	446,405	399,247
	19.0%	694,866	603,998	558,564	513,130	467,696	422,262	376,828
	20.0%	660,376	572,957	529,248	485,538	441,829	398,119	354,410

**TABLE 3**

Balance (RLV - BLV £ per acre (n))	485,538	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	100,000	678,023	590,604	546,895	503,185	459,476	415,766	372,057
	115,000	663,023	575,604	531,895	488,185	444,476	400,766	357,057
BLV (£ per acre)	130,000	648,023	560,604	516,895	473,185	429,476	385,766	342,057
117,647	145,000	633,023	545,604	501,895	458,185	414,476	370,766	327,057
	160,000	618,023	530,604	486,895	443,185	399,476	355,766	312,057
	175,000	603,023	515,604	471,895	428,185	384,476	340,766	297,057
	190,000	588,023	500,604	456,895	413,185	369,476	325,766	282,057
	205,000	573,023	485,604	441,895	398,185	354,476	310,766	267,057
	220,000	558,023	470,604	426,895	383,185	339,476	295,766	252,057
	235,000	543,023	455,604	411,895	368,185	324,476	280,766	237,057
	250,000	528,023	440,604	396,895	353,185	309,476	265,766	222,057
	265,000	513,023	425,604	381,895	338,185	294,476	250,766	207,057
	280,000	498,023	410,604	366,895	323,185	279,476	235,766	192,057
	295,000	483,023	395,604	351,895	308,185	264,476	220,766	177,057
	310,000	468,023	380,604	336,895	293,185	249,476	205,766	162,057
	325,000	453,023	365,604	321,895	278,185	234,476	190,766	147,057

Scheme Typology:  
Site Typology:  
Notes:

Scheme CA  
Hednesford  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		485,538	0%	10%	15%	20%	25%	30%	35%
	19		295,530	248,074	224,346	200,618	176,890	153,162	129,434
	21		341,135	288,684	262,458	236,233	210,007	183,781	157,556
	23		386,741	329,295	300,571	271,848	243,125	214,401	185,678
Density (dph)	25		432,347	369,905	338,684	307,463	276,242	245,021	213,800
	27		477,953	410,515	376,797	343,078	309,359	276,641	241,922
	29		523,559	451,126	414,909	378,693	342,477	306,260	270,044
	31		569,164	491,736	453,022	414,308	375,594	336,880	298,166
	33		614,770	532,347	491,135	449,923	408,711	367,500	326,288
	35		660,376	572,957	529,248	485,538	441,829	398,119	354,410
	37		705,982	613,568	567,360	521,153	474,946	428,739	382,532
	39		751,588	654,178	605,473	556,768	508,064	459,359	410,654

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		485,538	0%	10%	15%	20%	25%	30%	35%
	90%		829,357	742,202	698,625	655,006	611,371	567,736	524,101
	92%		795,561	708,353	664,749	621,145	577,542	533,938	490,311
	94%		761,764	674,504	630,874	587,244	543,613	499,983	456,353
Build Cost	96%		727,968	640,655	596,998	553,342	509,685	466,029	422,372
100%	98%		694,172	606,806	563,123	519,440	475,757	432,074	388,391
(105% = 5% increase)	100%		660,376	572,957	529,248	485,538	441,829	398,119	354,410
	102%		626,580	539,108	495,372	451,636	407,901	364,165	320,429
	104%		592,784	505,259	461,497	417,735	373,972	330,210	286,448
	106%		558,987	471,410	427,622	383,833	340,044	296,256	252,467
	108%		525,191	437,561	393,746	349,931	306,116	262,301	218,486
	110%		491,395	403,712	359,871	316,029	272,188	228,346	184,505
	112%		457,599	369,863	325,995	282,128	238,260	194,392	150,524

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		485,538	0%	10%	15%	20%	25%	30%	35%
	80%		124,832	90,967	74,035	57,102	40,170	23,237	6,305
	82%		178,587	139,347	119,726	100,106	80,486	60,866	41,246
	84%		232,342	187,726	165,418	143,110	120,803	98,495	76,187
Market Values	86%		285,884	235,914	210,930	185,945	160,960	135,975	110,990
100%	88%		339,383	284,063	256,404	228,744	201,084	173,424	145,764
(105% = 5% increase)	90%		392,882	332,212	301,878	271,543	241,208	210,873	180,539
	92%		446,381	380,361	347,352	314,342	281,332	248,323	215,313
	94%		499,879	428,510	392,826	357,141	321,456	285,772	250,087
	96%		553,378	476,659	438,300	399,940	361,581	323,221	284,861
	98%		606,877	524,808	483,774	442,739	401,705	360,670	319,636
	100%		660,376	572,957	529,248	485,538	441,829	398,119	354,410
	102%		713,875	621,106	574,722	528,337	481,953	435,569	389,184
	104%		767,374	669,255	620,196	571,136	522,077	473,018	423,958
	106%		820,872	717,404	665,670	613,935	562,201	510,467	458,733
	108%		874,371	765,553	711,144	656,734	602,325	547,916	493,507
	110%		927,870	813,702	756,618	699,534	642,449	585,365	528,281
	112%		981,355	861,838	802,080	742,322	682,564	622,805	563,047
	114%		1,034,661	909,814	847,391	784,967	722,544	660,120	597,696
	116%		1,087,968	957,790	892,701	827,612	762,524	697,435	632,346
	118%		1,141,275	1,005,766	938,012	870,258	802,503	734,749	666,995
	120%		1,194,581	1,053,742	983,323	912,903	842,483	772,064	701,644

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		485,538	0%	10%	15%	20%	25%	30%	35%
	-		660,376	572,957	529,248	485,538	441,829	398,119	354,410
	1,000		646,537	559,118	515,408	471,699	427,990	384,280	340,571
Additional Low Carbon/Energy Reduction	2,000		632,697	545,279	501,569	457,860	414,150	370,441	326,731
	3,000		618,858	531,439	487,730	444,020	400,311	356,602	312,892
	4,000		605,019	517,600	473,891	430,181	386,472	342,762	299,053
	5,000		591,180	503,761	460,051	416,342	372,632	328,923	285,214
	6,000		577,340	489,921	446,212	402,503	358,793	315,084	271,374
	7,000		563,501	476,082	432,373	388,663	344,954	301,244	257,535
	8,000		549,662	462,243	418,533	374,824	331,115	287,405	243,696
	9,000		535,823	448,404	404,694	360,985	317,275	273,566	229,856
	10,000		521,983	434,564	390,855	347,146	303,436	259,727	216,017

## 240828 Hednesford\_Whole Plan Viability Bungalow Appraisal BZ - CA V4 - Summary Table

Scheme Ref:	Scheme BZ	Scheme CA
No Units:	10	10
Location / Value Zone:	Hednesford	Hednesford
Development Scenario:	Brownfield	Greenfield
Notes:	n/a	n/a
Total GDV (£)	£2,552,596	£2,552,596
AH Target % (& mix)	20.00%	20.00%
Affordable Rent:	25.00%	25.00%
Social Rent:	35.00%	35.00%
First Homes:	25.00%	25.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	15.00%	15.00%
CIL (£ psm)	£58.84	£58.84
CIL (£ per unit)	£3,013	£3,013
CIL (£) (total)	(30,126)	(30,126)
Net Biodiversity costs (per unit)	£521.00	£521.00
Net Biodiversity costs (total)	(2,680)	(10,030)
SAC Payment (per unit)	£290.58	£290.58
SAC Payment (total)	(2,906)	(2,906)
Part L / FHS (per unit)	£4,500.00	£4,500.00
Part L / FHS (total)	(45,000)	(45,000)
Total Developers Profit (£)	£468,436	£468,436
Developers Profit (% on OMS)	20.00%	20.00%
Developers Profit (% on AH)	6.00%	6.00%
Developers Profit (% blended)	18.35%	18.35%
<b>Developers Profit (% on costs)</b>	28.86%	29.20%
RLV (£)	£409,487	£425,849
RLV (£/acre)	£580,009	£603,185
RLV (£/ha)	£1,433,203	£1,490,471
BLV (£)	£83,059	£83,059
BLV (£/acre)	£117,647	£117,647
BLV (£/ha)	£290,706	£290,706
Surplus/Deficit	£326,428	£342,790
Surplus/Deficit (£/acre)	£462,362	£485,538
Surplus/Deficit (£/ha)	£1,142,498	£1,199,765
Plan Viability comments	Viable	Viable

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**240828 Norton Canes & Heath Hayes\_Whole Plan Viability Bungalow Appraisal CD - CE V4 -  
Version Notes**

<b>Date</b>	<b>Version</b>	<b>Comments</b>
30/02/2022		Issued as draft version to client
12/07/2022		Issued as final version to client
240828	v4	Updated the appraisal
240903	v4	Issued the final version to client

Appraisal Ref: **CD** (see Typologies Matrix)  
 Scheme Typology: **Scheme CD**  
 Site Typology: Norton Canes / Heath Hayes No Units: **10**  
 Notes: n/a Greenfield/Brownfield: **Brownfield**

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme	10 Units							
AH Policy requirement (% Target)	20%							
Open Market Sale (OMS) housing	80%							
AH tenure split %	Open Market Sale (OMS)	Affordable Rent:		Social Rent:		60.0% % Rented		
		25.0%		35.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)		
		100%		100.0%				
CIL Rate (£ psm)	58.84 £ 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 Bungalow	30.0%	2.4	30.0%	0.6	30%	3.0		
2 bed Bungalow	70.0%	5.6	65.0%	1.3	69%	6.9		
3 bed Bungalow	0.0%	0.0	5.0%	0.1	1%	0.1		
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	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	8.0	100.0%	2.0	100%	10.0		
<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 Bungalow	50.0	538		50.0	538			
2 bed Bungalow	70.0	753		70.0	753			
3 bed Bungalow	90.0	969		90.0	969			
4 bed House	0.0	0		0.0	0			
5 bed House	0.0	0		0.0	0			
1 bed Flat	0.0	0	85.0%	0.0	0			
2 bed Flat	0.0	0	85.0%	0.0	0			
<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 Bungalow	50.0	538		50.0	538			
2 bed Bungalow	70.0	753		70.0	753			
3 bed Bungalow	90.0	969		90.0	969			
4 bed House	0.0	0		0.0	0			
5 bed House	0.0	0		0.0	0			
1 bed Flat	0.0	0	85.0%	0.0	0			
2 bed Flat	0.0	0	85.0%	0.0	0			
<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>			
					(sqft)			
1 bed Bungalow	120	1,292	30	323	150			
2 bed Bungalow	392	4,219	91	980	483			
3 bed Bungalow	0	0	9	97	9			
4 bed House	0	0	0	0	0			
5 bed House	0	0	0	0	0			
1 bed Flat	0	0	0	0	0			
2 bed Flat	0	0	0	0	0			
	512	5,511	130	1,399	642			
	<b>AH % by floor area:</b>		<b>20.25% 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 Bungalow	215,000	4,300	399	645,000				
2 bed Bungalow	310,000	4,429	411	2,139,000				
3 bed Bungalow	325,000	3,611	335	32,500				
4 bed House	0	0	0	0				
5 bed House	0	0	0	0				
1 bed Flat	0	0	0	0				
2 bed Flat	0	0	0	0				
				2,816,500				
<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 Bungalow	118,250	55%	75,250	35%	150,500	70%	139,750	65%
2 bed Bungalow	170,500	55%	108,500	35%	217,000	70%	201,500	65%
3 bed Bungalow	178,750	55%	113,750	35%	227,500	70%	211,250	65%
4 bed House	0	55%	0	35%	0	70%	0	65%
5 bed House	0	55%	0	35%	0	70%	0	65%
1 bed Flat	0	55%	0	35%	0	70%	0	65%
2 bed Flat	0	55%	0	35%	0	70%	0	65%
	* capped @ £250K							

Scheme Typology:  
Site Typology:  
Notes:

Scheme CD  
Norton Canes / Heath Hayes  
n/a

No Units: 10  
Greenfield/Brownfield: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed Bungalow	2.4	@	215,000	516,000
2 bed Bungalow	5.6	@	310,000	1,736,000
3 bed Bungalow	0.0	@	325,000	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	8.0			2,252,000
<b>Affordable Rent GDV -</b>				
1 bed Bungalow	0.2	@	118,250	17,738
2 bed Bungalow	0.3	@	170,500	55,413
3 bed Bungalow	0.0	@	178,750	4,469
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.5			77,619
<b>Social Rent GDV -</b>				
1 bed Bungalow	0.2	@	75,250	15,803
2 bed Bungalow	0.5	@	108,500	49,368
3 bed Bungalow	0.0	@	113,750	3,981
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.7			69,151
<b>First Homes GDV -</b>				
1 bed Bungalow	0.2	@	150,500	22,575
2 bed Bungalow	0.3	@	217,000	70,525
3 bed Bungalow	0.0	@	227,500	5,688
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.5			98,788
<b>Other Intermediate GDV -</b>				
1 bed Bungalow	0.1	@	139,750	12,578
2 bed Bungalow	0.2	@	201,500	39,293
3 bed Bungalow	0.0	@	211,250	3,169
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.3	2.0		55,039
<b>Sub-total GDV Residential</b>	<b>10</b>			<b>2,552,596</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>263,904</b>
		<b>411 £ psm (total GIA sqm)</b>	<b>26,390 £ per unit (total units)</b>	
<b>Grant</b>	2	AH units @	per unit	-
<b>Total GDV</b>				<b>2,552,596</b>

Scheme Typology: **Scheme CD** No Units: **10**  
 Site Typology: Norton Canes / Heath Hayes Greenfield/Brownfield: **Brownfield**  
 Notes: n/a

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(4,620)
Planning Application Professional Fees, Surveys and reports					(10,000)
CIL					(30,126)
		512 sqm (Market only)	58.84 £ psm		
<b>CIL analysis:</b>		1.18% % of GDV	3,013 £ 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	10 units @	per unit		-
	Sub-total				-
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum		642 sqm (total)	0 £ psm		-
<b>Comm. Sum analysis:</b>			0.00% % of GDV		
<i>cont./</i>					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(14,286)
		0.29 ha @	50,000 £ 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	10 units @	per unit		-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed Bungalow		150 sqm @	1,659 psm		(248,850)
2 bed Bungalow		483 sqm @	1,659 psm		(801,297)
3 bed Bungalow		9 sqm @	1,659 psm		(14,931)
4 bed House		- sqm @	1,659 psm		-
5 bed House		- sqm @	1,659 psm		-
1 bed Flat		- sqm @	1,344 psm		-
2 bed Flat		- sqm @	1,344 psm		-
Garages for 2 bed bungalow	(OMS only)	2.4 units @	50% @	640 £ per unit	(768)
Garages for 3 bed bungalow	(OMS only)	5.6 units @	75% @	640 £ per unit	(2,688)
External works					(160,280)
<b>Ext. Works analysis:</b>		1,068,534 @	15.0%	16,028 £ per unit (total units)	
<b>Policy Costs on design -</b>					
Net Biodiversity costs					(2,680)
		10 units @	268 £ per unit		
M4(2) Category 2 Housing	Aff units	2 units @	47% @	521 £ per unit	(490)
M4(3) Category 3 Housing	Aff units	2 units @	13% @	10,111 £ per unit	(2,629)
M4(2) Category 2 Housing	OMS units	8 units @	47% @	521 £ per unit	(1,959)
M4(3) Category 3 Housing	OMS units	8 units @	13% @	10,111 £ per unit	(10,515)
Part L/FHS		10 units @		4,500 £ per unit	(45,000)
Additional Low Carbon/Energy Reduction		10 units @		0 £ per unit	-
EV Charging Points - Houses		10 units @		1,000 £ per unit	(10,000)
EV Charging Points - Flats		- units @	4 flats per charger	10,000 £ per 4 units	-
SAC		10 units @		290.58 £ per unit	(2,906)
	Sub-total				(76,179)
<b>Policy Costs analysis: (design costs only)</b>				7,618 £ per unit (total units)	
Contingency (on construction)					(65,964)
		1,319,279 @	5.0%		



240828 Norton Canes & Heath Hayes\_Whole Plan Viability Bungalow Appraisal CD - CE V4

Scheme Typology: **Scheme CD** No Units: **10**  
 Site Typology: Norton Canes / Heath Hayes Greenfield/Brownfield: **Brownfield**  
 Notes: n/a

<b>Professional Fees</b>	1,319,279 @	6.5%		(85,753)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,252,000 OMS @	1.50%	3,378 £ per unit	(33,780)
Residential Sales Agent Costs	2,252,000 OMS @	0.50%	1,126 £ per unit	(11,260)
Residential Sales Legal Costs	2,252,000 OMS @	1.00%	2,252 £ per unit	(22,520)
Affordable Sale Legal Costs			lump sum	(10,000)
<b>Disposal Cost analysis:</b>			<b>7,756 £ per unit</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(29,602)
<b>Developers Profit -</b>				
Profit on OMS	2,252,000	20.00%		(450,400)
Margin on AH	300,596	6.00% on AH values		(18,036)
<b>Profit analysis:</b>	2,552,596	18.35% blended GDV	(468,436)	
	1,622,904	28.86% on costs	(468,436)	
<b>TOTAL COSTS</b>				<b>(2,091,340)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				461,256
SDLT	461,256 @	HMRC formula		(12,563)
Acquisition Agent fees	461,256 @	1.0%		(4,613)
Acquisition Legal fees	461,256 @	0.5%		(2,306)
Interest on Land	461,256 @	7.00%		(32,288)
Residual Land Value				<b>409,487</b>
<b>RLV analysis:</b>	40,949 £ per plot	1,433,203 £ per ha (net)	580,009 £ per acre (net)	
		1,146,563 £ per ha (gross)	464,008 £ per acre (gross)	
			16.04% % RLV / GDV	



Scheme Typology:  
Site Typology:  
Notes:

**Scheme CD**  
Norton Canes / Heath Hayes  
n/a

No Units: **10**  
Greenfield/Brownfield: **Brownfield**

**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**

Balance (RLV - BLV £ per acre (n))	327,009	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	0.00	549,244	457,057	410,963	364,870	318,776	272,682	226,589
	5.00	545,222	453,437	407,545	361,652	315,760	269,867	223,975
CIL £ psm	10.00	541,201	449,818	404,126	358,435	312,744	267,052	221,361
58.84	15.00	537,179	446,198	400,708	355,218	309,728	264,237	218,747
	20.00	533,158	442,579	397,290	352,001	306,711	261,422	216,133
	25.00	529,136	438,960	393,872	348,783	303,695	258,607	213,519
	30.00	525,115	435,340	390,453	345,566	300,679	255,792	210,905
	35.00	521,093	431,721	387,035	342,349	297,663	252,977	208,291
	40.00	517,072	428,102	383,617	339,132	294,647	250,162	205,677
	45.00	513,050	424,482	380,198	335,915	291,631	247,347	203,063
	50.00	509,029	420,863	376,780	332,697	288,615	244,532	200,449
	55.00	505,007	417,244	373,362	329,480	285,599	241,717	197,835
	60.00	500,986	413,624	369,944	326,263	282,582	238,902	195,221
	65.00	496,964	410,005	366,525	323,046	279,566	236,087	192,607
	70.00	492,942	406,386	363,107	319,829	276,550	233,272	189,993
	75.00	488,921	402,766	359,689	316,611	273,534	230,457	187,379
	80.00	484,899	399,147	356,271	313,394	270,518	227,642	184,765
	85.00	480,878	395,527	352,852	310,177	267,502	224,827	182,151
	90.00	476,856	391,908	349,434	306,960	264,486	222,011	179,537
	95.00	472,835	388,289	346,016	303,743	261,469	219,196	176,923
	100.00	468,813	384,669	342,597	300,525	258,453	216,381	174,309
	105.00	464,792	381,050	339,179	297,308	255,437	213,566	171,695
	110.00	460,770	377,431	335,761	294,091	252,421	210,751	169,081
	115.00	456,749	373,811	332,343	290,874	249,405	207,936	166,467
	120.00	452,727	370,192	328,924	287,657	246,389	205,121	163,853
	125.00	448,706	366,573	325,506	284,439	243,373	202,306	161,239

**TABLE 2**

Balance (RLV - BLV £ per acre (n))	327,009	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	15.0%	674,367	569,668	517,318	464,968	412,619	360,269	307,919
	16.0%	639,877	538,627	488,002	437,377	386,751	336,126	285,501
Profit	17.0%	605,388	507,586	458,686	409,785	360,884	311,983	263,083
20.0%	18.0%	570,898	476,545	429,369	382,193	335,017	287,841	240,664
	19.0%	536,408	445,505	400,053	354,601	309,149	263,698	218,246
	20.0%	501,918	414,464	370,737	327,009	283,282	239,555	195,828

**TABLE 3**

Balance (RLV - BLV £ per acre (n))	327,009	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	100,000	654,918	567,464	523,737	480,009	436,282	392,555	348,828
	115,000	639,918	552,464	508,737	465,009	421,282	377,555	333,828
BLV (£ per acre)	130,000	624,918	537,464	493,737	450,009	406,282	362,555	318,828
253,000	145,000	609,918	522,464	478,737	435,009	391,282	347,555	303,828
	160,000	594,918	507,464	463,737	420,009	376,282	332,555	288,828
	175,000	579,918	492,464	448,737	405,009	361,282	317,555	273,828
	190,000	564,918	477,464	433,737	390,009	346,282	302,555	258,828
	205,000	549,918	462,464	418,737	375,009	331,282	287,555	243,828
	220,000	534,918	447,464	403,737	360,009	316,282	272,555	228,828
	235,000	519,918	432,464	388,737	345,009	301,282	257,555	213,828
	250,000	504,918	417,464	373,737	330,009	286,282	242,555	198,828
	265,000	489,918	402,464	358,737	315,009	271,282	227,555	183,828
	280,000	474,918	387,464	343,737	300,009	256,282	212,555	168,828
	295,000	459,918	372,464	328,737	285,009	241,282	197,555	153,828
	310,000	444,918	357,464	313,737	270,009	226,282	182,555	138,828
	325,000	429,918	342,464	298,737	255,009	211,282	167,555	123,828

Scheme Typology: **Scheme CD** No Units: **10**  
 Site Typology: Norton Canes / Heath Hayes Greenfield/Brownfield: **Brownfield**  
 Notes: n/a

**TABLE 4**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		327,009	0%	10%	15%	20%	25%	30%	35%
Density (dph) 35.0	19	147,469	99,994	76,256	52,518	28,781	5,043	(18,694)	
	21	191,775	139,303	113,066	86,830	60,593	34,357	8,121	
	23	236,081	178,611	149,876	121,141	92,406	63,671	34,936	
	25	280,388	217,920	186,686	155,453	124,219	92,985	61,751	
	27	324,694	257,229	223,496	189,764	156,031	122,299	88,567	
	29	369,000	296,538	260,306	224,075	187,844	151,613	115,382	
	31	413,306	335,846	297,117	258,387	219,657	180,927	142,197	
	33	457,612	375,155	333,927	292,698	251,469	210,241	169,012	
	35	501,918	414,464	370,737	327,009	283,282	239,555	195,828	
	37	546,225	453,773	407,547	361,321	315,095	268,869	222,643	
39	590,531	493,081	444,357	395,632	346,907	298,183	249,458		

**TABLE 5**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		327,009	0%	10%	15%	20%	25%	30%	35%
Build Cost 100% (105% = 5% increase)	90%	673,986	586,800	543,207	499,614	456,022	412,385	368,735	
	92%	639,572	552,333	508,713	465,093	421,474	377,854	334,234	
	94%	605,159	517,866	474,219	430,572	386,926	343,279	299,633	
	96%	570,745	483,398	439,725	396,051	352,378	308,704	265,031	
	98%	536,332	448,931	405,231	361,530	317,830	274,130	230,429	
	100%	501,918	414,464	370,737	327,009	283,282	239,555	195,828	
	102%	467,505	379,997	336,243	292,488	248,734	204,980	161,226	
	104%	433,092	345,530	301,748	257,967	214,186	170,405	126,624	
	106%	398,678	311,062	267,254	223,446	179,639	135,831	92,023	
	108%	364,265	276,595	232,760	188,925	145,091	101,256	57,421	
	110%	329,851	242,128	198,266	154,404	110,543	66,681	22,819	
	112%	295,438	207,661	163,772	119,883	75,995	32,106	(11,784)	

**TABLE 6**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		327,009	0%	10%	15%	20%	25%	30%	35%
Market Values 100% (105% = 5% increase)	80%	(33,756)	(67,657)	(84,607)	(101,558)	(118,508)	(135,458)	(152,409)	
	82%	19,999	(19,277)	(38,916)	(58,554)	(78,192)	(97,830)	(117,468)	
	84%	73,754	29,102	6,776	(15,549)	(37,875)	(60,201)	(82,527)	
	86%	127,427	77,421	52,419	27,416	2,413	(22,589)	(47,592)	
	88%	180,926	125,570	97,893	70,215	42,537	14,860	(12,818)	
	90%	234,424	173,719	143,367	113,014	82,662	52,309	21,956	
	92%	287,923	221,868	188,841	155,813	122,786	89,758	56,731	
	94%	341,422	270,017	234,315	198,612	162,910	127,207	91,505	
	96%	394,921	318,166	279,789	241,411	203,034	164,657	126,279	
	98%	448,420	366,315	325,263	284,210	243,158	202,106	161,053	
	100%	501,918	414,464	370,737	327,009	283,282	239,555	195,828	
	102%	555,417	462,613	416,211	369,808	323,406	277,004	230,602	
104%	608,916	510,762	461,685	412,608	363,530	314,453	265,376		
106%	662,415	558,911	507,159	455,407	403,655	351,902	300,150		
108%	715,914	607,060	552,633	498,206	443,779	389,352	334,925		
110%	769,413	655,209	598,107	541,005	483,903	426,801	369,699		
112%	822,911	703,358	643,581	583,804	524,027	464,250	404,473		
114%	876,334	751,451	689,010	626,569	564,127	501,686	439,245		
116%	929,640	799,427	734,320	669,214	604,107	539,001	473,894		
118%	982,947	847,403	779,631	711,859	644,087	576,315	508,543		
120%	1,036,254	895,379	824,942	754,504	684,067	613,630	543,193		

**TABLE 7**

		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		327,009	0%	10%	15%	20%	25%	30%	35%
Additional Low Carbon/Energy Reduction 7,500	-	501,918	414,464	370,737	327,009	283,282	239,555	195,828	
	1,000	487,826	400,372	356,645	312,917	269,190	225,463	181,736	
	2,000	473,734	386,280	342,553	298,825	255,098	211,371	167,644	
	3,000	459,642	372,188	328,461	284,733	241,006	197,279	153,551	
	4,000	445,550	358,096	314,369	270,641	226,914	183,187	139,459	
	5,000	431,458	344,004	300,276	256,549	212,822	169,095	125,367	
	6,000	417,366	329,912	286,184	242,457	198,730	155,003	111,275	
	7,000	403,274	315,820	272,092	228,365	184,638	140,911	97,183	
	8,000	389,182	301,728	258,000	214,273	170,546	126,819	83,091	
	9,000	375,090	287,636	243,908	200,181	156,454	112,726	68,999	
	10,000	360,998	273,544	229,816	186,089	142,362	98,634	54,907	

Appraisal Ref:  
Scheme Typology:  
Site Typology:  
Notes:

**CE**  
**Scheme CE**  
Norton Canes / Heath Hayes  
n/a

No Units: **10**  
Greenfield/Brownfield: **Greenfield**

(see Typologies Matrix)

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme	10 Units							
AH Policy requirement (% Target)	20%							
Open Market Sale (OMS) housing	80%							
AH tenure split %	Open Market Sale (OMS)	Affordable Rent:		Social Rent:		60.0% % Rented		
		25.0%		35.0%				
		First Homes:		25.0%				
		Other Intermediate (LCHO/Sub-Market etc.):		15.0%		8.0% % of total (>10% First Homes PPG 023)		
		100%		100.0%				
CIL Rate (£ psm)	58.84 £ 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 Bungalow	30.0%	2.4	30.0%	0.6	30%	3.0		
2 bed Bungalow	70.0%	5.6	65.0%	1.3	69%	6.9		
3 bed Bungalow	0.0%	0.0	5.0%	0.1	1%	0.1		
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	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	8.0	100.0%	2.0	100%	10.0		
<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 Bungalow	50.0	538		50.0	538			
2 bed Bungalow	70.0	753		70.0	753			
3 bed Bungalow	90.0	969		90.0	969			
4 bed House	0.0	0		0.0	0			
5 bed House	0.0	0		0.0	0			
1 bed Flat	0.0	0	85.0%	0.0	0			
2 bed Flat	0.0	0	85.0%	0.0	0			
<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 Bungalow	50.0	538		50.0	538			
2 bed Bungalow	70.0	753		70.0	753			
3 bed Bungalow	90.0	969		90.0	969			
4 bed House	0.0	0		0.0	0			
5 bed House	0.0	0		0.0	0			
1 bed Flat	0.0	0	85.0%	0.0	0			
2 bed Flat	0.0	0	85.0%	0.0	0			
<b>Total Gross Floor areas -</b>	<b>OMS Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm) (sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>				
1 bed Bungalow	120	1,292	30 323	150	1,615			
2 bed Bungalow	392	4,219	91 980	483	5,199			
3 bed Bungalow	0	0	9 97	9	97			
4 bed House	0	0	0 0	0	0			
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			
	512	5,511	130 1,399	642	6,910			
<b>AH % by floor area:</b>			<b>20.25% 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 Bungalow	215,000	4,300	399	645,000				
2 bed Bungalow	310,000	4,429	411	2,139,000				
3 bed Bungalow	325,000	3,611	335	32,500				
4 bed House	0	0	0	0				
5 bed House	0	0	0	0				
1 bed Flat	0	0	0	0				
2 bed Flat	0	0	0	0				
				2,816,500				
<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 Bungalow	118,250	55%	75,250	35%	150,500	70%	139,750	65%
2 bed Bungalow	170,500	55%	108,500	35%	217,000	70%	201,500	65%
3 bed Bungalow	178,750	55%	113,750	35%	227,500	70%	211,250	65%
4 bed House	0	55%	0	35%	0	70%	0	65%
5 bed House	0	55%	0	35%	0	70%	0	65%
1 bed Flat	0	55%	0	35%	0	70%	0	65%
2 bed Flat	0	55%	0	35%	0	70%	0	65%

\* capped @ £250K

Scheme Typology:  
Site Typology:  
Notes:

Scheme CE  
Norton Canes / Heath Hayes  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
(part houses due to % mix)				
1 bed Bungalow	2.4	@	215,000	516,000
2 bed Bungalow	5.6	@	310,000	1,736,000
3 bed Bungalow	0.0	@	325,000	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	8.0			2,252,000
<b>Affordable Rent GDV -</b>				
1 bed Bungalow	0.2	@	118,250	17,738
2 bed Bungalow	0.3	@	170,500	55,413
3 bed Bungalow	0.0	@	178,750	4,469
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.5			77,619
<b>Social Rent GDV -</b>				
1 bed Bungalow	0.2	@	75,250	15,803
2 bed Bungalow	0.5	@	108,500	49,368
3 bed Bungalow	0.0	@	113,750	3,981
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.7			69,151
<b>First Homes GDV -</b>				
1 bed Bungalow	0.2	@	150,500	22,575
2 bed Bungalow	0.3	@	217,000	70,525
3 bed Bungalow	0.0	@	227,500	5,688
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.5			98,788
<b>Other Intermediate GDV -</b>				
1 bed Bungalow	0.1	@	139,750	12,578
2 bed Bungalow	0.2	@	201,500	39,293
3 bed Bungalow	0.0	@	211,250	3,169
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.3	2.0		55,039
<b>Sub-total GDV Residential</b>				<b>2,552,596</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>263,904</b>
			411 £ psm (total GIA sqm)	26,390 £ per unit (total units)
<b>Grant</b>				-
2 AH units @ [redacted] per unit				
<b>Total GDV</b>				<b>2,552,596</b>

Scheme Typology: **Scheme CE** No Units: **10**  
 Site Typology: Norton Canes / Heath Hayes Greenfield/Brownfield: **Greenfield**  
 Notes: n/a

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
Statutory Planning Fees (Residential)						(4,620)
Planning Application Professional Fees, Surveys and reports						(10,000)
CIL		512 sqm (Market only)		58.84 £ psm		(30,126)
	<b>CIL analysis:</b>	1.18% % of GDV		3,013 £ 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	10 units @		per unit		-
	Sub-total					-
	<b>S106 analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		-
AH Commuted Sum		642 sqm (total)		0 £ psm		-
	<b>Comm. Sum analysis:</b>		0.00% % of GDV			-
<i>cont./</i>						
<b>Construction Costs -</b>						
Site Clearance, Demolition & Remediation		0.29 ha @		50,000 £ per ha (if brownfield)		(14,286)
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	10 units @		per unit		-
	Sub-total					-
	<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total units)		-
1 bed Bungalow		150 sqm @		1,659 psm		(248,850)
2 bed Bungalow		483 sqm @		1,659 psm		(801,297)
3 bed Bungalow		9 sqm @		1,659 psm		(14,931)
4 bed House		- sqm @		1,659 psm		-
5 bed House		- sqm @		1,659 psm		-
1 bed Flat		- sqm @		1,344 psm		-
2 bed Flat		- sqm @		1,344 psm		-
Garages for 2 bed bungalow	(OMS only)	2.4 units @	50% @	640 £ per unit		(768)
Garages for 3 bed bungalow	(OMS only)	5.6 units @	75% @	640 £ per unit		(2,688)
External works		1,068,534 @		15.0%		(160,280)
	<b>Ext. Works analysis:</b>			16,028 £ per unit (total units)		
Policy Costs on design -						
Net Biodiversity costs		10 units @		1,003 £ per unit		(10,030)
M4(2) Category 2 Housing	Aff units	2 units @	47% @	521 £ per unit		(490)
M4(3) Category 3 Housing	Aff units	2 units @	13% @	10,111 £ per unit		(2,629)
M4(2) Category 2 Housing	OMS units	8 units @	47% @	521 £ per unit		(1,959)
M4(3) Category 3 Housing	OMS units	8 units @	13% @	10,111 £ per unit		(10,515)
Part L/FHS		10 units @		4,500 £ per unit		(45,000)
Additional Low Carbon/Energy Reduction		10 units @		0 £ per unit		-
EV Charging Points - Houses		10 units @		1,000 £ per unit		(10,000)
EV Charging Points - Flats		- units @	4 flats per charger	10,000 £ per 4 units		-
SAC		10 units @		290.58 £ per unit		(2,906)
	Sub-total					(83,529)
	<b>Policy Costs analysis: (design costs only)</b>			8,353 £ per unit (total units)		
Contingency (on construction)		1,326,629 @		3.0%		(39,799)

**Scheme Typology:** **Scheme CE** No Units: **10**  
**Site Typology:** Norton Canes / Heath Hayes Greenfield/Brownfield: **Greenfield**  
**Notes:** n/a

<b>Professional Fees</b>	1,326,629 @	6.5%		(86,231)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,252,000 OMS @	1.50%	3,378 £ per unit	(33,780)
Residential Sales Agent Costs	2,252,000 OMS @	0.50%	1,126 £ per unit	(11,260)
Residential Sales Legal Costs	2,252,000 OMS @	1.00%	2,252 £ per unit	(22,520)
Affordable Sale Legal Costs			lump sum	(10,000)
<b>Disposal Cost analysis:</b>			<b>7,756 £ per unit</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR	0.565% pcm		(29,024)
<b>Developers Profit -</b>				
Profit on OMS	2,252,000	20.00%		(450,400)
Margin on AH	300,596	6.00% on AH values		(18,036)
<b>Profit analysis:</b>	<b>2,552,596</b>	<b>18.35% blended GDV</b>	<b>(468,436)</b>	
	<b>1,603,988</b>	<b>29.20% on costs</b>	<b>(468,436)</b>	
<b>TOTAL COSTS</b>				<b>(2,072,424)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				480,172
SDLT	480,172 @	HMRC formula		(13,509)
Acquisition Agent fees	480,172 @	1.0%		(4,802)
Acquisition Legal fees	480,172 @	0.5%		(2,401)
Interest on Land	480,172 @	7.00%		(33,612)
Residual Land Value				<b>425,849</b>
<b>RLV analysis:</b>	<b>42,585 £ per plot</b>	<b>1,490,471 £ per ha (net)</b>	<b>603,185 £ per acre (net)</b>	
		<b>1,192,377 £ per ha (gross)</b>	<b>482,548 £ per acre (gross)</b>	
			<b>16.68% % RLV / GDV</b>	



Scheme Typology: **Scheme CE** No Units: **10**  
 Site Typology: Norton Canes / Heath Hayes Greenfield/Brownfield: **Greenfield**  
 Notes: n/a

BENCHMARK LAND VALUE (BLV)				
Residential Density			35.0 dph (net)	
Site Area (net)			0.29 ha (net)	0.71 acres (net)
Net to Gross ratio			80%	
Site Area (gross)			0.36 ha (gross)	0.88 acres (gross)
Benchmark Land Value (net)	8,306 £ per plot		290,706 £ per ha (net)	117,647 £ per acre (net)
	BLV analysis:	Density	2,247 sqm/ha (net)	9,788 sqft/ac (net)
			28 dph (gross)	
			232,565 £ per ha (gross)	94,118 £ per acre (gross)
<b>BALANCE</b>				
Surplus/(Deficit)			1,199,765 £ per ha (net)	485,538 £ per acre (net)
				342,790

Scheme Typology:  
Site Typology:  
Notes:

Scheme CE  
Norton Canes / Heath Hayes  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

**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**

Balance (RLV - BLV £ per acre (n))	485,538	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	0.00	707,701	615,550	569,474	523,398	477,323	431,247	385,171
	5.00	703,680	611,930	566,056	520,181	474,306	428,432	382,557
CIL £ psm	10.00	699,658	608,311	562,637	516,964	471,290	425,617	379,943
58.84	15.00	695,637	604,692	559,219	513,747	468,274	422,802	377,329
	20.00	691,615	601,072	555,801	510,529	465,258	419,987	374,715
	25.00	687,594	597,453	552,383	507,312	462,242	417,172	372,101
	30.00	683,572	593,834	548,964	504,095	459,226	414,357	369,487
	35.00	679,551	590,214	545,546	500,878	456,210	411,542	366,873
	40.00	675,529	586,595	542,128	497,661	453,194	408,726	364,259
	45.00	671,508	582,975	538,709	494,443	450,177	405,911	361,645
	50.00	667,486	579,356	535,291	491,226	447,161	403,096	359,031
	55.00	663,464	575,737	531,873	488,009	444,145	400,281	356,417
	60.00	659,443	572,117	528,455	484,792	441,129	397,466	353,803
	65.00	655,421	568,498	525,036	481,575	438,113	394,651	351,190
	70.00	651,400	564,879	521,618	478,357	435,097	391,836	348,576
	75.00	647,378	561,259	518,200	475,140	432,081	389,021	345,962
	80.00	643,357	557,640	514,782	471,923	429,065	386,206	343,348
	85.00	639,335	554,021	511,363	468,706	426,048	383,391	340,734
	90.00	635,314	550,401	507,945	465,489	423,032	380,576	338,120
	95.00	631,292	546,782	504,527	462,271	420,016	377,761	335,506
	100.00	627,271	543,163	501,108	459,054	417,000	374,946	332,892
	105.00	623,249	539,543	497,690	455,837	413,984	372,131	330,278
	110.00	619,228	535,924	494,272	452,620	410,968	369,316	327,664
	115.00	615,206	532,304	490,854	449,403	407,952	366,501	325,050
	120.00	611,185	528,685	487,435	446,185	404,935	363,686	322,436
	125.00	607,163	525,066	484,017	442,968	401,919	360,871	319,822

**TABLE 2**

Balance (RLV - BLV £ per acre (n))	485,538	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	15.0%	832,825	728,161	675,829	623,497	571,165	518,833	466,502
	16.0%	798,335	697,120	646,513	595,905	545,298	494,691	444,083
Profit	17.0%	763,845	666,079	617,196	568,314	519,431	470,548	421,665
20.0%	18.0%	729,355	635,039	587,880	540,722	493,563	446,405	399,247
	19.0%	694,866	603,998	558,564	513,130	467,696	422,262	376,828
	20.0%	660,376	572,957	529,248	485,538	441,829	398,119	354,410

**TABLE 3**

Balance (RLV - BLV £ per acre (n))	485,538	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	100,000	678,023	590,604	546,895	503,185	459,476	415,766	372,057
	115,000	663,023	575,604	531,895	488,185	444,476	400,766	357,057
BLV (£ per acre)	130,000	648,023	560,604	516,895	473,185	429,476	385,766	342,057
117,647	145,000	633,023	545,604	501,895	458,185	414,476	370,766	327,057
	160,000	618,023	530,604	486,895	443,185	399,476	355,766	312,057
	175,000	603,023	515,604	471,895	428,185	384,476	340,766	297,057
	190,000	588,023	500,604	456,895	413,185	369,476	325,766	282,057
	205,000	573,023	485,604	441,895	398,185	354,476	310,766	267,057
	220,000	558,023	470,604	426,895	383,185	339,476	295,766	252,057
	235,000	543,023	455,604	411,895	368,185	324,476	280,766	237,057
	250,000	528,023	440,604	396,895	353,185	309,476	265,766	222,057
	265,000	513,023	425,604	381,895	338,185	294,476	250,766	207,057
	280,000	498,023	410,604	366,895	323,185	279,476	235,766	192,057
	295,000	483,023	395,604	351,895	308,185	264,476	220,766	177,057
	310,000	468,023	380,604	336,895	293,185	249,476	205,766	162,057
	325,000	453,023	365,604	321,895	278,185	234,476	190,766	147,057

Scheme Typology:  
Site Typology:  
Notes:

Scheme CE  
Norton Canes / Heath Hayes  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

**TABLE 4**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
Density (dph) 35.0	19	295,530	248,074	224,346	200,618	176,890	153,162	129,434
	21	341,135	288,684	262,458	236,233	210,007	183,781	157,556
	23	386,741	329,295	300,571	271,848	243,125	214,401	185,678
	25	432,347	369,905	338,684	307,463	276,242	245,021	213,800
	27	477,953	410,515	376,797	343,078	309,359	276,641	241,922
	29	523,559	451,126	414,909	378,693	342,477	306,260	270,044
	31	569,164	491,736	453,022	414,308	375,594	336,880	298,166
	33	614,770	532,347	491,135	449,923	408,711	367,500	326,288
	35	660,376	572,957	529,248	485,538	441,829	398,119	354,410
	37	705,982	613,568	567,360	521,153	474,946	428,739	382,532
	39	751,588	654,178	605,473	556,768	508,064	459,359	410,654

**TABLE 5**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
Build Cost 100% (105% = 5% increase)	90%	829,357	742,202	698,625	655,006	611,371	567,736	524,101
	92%	795,561	708,353	664,749	621,145	577,542	533,938	490,311
	94%	761,764	674,504	630,874	587,244	543,613	499,983	456,353
	96%	727,968	640,655	596,998	553,342	509,685	466,029	422,372
	98%	694,172	606,806	563,123	519,440	475,757	432,074	388,391
	100%	660,376	572,957	529,248	485,538	441,829	398,119	354,410
	102%	626,580	539,108	495,372	451,636	407,901	364,165	320,429
	104%	592,784	505,259	461,497	417,735	373,972	330,210	286,448
	106%	558,987	471,410	427,622	383,833	340,044	296,256	252,467
	108%	525,191	437,561	393,746	349,931	306,116	262,301	218,486
	110%	491,395	403,712	359,871	316,029	272,188	228,346	184,505
	112%	457,599	369,863	325,995	282,128	238,260	194,392	150,524

**TABLE 6**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
Market Values 100% (105% = 5% increase)	80%	124,832	90,967	74,035	57,102	40,170	23,237	6,305
	82%	178,587	139,347	119,726	100,106	80,486	60,866	41,246
	84%	232,342	187,726	165,418	143,110	120,803	98,495	76,187
	86%	285,884	235,914	210,930	185,945	160,960	135,975	110,990
	88%	339,383	284,063	256,404	228,744	201,084	173,424	145,764
	90%	392,882	332,212	301,878	271,543	241,208	210,873	180,539
	92%	446,381	380,361	347,352	314,342	281,332	248,323	215,313
	94%	499,879	428,510	392,826	357,141	321,456	285,772	250,087
	96%	553,378	476,659	438,300	399,940	361,581	323,221	284,861
	98%	606,877	524,808	483,774	442,739	401,705	360,670	319,636
	100%	660,376	572,957	529,248	485,538	441,829	398,119	354,410
	102%	713,875	621,106	574,722	528,337	481,953	435,569	389,184
	104%	767,374	669,255	620,196	571,136	522,077	473,018	423,958
106%	820,872	717,404	665,670	613,935	562,201	510,467	458,733	
108%	874,371	765,553	711,144	656,734	602,325	547,916	493,507	
110%	927,870	813,702	756,618	699,534	642,449	585,365	528,281	
112%	981,355	861,838	802,080	742,322	682,564	622,805	563,047	
114%	1,034,661	909,814	847,391	784,967	722,544	660,120	597,696	
116%	1,087,968	957,790	892,701	827,612	762,524	697,435	632,346	
118%	1,141,275	1,005,766	938,012	870,258	802,503	734,749	666,995	
120%	1,194,581	1,053,742	983,323	912,903	842,483	772,064	701,644	

**TABLE 7**

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))		0%	10%	15%	20%	25%	30%	35%
Additional Low Carbon/Energy Reduction 7,500	-	660,376	572,957	529,248	485,538	441,829	398,119	354,410
	1,000	646,537	559,118	515,408	471,699	427,990	384,280	340,571
	2,000	632,697	545,279	501,569	457,860	414,150	370,441	326,731
	3,000	618,858	531,439	487,730	444,020	400,311	356,602	312,892
	4,000	605,019	517,600	473,891	430,181	386,472	342,762	299,053
	5,000	591,180	503,761	460,051	416,342	372,632	328,923	285,214
	6,000	577,340	489,921	446,212	402,503	358,793	315,084	271,374
	7,000	563,501	476,082	432,373	388,663	344,954	301,244	257,535
	8,000	549,662	462,243	418,533	374,824	331,115	287,405	243,696
	9,000	535,823	448,404	404,694	360,985	317,275	273,566	229,856
	10,000	521,983	434,564	390,855	347,146	303,436	259,727	216,017

## 240828 Norton Canes & Heath Hayes\_Whole Plan Viability Bungalow Appraisal CD - CE V4 - Summary Table

Scheme Ref:	Scheme CD	Scheme CE
No Units:	10	10
Location / Value Zone:	Norton Canes / Heath Hayes	Norton Canes / Heath Hayes
Development Scenario:	Brownfield	Greenfield
Notes:	n/a	n/a
Total GDV (£)	£2,552,596	£2,552,596
AH Target % (& mix)	20.00%	20.00%
Affordable Rent:	25.00%	25.00%
Social Rent:	35.00%	35.00%
First Homes:	25.00%	25.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	15.00%	15.00%
CIL (£ psm)	£58.84	£58.84
CIL (£ per unit)	£3,013	£3,013
CIL (£) (total)	(30,126.08)	(30,126.08)
Net Biodiversity costs (per unit)	£521.00	£521.00
Net Biodiversity costs (total)	(2,680.00)	(10,030.00)
SAC Payment (per unit)	£290.58	£290.58
SAC Payment (total)	(2,905.80)	(2,905.80)
Part L / FHS (per unit)	£4,500.00	£4,500.00
Part L / FHS (total)	(45,000.00)	(45,000.00)
Total Developers Profit (£)	£468,436	£468,436
Developers Profit (% on OMS)	20.00%	20.00%
Developers Profit (% on AH)	6.00%	6.00%
Developers Profit (% blended)	18.35%	18.35%
<b>Developers Profit (% on costs)</b>	28.86%	29.20%
RLV (£)	£409,487	£425,849
RLV (£/acre)	£580,009	£603,185
RLV (£/ha)	£1,433,203	£1,490,471
BLV (£)	£178,618	£83,059
BLV (£/acre)	£253,000	£117,647
BLV (£/ha)	£625,163	£290,706
Surplus/Deficit	£230,869	£342,790
Surplus/Deficit (£/acre)	£327,009	£485,538
Surplus/Deficit (£/ha)	£808,040	£1,199,765
Plan Viability comments	Viable	Viable

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S:\\_Client Projects\2008 Local Plan and CIL\_Cannock Chase DC\Appraisals\2408 Addendum Report Apps\2408 All District - Bungalows\240828 Norton Canes & Heath Hayes\_Whole Plan Viability Bungalow Appraisal CD - CE V4

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## 240828 Rugeley\_Whole Plan Viability Bungalow Appraisal CB - CC V4 - Version Notes

Date	Version	Comments
30/02/2022		Issued as draft version to client
12/07/2022		Issued as final version to client
240828	v4	Updated the appraisal
240903	v4	Issued the final version to client

Appraisal Ref: **CB**  
 Scheme Typology: **Scheme CB**  
 Site Typology: **Rugeley**  
 Notes: **n/a**

No Units: **10**  
 Greenfield/Brownfield: **Brownfield**

(see Typologies Matrix)

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme	10 Units		
AH Policy requirement (% Target)	20%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	80%	
AH tenure split %	Affordable Rent:	25.0%	
	Social Rent:	35.0%	60.0% % Rented
	First Homes:	25.0%	
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%	8.0% % of total (>10% First Homes PPG 023)
		100%	100.0%

CIL Rate (£ psm) **58.84** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed Bungalow	30.0%	2.4	30.0%	0.6	30%	3.0
2 bed Bungalow	70.0%	5.6	65.0%	1.3	69%	6.9
3 bed Bungalow	0.0%	0.0	5.0%	0.1	1%	0.1
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	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
<b>Total number of units</b>	<b>100.0%</b>	<b>8.0</b>	<b>100.0%</b>	<b>2.0</b>	<b>100%</b>	<b>10.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed Bungalow	120	1,292	30	323	150	1,615
2 bed Bungalow	392	4,219	91	980	483	5,199
3 bed Bungalow	0	0	9	97	9	97
4 bed House	0	0	0	0	0	0
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>512</b>	<b>5,511</b>	<b>130</b>	<b>1,399</b>	<b>642</b>	<b>6,910</b>

AH % by floor area: **20.25% AH % by floor area (difference due to mix)**

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV (£ (no AH))
1 bed Bungalow	230,000	4,600	427	690,000
2 bed Bungalow	325,000	4,643	431	2,242,500
3 bed Bungalow	350,000	3,889	361	35,000
4 bed House	0	#DIV/0!	#DIV/0!	0
5 bed House	0	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	0
				<b>2,967,500</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed Bungalow	126,500	55%	80,500	35%	161,000	70%	149,500	65%
2 bed Bungalow	178,750	55%	113,750	35%	227,500	70%	211,250	65%
3 bed Bungalow	192,500	55%	122,500	35%	245,000	70%	227,500	65%
4 bed House	0	55%	0	35%	0	70%	0	65%
5 bed House	0	55%	0	35%	0	70%	0	65%
1 bed Flat	0	55%	0	35%	0	70%	0	65%
2 bed Flat	0	55%	0	35%	0	70%	0	65%

\* capped @ £250K

Scheme Typology:  
Site Typology:  
Notes:

Scheme CB  
Rugeley  
n/a

No Units: 10  
Greenfield/Brownfield: Brownfield

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed Bungalow	2.4	@	230,000		552,000
2 bed Bungalow	5.6	@	325,000		1,820,000
3 bed Bungalow	0.0	@	350,000		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	8.0				2,372,000
<b>Affordable Rent GDV -</b>					
1 bed Bungalow	0.2	@	126,500		18,975
2 bed Bungalow	0.3	@	178,750		58,094
3 bed Bungalow	0.0	@	192,500		4,813
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.5				81,881
<b>Social Rent GDV -</b>					
1 bed Bungalow	0.2	@	80,500		16,905
2 bed Bungalow	0.5	@	113,750		51,756
3 bed Bungalow	0.0	@	122,500		4,288
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.7				72,949
<b>First Homes GDV -</b>					
1 bed Bungalow	0.2	@	161,000		24,150
2 bed Bungalow	0.3	@	227,500		73,938
3 bed Bungalow	0.0	@	245,000		6,125
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.5				104,213
<b>Other Intermediate GDV -</b>					
1 bed Bungalow	0.1	@	149,500		13,455
2 bed Bungalow	0.2	@	211,250		41,194
3 bed Bungalow	0.0	@	227,500		3,413
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.3	2.0			58,061
<b>Sub-total GDV Residential</b>	<b>10</b>				<b>2,689,104</b>
				<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>278,396</b>
			<b>434 £ psm (total GIA sqm)</b>	<b>27,840 £ per unit (total units)</b>	
<b>Grant</b>	2	AH units @		per unit	-
<b>Total GDV</b>					<b>2,689,104</b>

Scheme Typology: **Scheme CB**  
 Site Typology: Rugeley  
 Notes: n/a

No Units: **10**  
 Greenfield/Brownfield: **Brownfield**

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Statutory Planning Fees (Residential)					(4,620)
Planning Application Professional Fees, Surveys and reports					(10,000)
CIL					(30,126)
		512 sqm (Market only)		58.84 £ psm	
<b>CIL analysis:</b>		1.12% % of GDV		3,013 £ 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	10 units @		per unit	-
	Sub-total				-
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
AH Commuted Sum		642 sqm (total)		0 £ psm	-
<b>Comm. Sum analysis:</b>			0.00% % of GDV		
cont./					
<b>Construction Costs -</b>					
Site Clearance, Demolition & Remediation					(14,286)
		0.29 ha @		50,000 £ 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	10 units @		per unit	-
	Sub-total				-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	
1 bed Bungalow		150 sqm @		1,659 psm	(248,850)
2 bed Bungalow		483 sqm @		1,659 psm	(801,297)
3 bed Bungalow		9 sqm @		1,659 psm	(14,931)
4 bed House		- sqm @		1,659 psm	-
5 bed House		- sqm @		1,659 psm	-
1 bed Flat		- sqm @		1,344 psm	-
2 bed Flat		- sqm @		1,344 psm	-
Garages for 2 bed bungalow	(OMS only)	2.4 units @	50% @	640 £ per garage	(768)
Garages for 3 bed bungalow	(OMS only)	5.6 units @	75% @	640 £ per garage	(2,688)
External works					(160,280)
<b>Ext. Works analysis:</b>		1,068,534 @		15.0%	16,028 £ per unit (total units)
Policy Costs on design -					
Net Biodiversity costs					(2,680)
		10 units @		268 £ per unit	
M4(2) Category 2 Housing	Aff units	2 units @	47% @	521 £ per unit	(490)
M4(3) Category 3 Housing	Aff units	2 units @	13% @	10,111 £ per unit	(2,629)
M4(2) Category 2 Housing	OMS units	8 units @	47% @	521 £ per unit	(1,959)
M4(3) Category 3 Housing	OMS units	8 units @	13% @	10,111 £ per unit	(10,515)
Part L/FHS		10 units @		4,500 £ per unit	(45,000)
Additional Low Carbon/Energy Reduction		10 units @		0 £ per unit	-
EV Charging Points - Houses		10 units @		1,000 £ per unit	(10,000)
EV Charging Points - Flats		- units @	4 flats per charger	10,000 £ per 4 units	-
SAC		10 units @		290.58 £ per unit	(2,906)
	Sub-total				(76,179)
<b>Policy Costs analysis: (design costs only)</b>				7,618 £ per unit (total units)	
Contingency (on construction)					(65,964)
		1,319,279 @		5.0%	



Scheme Typology: **Scheme CB** No Units: **10**  
 Site Typology: Rugeley Greenfield/Brownfield: **Brownfield**  
 Notes: n/a

<b>Professional Fees</b>	1,319,279 @	6.5%		(85,753)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,372,000 OMS @	1.50%	3,558 £ per unit	(35,580)
Residential Sales Agent Costs	2,372,000 OMS @	0.50%	1,186 £ per unit	(11,860)
Residential Sales Legal Costs	2,372,000 OMS @	1.00%	2,372 £ per unit	(23,720)
Affordable Sale Legal Costs			lump sum	(10,000)
<b>Disposal Cost analysis:</b>			<b>8,116 £ per unit</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(28,557)
<b>Developers Profit -</b>				
Profit on OMS	2,372,000	20.00%		(474,400)
Margin on AH	317,104	6.00% on AH values		(19,026)
<b>Profit analysis:</b>	<b>2,689,104</b>	<b>18.35% blended GDV</b>	<b>(493,426)</b>	
	<b>1,625,459</b>	<b>30.36% on costs</b>	<b>(493,426)</b>	
<b>TOTAL COSTS</b>				<b>(2,118,885)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				570,219
SDLT	570,219 @	HMRC formula		(18,011)
Acquisition Agent fees	570,219 @	1.0%		(5,702)
Acquisition Legal fees	570,219 @	0.5%		(2,851)
Interest on Land	570,219 @	7.00%		(39,915)
Residual Land Value				<b>503,739</b>
<b>RLV analysis:</b>	<b>50,374 £ per plot</b>	<b>1,763,087 £ per ha (net)</b>	<b>713,512 £ per acre (net)</b>	
		<b>1,410,470 £ per ha (gross)</b>	<b>570,809 £ per acre (gross)</b>	
			<b>18.73% % RLV / GDV</b>	

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Scheme Typology:

**Scheme CB**

No Units: **10**

Site Typology:

Rugeley

Greenfield/Brownfield:

**Brownfield**

Notes:

n/a

BENCHMARK LAND VALUE (BLV)			
Residential Density		35.0	dph (net)
Site Area (net)		0.29	ha (net)
Net to Gross ratio		80%	
Site Area (gross)		0.36	ha (gross)
Benchmark Land Value (net)	17,862 £ per plot	625,163	£ per ha (net)
		2,247	sqm/ha (net)
		28	dph (gross)
		500,130	£ per ha (gross)
		0.71	acres (net)
		0.88	acres (gross)
		253,000	£ per acre (net)
		9,788	sqft/ac (net)
		202,400	£ per acre (gross)
			<b>178,618</b>
	BLV analysis:	Density	
BALANCE			
Surplus/(Deficit)		1,137,924	£ per ha (net)
		460,512	£ per acre (net)
			<b>325,121</b>

Scheme Typology:  
Site Typology:  
Notes:

Scheme CB  
Rugeley  
n/a

No Units: 10  
Greenfield/Brownfield: Brownfield

**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**

Balance (RLV - BLV £ per acre (n))	460,512	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	0.00	691,780	595,076	546,724	498,372	450,019	401,667	353,315
	5.00	687,759	591,457	543,306	495,154	447,003	398,852	350,701
CIL £ psm	10.00	683,737	587,837	539,887	491,937	443,987	396,037	348,087
58.84	15.00	679,716	584,218	536,469	488,720	440,971	393,222	345,473
	20.00	675,694	580,599	533,051	485,503	437,955	390,407	342,859
	25.00	671,673	576,979	529,632	482,286	434,939	387,592	340,245
	30.00	667,651	573,360	526,214	479,068	431,923	384,777	337,631
	35.00	663,630	569,741	522,796	475,851	428,907	381,962	335,017
	40.00	659,608	566,121	519,378	472,634	425,890	379,147	332,403
	45.00	655,587	562,502	515,959	469,417	422,874	376,332	329,789
	50.00	651,565	558,882	512,541	466,200	419,858	373,517	327,175
	55.00	647,544	555,263	509,123	462,982	416,842	370,702	324,561
	60.00	643,522	551,644	505,704	459,765	413,826	367,887	321,947
	65.00	639,501	548,024	502,286	456,548	410,810	365,072	319,333
	70.00	635,479	544,405	498,868	453,331	407,794	362,256	316,719
	75.00	631,458	540,786	495,450	450,114	404,777	359,441	314,105
	80.00	627,436	537,166	492,031	446,896	401,761	356,626	311,491
	85.00	623,415	533,547	488,613	443,679	398,745	353,811	308,877
	90.00	619,393	529,928	485,195	440,462	395,729	350,996	306,263
	95.00	615,372	526,308	481,777	437,245	392,713	348,181	303,649
	100.00	611,350	522,689	478,358	434,028	389,697	345,366	301,035
	105.00	607,329	519,070	474,940	430,810	386,681	342,551	298,421
	110.00	603,307	515,450	471,522	427,593	383,665	339,736	295,807
	115.00	599,286	511,831	468,103	424,376	380,648	336,921	293,194
	120.00	595,264	508,211	464,685	421,159	377,632	334,106	290,580
	125.00	591,243	504,592	461,267	417,941	374,616	331,291	287,966

**TABLE 2**

Balance (RLV - BLV £ per acre (n))	460,512	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	15.0%	826,093	715,957	660,890	605,822	550,754	495,686	440,618
	16.0%	789,766	683,263	630,011	576,760	523,508	470,257	417,005
Profit	17.0%	753,438	650,568	599,133	547,698	496,263	444,828	393,392
20.0%	18.0%	717,110	617,873	568,254	518,636	469,017	419,398	369,780
	19.0%	680,783	585,178	537,376	489,574	441,771	393,969	346,167
	20.0%	644,455	552,483	506,498	460,512	414,526	368,540	322,554

**TABLE 3**

Balance (RLV - BLV £ per acre (n))	460,512	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	100,000	797,455	705,483	659,498	613,512	567,526	521,540	475,554
	115,000	782,455	690,483	644,498	598,512	552,526	506,540	460,554
	130,000	767,455	675,483	629,498	583,512	537,526	491,540	445,554
BLV (£ per acre)	145,000	752,455	660,483	614,498	568,512	522,526	476,540	430,554
253,000	160,000	737,455	645,483	599,498	553,512	507,526	461,540	415,554
	175,000	722,455	630,483	584,498	538,512	492,526	446,540	400,554
	190,000	707,455	615,483	569,498	523,512	477,526	431,540	385,554
	205,000	692,455	600,483	554,498	508,512	462,526	416,540	370,554
	220,000	677,455	585,483	539,498	493,512	447,526	401,540	355,554
	235,000	662,455	570,483	524,498	478,512	432,526	386,540	340,554
	250,000	647,455	555,483	509,498	463,512	417,526	371,540	325,554
	265,000	632,455	540,483	494,498	448,512	402,526	356,540	310,554
	280,000	617,455	525,483	479,498	433,512	387,526	341,540	295,554
	295,000	602,455	510,483	464,498	418,512	372,526	326,540	280,554
	310,000	587,455	495,483	449,498	403,512	357,526	311,540	265,554
	325,000	572,455	480,483	434,498	388,512	342,526	296,540	250,554

Scheme Typology:  
Site Typology:  
Notes:

**Scheme CB**  
Rugeley  
n/a

No Units: **10**  
Greenfield/Brownfield: **Brownfield**

TABLE 4		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		460,512	0%	10%	15%	20%	25%	30%	35%
		19	224,846	174,919	149,955	124,991	100,027	75,063	50,100
		21	277,297	222,114	194,523	166,931	139,340	111,748	84,156
	Density (dph)	23	329,749	269,310	239,091	208,871	178,652	148,433	118,213
	35.0	25	382,200	316,505	283,658	250,811	217,964	185,117	152,270
		27	434,651	363,701	328,226	292,751	257,276	221,802	186,327
		29	487,102	410,897	372,794	334,691	296,589	258,486	220,383
		31	539,553	458,092	417,362	376,631	335,901	295,171	254,440
		33	592,004	505,288	461,930	418,572	375,213	331,855	288,497
		35	644,455	552,483	506,498	460,512	414,526	368,540	322,554
		37	696,906	599,679	551,065	502,452	453,838	405,224	356,610
		39	749,358	646,875	595,633	544,392	493,150	441,909	390,667

TABLE 5		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		460,512	0%	10%	15%	20%	25%	30%	35%
		90%	816,312	724,487	678,575	632,662	586,750	540,837	494,925
		92%	782,092	690,214	644,274	598,335	552,396	506,457	460,518
	Build Cost	94%	747,696	655,885	609,974	564,008	518,042	472,077	426,111
	100%	96%	713,282	621,418	575,486	529,554	483,621	437,689	391,704
	(105% = 5% increase)	98%	678,869	586,951	540,992	495,033	449,074	403,114	357,155
		100%	644,455	552,483	506,498	460,512	414,526	368,540	322,554
		102%	610,042	518,016	472,003	425,991	379,978	333,965	287,952
		104%	575,628	483,549	437,509	391,470	345,430	299,390	253,350
		106%	541,215	449,082	403,015	356,949	310,882	264,815	218,749
		108%	506,802	414,615	368,521	322,428	276,334	230,241	184,147
		110%	472,388	380,147	334,027	287,907	241,786	195,666	149,546
		112%	437,975	345,680	299,533	253,386	207,238	161,091	114,944

TABLE 6		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		460,512	0%	10%	15%	20%	25%	30%	35%
		80%	80,819	45,256	27,474	9,693	(8,096)	(25,907)	(43,718)
		82%	137,309	96,052	75,423	54,795	34,166	13,537	(7,091)
	Market Values	84%	193,659	146,767	123,320	99,874	76,428	52,982	29,536
	100%	86%	250,008	197,481	171,218	144,954	118,690	92,427	66,163
	(105% = 5% increase)	88%	306,358	248,196	219,115	190,034	160,953	131,872	102,790
		90%	362,708	298,910	267,012	235,113	203,215	171,316	139,418
		92%	419,057	349,625	314,909	280,193	245,477	210,761	176,045
		94%	475,407	400,340	362,806	325,273	287,739	250,206	212,672
		96%	531,756	451,054	410,703	370,352	330,001	289,650	249,299
		98%	588,106	501,769	458,600	415,432	372,263	329,095	285,927
		100%	644,455	552,483	506,498	460,512	414,526	368,540	322,554
		102%	700,805	603,198	554,395	505,591	456,788	407,984	359,181
		104%	757,154	653,913	602,292	550,671	499,050	447,429	395,808
		106%	813,504	704,627	650,189	595,751	541,312	486,844	432,376
		108%	869,801	755,250	697,974	640,698	583,423	526,147	468,872
		110%	925,948	805,782	745,699	685,616	625,533	565,450	505,367
		112%	982,095	856,314	793,424	730,534	667,644	604,753	541,863
		114%	1,038,242	906,847	841,149	775,452	709,754	644,056	578,359
		116%	1,094,389	957,379	888,874	820,369	751,864	683,359	614,854
		118%	1,150,536	1,007,912	936,599	865,267	793,975	722,662	651,350
		120%	1,206,683	1,058,444	984,324	910,205	836,085	761,965	687,846

TABLE 7		Affordable Housing - % on site 20%							
Balance (RLV - BLV £ per acre (n))		460,512	0%	10%	15%	20%	25%	30%	35%
		-	644,455	552,483	506,498	460,512	414,526	368,540	322,554
		1,000	630,363	538,391	492,405	446,420	400,434	354,448	308,462
	Additional Low Carbon/Energy Reduction	2,000	616,271	524,299	478,313	432,327	386,342	340,356	294,370
	7,500	3,000	602,179	510,207	464,221	418,235	372,249	326,264	280,278
		4,000	588,087	496,115	450,129	404,143	358,157	312,172	266,186
		5,000	573,995	482,023	436,037	390,051	344,065	298,079	252,094
		6,000	559,903	467,931	421,945	375,959	329,973	283,987	238,001
		7,000	545,811	453,839	407,853	361,867	315,881	269,895	223,909
		8,000	531,719	439,747	393,761	347,775	301,789	255,803	209,817
		9,000	517,627	425,655	379,669	333,683	287,697	241,711	195,725
		10,000	503,535	411,563	365,577	319,591	273,605	227,619	181,633

Appraisal Ref: **CC**  
 Scheme Typology: **Scheme CC**  
 Site Typology: **Rugeley**  
 Notes: **n/a**

No Units: **10**  
 Greenfield/Brownfield: **Greenfield**

(see Typologies Matrix)

**ASSUMPTIONS - RESIDENTIAL USES**

Total number of units in scheme	10 Units		
AH Policy requirement (% Target)	20%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	80%	
AH tenure split %	Affordable Rent:	25.0%	
	Social Rent:	35.0%	60.0% % Rented
	First Homes:	25.0%	
	Other Intermediate (LCHO/Sub-Market etc.):	15.0%	8.0% % of total (>10% First Homes PPG 023)
		100%	100.0%

CIL Rate (£ psm) **58.84** £ psm

Unit mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed Bungalow	30.0%	2.4	30.0%	0.6	30%	3.0
2 bed Bungalow	70.0%	5.6	65.0%	1.3	69%	6.9
3 bed Bungalow	0.0%	0.0	5.0%	0.1	1%	0.1
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	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
<b>Total number of units</b>	<b>100.0%</b>	<b>8.0</b>	<b>100.0%</b>	<b>2.0</b>	<b>100%</b>	<b>10.0</b>

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed Bungalow	50.0	538		50.0	538
2 bed Bungalow	70.0	753		70.0	753
3 bed Bungalow	90.0	969		90.0	969
4 bed House	0.0	0		0.0	0
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

Total Gross Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed Bungalow	120	1,292	30	323	150	1,615
2 bed Bungalow	392	4,219	91	980	483	5,199
3 bed Bungalow	0	0	9	97	9	97
4 bed House	0	0	0	0	0	0
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>512</b>	<b>5,511</b>	<b>130</b>	<b>1,399</b>	<b>642</b>	<b>6,910</b>

AH % by floor area: **20.25% AH % by floor area (difference due to mix)**

Open Market Sales values (£) -	£ OMS (per unit)	£ psm	£ psf	total MV (£ (no AH))
1 bed Bungalow	230,000	4,600	427	690,000
2 bed Bungalow	325,000	4,643	431	2,242,500
3 bed Bungalow	350,000	3,889	361	35,000
4 bed House		#DIV/0!	#DIV/0!	0
5 bed House	0	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	0
				<b>2,967,500</b>

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
1 bed Bungalow	126,500	55%	80,500	35%	161,000	70%	149,500	65%
2 bed Bungalow	178,750	55%	113,750	35%	227,500	70%	211,250	65%
3 bed Bungalow	192,500	55%	122,500	35%	245,000	70%	227,500	65%
4 bed House	0	55%	0	35%	0	70%	0	65%
5 bed House	0	55%	0	35%	0	70%	0	65%
1 bed Flat	0	55%	0	35%	0	70%	0	65%
2 bed Flat	0	55%	0	35%	0	70%	0	65%

\* capped @ £250K

Scheme Typology:  
Site Typology:  
Notes:

Scheme CC  
Rugeley  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed Bungalow	2.4	@	230,000		552,000
2 bed Bungalow	5.6	@	325,000		1,820,000
3 bed Bungalow	0.0	@	350,000		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	8.0				2,372,000
<b>Affordable Rent GDV -</b>					
1 bed Bungalow	0.2	@	126,500		18,975
2 bed Bungalow	0.3	@	178,750		58,094
3 bed Bungalow	0.0	@	192,500		4,813
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.5				81,881
<b>Social Rent GDV -</b>					
1 bed Bungalow	0.2	@	80,500		16,905
2 bed Bungalow	0.5	@	113,750		51,756
3 bed Bungalow	0.0	@	122,500		4,288
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.7				72,949
<b>First Homes GDV -</b>					
1 bed Bungalow	0.2	@	161,000		24,150
2 bed Bungalow	0.3	@	227,500		73,938
3 bed Bungalow	0.0	@	245,000		6,125
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.5				104,213
<b>Other Intermediate GDV -</b>					
1 bed Bungalow	0.1	@	149,500		13,455
2 bed Bungalow	0.2	@	211,250		41,194
3 bed Bungalow	0.0	@	227,500		3,413
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.3	2.0			58,061
<b>Sub-total GDV Residential</b>					
	10				2,689,104
AH on-site cost analysis:					
			434 £ psm (total GIA sqm)	EMV (no AH) less £GDV (inc. AH)	278,396
				27,840 £ per unit (total units)	
<b>Grant</b>					
	2	AH units @		per unit	-
<b>Total GDV</b>					
					2,689,104

Scheme Typology: **Scheme CC** No Units: **10**  
 Site Typology: Rugeley Greenfield/Brownfield: **Greenfield**  
 Notes: n/a

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Statutory Planning Fees (Residential)				(4,620)
Planning Application Professional Fees, Surveys and reports				(10,000)
CIL				(30,126)
		512 sqm (Market only)	58.84 £ psm	
<b>CIL analysis:</b>		1.12% % of GDV	3,013 £ 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	10 units @	per unit	-
	Sub-total			-
<b>S106 analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)
AH Commuted Sum		642 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>			0.00% % of GDV	
<i>cont./</i>				
<b>Construction Costs -</b>				
Site Clearance, Demolition & Remediation				(14,286)
		0.29 ha @	50,000 £ 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	10 units @	per unit	-
	Sub-total			-
<b>Infra. Costs analysis:</b>		- £ per ha	0.00% % of GDV	0 £ per unit (total units)
1 bed Bungalow		150 sqm @	1,659 psm	(248,850)
2 bed Bungalow		483 sqm @	1,659 psm	(801,297)
3 bed Bungalow		9 sqm @	1,659 psm	(14,931)
4 bed House		- sqm @	1,659 psm	-
5 bed House		- sqm @	1,659 psm	-
1 bed Flat		- sqm @	1,344 psm	-
2 bed Flat		- sqm @	1,344 psm	-
Garages for 2 bed bungalow	(OMS only)	2.4 units @	50% @ 640 £ per garage	(768)
Garages for 3 bed bungalow	(OMS only)	5.6 units @	75% @ 640 £ per garage	(2,688)
<b>External works</b>				
		1,068,534 @	15.0%	(160,280)
<b>Ext. Works analysis:</b>			16,028 £ per unit (total units)	
<b>Policy Costs on design -</b>				
Net Biodiversity costs				(10,030)
		10 units @	1,003 £ per unit	
M4(2) Category 2 Housing	Aff units	2 units @	47% @ 521 £ per unit	(490)
M4(3) Category 3 Housing	Aff units	2 units @	13% @ 10,111 £ per unit	(2,629)
M4(2) Category 2 Housing	OMS units	8 units @	47% @ 521 £ per unit	(1,959)
M4(3) Category 3 Housing	OMS units	8 units @	13% @ 10,111 £ per unit	(10,515)
Part L/FHS		10 units @	4,500 £ per unit	(45,000)
Additional Low Carbon/Energy Reduction		10 units @	0 £ per unit	-
EV Charging Points - Houses		10 units @	1,000 £ per unit	(10,000)
EV Charging Points - Flats		- units @	4 flats per charger 10,000 £ per 4 units	-
SAC		10 units @	290.58 £ per unit	(2,906)
	Sub-total			(83,529)
<b>Policy Costs analysis: (design costs only)</b>			8,353 £ per unit (total units)	
Contingency (on construction)		1,326,629 @	3.0%	(39,799)

Scheme Typology: **Scheme CC** No Units: **10**  
 Site Typology: Rugeley Greenfield/Brownfield: **Greenfield**  
 Notes: n/a

<b>Professional Fees</b>	1,326,629 @	6.5%		(86,231)
<b>Disposal Costs -</b>				
OMS Marketing and Promotion	2,372,000 OMS @	1.50%	3,558 £ per unit	(35,580)
Residential Sales Agent Costs	2,372,000 OMS @	0.50%	1,186 £ per unit	(11,860)
Residential Sales Legal Costs	2,372,000 OMS @	1.00%	2,372 £ per unit	(23,720)
Affordable Sale Legal Costs			lump sum	(10,000)
<b>Disposal Cost analysis:</b>			<b>8,116 £ per unit</b>	
<b>Interest (on Development Costs) -</b>	7.00% APR		0.565% pcm	(27,979)
<b>Developers Profit -</b>				
Profit on OMS	2,372,000	20.00%		(474,400)
Margin on AH	317,104	6.00% on AH values		(19,026)
<b>Profit analysis:</b>	<b>2,689,104</b>	<b>18.35% blended GDV</b>	<b>(493,426)</b>	
	<b>1,606,543</b>	<b>30.71% on costs</b>	<b>(493,426)</b>	
<b>TOTAL COSTS</b>				<b>(2,099,969)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				589,134
SDLT	589,134 @	HMRC formula		(18,957)
Acquisition Agent fees	589,134 @	1.0%		(5,891)
Acquisition Legal fees	589,134 @	0.5%		(2,946)
Interest on Land	589,134 @	7.00%		(41,239)
Residual Land Value				<b>520,101</b>
<b>RLV analysis:</b>	<b>52,010 £ per plot</b>	<b>1,820,355 £ per ha (net)</b>	<b>736,687 £ per acre (net)</b>	
		<b>1,456,284 £ per ha (gross)</b>	<b>589,350 £ per acre (gross)</b>	
			<b>19.34% % RLV / GDV</b>	



Scheme Typology:

**Scheme CC**

No Units: **10**

Site Typology:

Rugeley

Greenfield/Brownfield:

**Greenfield**

Notes:

n/a

**BENCHMARK LAND VALUE (BLV)**

Residential Density			35.0	dph (net)		
Site Area (net)			0.29	ha (net)	0.71	acres (net)
Net to Gross ratio			80%			
Site Area (gross)			0.36	ha (gross)	0.88	acres (gross)
Benchmark Land Value (net)	8,306	£ per plot	290,706	£ per ha (net)	117,647	£ per acre (net)
			2,247	sqm/ha (net)	9,788	sqft/ac (net)
			28	dph (gross)		
			232,565	£ per ha (gross)	94,118	£ per acre (gross)
						<b>83,059</b>

**BALANCE**

Surplus/(Deficit)			1,529,649	£ per ha (net)	619,040	£ per acre (net)
						<b>437,043</b>

Scheme Typology:  
Site Typology:  
Notes:

Scheme CC  
Rugeley  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

**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**

Balance (RLV - BLV £ per acre (n))	619,040	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	0.00	850,238	753,569	705,235	656,900	608,566	560,232	511,897
	5.00	846,216	749,950	701,817	653,683	605,550	557,417	509,283
CIL £ psm	10.00	842,195	746,330	698,398	650,466	602,534	554,602	506,669
58.84	15.00	838,173	742,711	694,980	647,249	599,518	551,787	504,055
	20.00	834,152	739,092	691,562	644,032	596,502	548,972	501,441
	25.00	830,130	735,472	688,143	640,814	593,485	546,156	498,827
	30.00	826,109	731,853	684,725	637,597	590,469	543,341	496,213
	35.00	822,087	728,234	681,307	634,380	587,453	540,526	493,600
	40.00	818,066	724,614	677,889	631,163	584,437	537,711	490,986
	45.00	814,044	720,995	674,470	627,946	581,421	534,896	488,372
	50.00	810,023	717,376	671,052	624,728	578,405	532,081	485,758
	55.00	806,001	713,756	667,634	621,511	575,389	529,266	483,144
	60.00	801,980	710,137	664,215	618,294	572,373	526,451	480,530
	65.00	797,958	706,518	660,797	615,077	569,356	523,636	477,916
	70.00	793,937	702,898	657,379	611,860	566,340	520,821	475,302
	75.00	789,915	699,279	653,961	608,642	563,324	518,006	472,688
	80.00	785,894	695,659	650,542	605,425	560,308	515,191	470,074
	85.00	781,872	692,040	647,124	602,208	557,292	512,376	467,460
	90.00	777,851	688,421	643,706	598,991	554,276	509,561	464,846
	95.00	773,829	684,801	640,287	595,774	551,260	506,746	462,232
	100.00	769,808	681,182	636,869	592,556	548,243	503,931	459,618
	105.00	765,786	677,563	633,451	589,339	545,227	501,116	457,004
	110.00	761,765	673,943	630,033	586,122	542,211	498,301	454,390
	115.00	757,743	670,324	626,614	582,905	539,195	495,485	451,776
	120.00	753,722	666,705	623,196	579,688	536,179	492,670	449,162
	125.00	749,700	663,085	619,778	576,470	533,163	489,855	446,548

**TABLE 2**

Balance (RLV - BLV £ per acre (n))	619,040	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	15.0%	984,551	874,451	819,401	764,351	709,301	654,251	599,201
	16.0%	948,223	841,756	788,522	735,289	682,055	628,821	575,588
Profit	17.0%	911,895	809,061	757,644	706,227	654,809	603,392	551,975
20.0%	18.0%	875,568	776,366	726,765	677,164	627,564	577,963	528,362
	19.0%	839,240	743,671	695,887	648,102	600,318	552,533	504,749
	20.0%	802,913	710,977	665,008	619,040	573,072	527,104	481,136

**TABLE 3**

Balance (RLV - BLV £ per acre (n))	619,040	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
	100,000	820,560	728,624	682,655	636,687	590,719	544,751	498,783
	115,000	805,560	713,624	667,655	621,687	575,719	529,751	483,783
BLV (£ per acre)	130,000	790,560	698,624	652,655	606,687	560,719	514,751	468,783
117,647	145,000	775,560	683,624	637,655	591,687	545,719	499,751	453,783
	160,000	760,560	668,624	622,655	576,687	530,719	484,751	438,783
	175,000	745,560	653,624	607,655	561,687	515,719	469,751	423,783
	190,000	730,560	638,624	592,655	546,687	500,719	454,751	408,783
	205,000	715,560	623,624	577,655	531,687	485,719	439,751	393,783
	220,000	700,560	608,624	562,655	516,687	470,719	424,751	378,783
	235,000	685,560	593,624	547,655	501,687	455,719	409,751	363,783
	250,000	670,560	578,624	532,655	486,687	440,719	394,751	348,783
	265,000	655,560	563,624	517,655	471,687	425,719	379,751	333,783
	280,000	640,560	548,624	502,655	456,687	410,719	364,751	318,783
	295,000	625,560	533,624	487,655	441,687	395,719	349,751	303,783
	310,000	610,560	518,624	472,655	426,687	380,719	334,751	288,783
	325,000	595,560	503,624	457,655	411,687	365,719	319,751	273,783

Scheme Typology:  
Site Typology:  
Notes:

Scheme CC  
Rugeley  
n/a

No Units: 10  
Greenfield/Brownfield: Greenfield

**TABLE 4**

Balance (RLV - BLV £ per acre (n))	619,040	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
19	372,907	322,999	298,044	273,090	248,136	223,182	198,228	
21	426,658	371,496	343,915	316,334	288,753	261,172	233,591	
Density (dph)	23	480,408	419,993	389,785	359,578	329,370	299,163	268,955
35.0	25	534,159	468,490	435,656	402,822	369,987	337,153	304,319
27	587,910	516,988	481,526	446,065	410,604	375,143	339,682	
29	641,661	565,485	527,397	489,309	451,221	413,133	375,046	
31	695,411	613,982	573,267	532,553	491,838	451,124	410,409	
33	749,162	662,479	619,138	575,797	532,455	489,114	445,773	
35	802,913	710,977	665,008	619,040	573,072	527,104	481,136	
37	856,664	759,474	710,879	662,284	613,689	565,094	516,500	
39	910,414	807,971	756,750	705,528	654,306	603,085	551,863	

**TABLE 5**

Balance (RLV - BLV £ per acre (n))	619,040	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
90%	971,570	879,776	833,879	787,982	742,085	696,188	650,291	
92%	937,964	846,118	800,194	754,271	708,347	662,424	616,501	
Build Cost	94%	904,301	812,459	766,509	720,560	674,610	628,660	582,711
100%	96%	870,505	778,675	732,759	686,844	640,873	594,897	548,921
(105% = 5% increase)	98%	836,709	744,826	698,884	652,942	607,000	561,059	515,117
100%	802,913	710,977	665,008	619,040	573,072	527,104	481,136	
102%	769,117	677,128	631,133	585,139	539,144	493,150	447,155	
104%	735,320	643,279	597,258	551,237	505,216	459,195	413,174	
106%	701,524	609,430	563,382	517,335	471,288	425,240	379,193	
108%	667,728	575,581	529,507	483,433	437,360	391,286	345,212	
110%	633,932	541,732	495,632	449,531	403,431	357,331	311,231	
112%	600,136	507,883	461,756	415,630	369,503	323,377	277,250	

**TABLE 6**

Balance (RLV - BLV £ per acre (n))	619,040	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
80%	239,407	203,831	186,037	168,244	150,451	132,657	114,864	
82%	295,767	254,545	233,934	213,324	192,713	172,102	151,491	
Market Values	84%	352,116	305,260	281,831	258,403	234,975	211,547	188,118
100%	86%	408,466	355,974	329,729	303,483	277,237	250,991	224,746
(105% = 5% increase)	88%	464,815	406,689	377,626	348,562	319,499	290,436	261,373
90%	521,165	457,404	425,523	393,642	361,761	329,881	298,000	
92%	577,515	508,118	473,420	438,722	404,024	369,325	334,627	
94%	633,864	558,833	521,317	483,801	446,286	408,770	371,254	
96%	690,214	609,547	569,214	528,881	488,548	448,215	407,882	
98%	746,563	660,262	617,111	573,961	530,810	487,659	444,509	
100%	802,913	710,977	665,008	619,040	573,072	527,104	481,136	
102%	859,262	761,691	712,906	664,120	615,334	566,549	517,763	
104%	915,612	812,406	760,803	709,200	657,597	605,975	554,332	
106%	971,962	863,080	808,630	754,179	699,729	645,278	590,828	
108%	1,028,128	913,613	856,355	799,097	741,839	684,581	627,324	
110%	1,084,275	964,145	904,080	844,015	783,949	723,884	663,819	
112%	1,140,422	1,014,677	951,805	888,932	826,060	763,187	700,315	
114%	1,196,570	1,065,210	999,530	933,850	868,170	802,490	736,810	
116%	1,252,717	1,115,742	1,047,255	978,768	910,281	841,793	773,306	
118%	1,308,864	1,166,275	1,094,980	1,023,685	952,391	881,096	809,802	
120%	1,365,011	1,216,807	1,142,705	1,068,603	994,501	920,399	846,297	

**TABLE 7**

Balance (RLV - BLV £ per acre (n))	619,040	Affordable Housing - % on site 20%						
		0%	10%	15%	20%	25%	30%	35%
-	802,913	710,977	665,008	619,040	573,072	527,104	481,136	
1,000	789,074	697,137	651,169	605,201	559,233	513,265	467,297	
Additional Low Carbon/Energy Reduction	2,000	775,234	683,298	637,330	591,362	545,394	499,426	453,458
7,500	3,000	761,395	669,459	623,491	577,523	531,554	485,586	439,618
4,000	747,556	655,620	609,651	563,683	517,715	471,747	425,779	
5,000	733,716	641,780	595,812	549,844	503,876	457,908	411,940	
6,000	719,877	627,941	581,973	536,005	490,037	444,069	398,100	
7,000	706,038	614,102	568,134	522,165	476,197	430,229	384,261	
8,000	692,199	600,262	554,294	508,326	462,358	416,390	370,422	
9,000	678,359	586,423	540,455	494,487	448,519	402,551	356,583	
10,000	664,520	572,584	526,616	480,648	434,680	388,711	342,743	

## 240828 Rugeley\_Whole Plan Viability Bungalow Appraisal CB - CC V4 - Summary Table

Scheme Ref:	Scheme CB	Scheme CC
No Units:	10	10
Location / Value Zone:	Rugeley	Rugeley
Development Scenario:	Brownfield	Greenfield
Notes:	n/a	n/a
Total GDV (£)	£2,689,104	£2,689,104
AH Target % (& mix)	20.00%	20.00%
Affordable Rent:	25.00%	25.00%
Social Rent:	35.00%	35.00%
First Homes:	25.00%	25.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	15.00%	15.00%
CIL (£ psm)	£58.84	£58.84
CIL (£ per unit)	£3,013	£3,013
CIL (£) (total)	(30,126)	(30,126.00)
Net Biodiversity costs (per unit)	£521.00	£521.00
Net Biodiversity costs (total)	(2,680)	(10,030.00)
SAC Payment (per unit)	£290.58	£290.58
SAC Payment (total)	(2,906)	(2,905.80)
Part L / FHS (per unit)	£4,500.00	£4,500.00
Part L / FHS (total)	(45,000)	(45,000.00)
Total Developers Profit (£)	£493,426	£493,426
Developers Profit (% on OMS)	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%
Developers Profit (% blended)	18.35%	18.3%
<b>Developers Profit (% on costs)</b>	<b>30.36%</b>	<b>30.7%</b>
RLV (£)	£503,739	£520,101
RLV (£/acre)	£713,512	£736,687
RLV (£/ha)	£1,763,087	£1,820,355
BLV (£)	£178,618	£83,059
BLV (£/acre)	£253,000	£117,647
BLV (£/ha)	£625,163	£290,706
Surplus/Deficit	£325,121	£437,043
Surplus/Deficit (£/acre)	£460,512	£619,040
Surplus/Deficit (£/ha)	£1,137,924	£1,529,649
Plan Viability comments	Viable	Viable

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