



**CUSHMAN &  
WAKEFIELD**

# **SOLIHULL LOCAL PLAN VIABILITY STUDY**

Prepared for

**Solihull Metropolitan  
Borough Council**

14 October 2020

Ref: 16 2SH S00

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## 1. Introduction

### 1.1. Background

This report follows the outcome of the consultation on the Draft Local Plan Review. The purpose of the report is to appraise the viability of proposed policies, and policy-compliant site delivery.

The viability modelling presented within the report is informed by current market evidence, including land values, sales transactions, build costs, and site-specific considerations (The reference date for this report with regard to such evidence is March 2020).

### 1.2. Local Context

The Council is undertaking an early review of its adopted Local Plan for a number of reasons.

- Firstly, following a High Court challenge and Court of Appeal decision, parts of the local plan, i.e. the housing land provision target (the target set out in Policy P5, its justification, the housing trajectory and five year housing land requirement) is treated as not adopted. In addition, two areas of land added to the Green Belt were removed and treated as white land. The remainder of the plan remains as an up to date adopted development plan.
- Secondly, the Greater Birmingham Housing Market Area (HMA) jointly commissioned a Strategic Growth Study for the area. The Study<sup>1</sup>, published February 2018, comprises a Strategic Green Belt Study for the area, revised evidence on housing requirements and supply and proposes potential growth areas to meet the shortfall in land for new housing identified by the Birmingham Development Plan.
- Thirdly, Solihull is the location for the first High Speed 2 (HS2) rail interchange station outside London, and the scale of development opportunity this brings is set out in the Midlands HS2 Growth Strategy published in July 2015. This identifies the potential to deliver around 16,500 new jobs and 1,900 new homes in the vicinity of the HS2 interchange station. The UK Central Solihull Urban Growth Company has recently published the UK Central Hub Growth and Infrastructure Plan<sup>2</sup> predicting up to 77,500 jobs, 4,000 homes and 775,000 square metres of commercial space over the wider Hub Area, including the Airport, NEC, JLR, Birmingham Business Park, and Arden Cross, the location of the HS2 Interchange, by the mid 2040's.

SMBC published its Local Plan Review Scope, Issues & Options for consultation in November 2015, and the Draft Local Plan Review for consultation in December 2016. A Supplementary Consultation focused on housing sites was published in January 2019. The Council is seeking to adopt a reviewed Local Plan in 2021. This Viability Study will form part of a suite of SMBC commissioned studies forming the evidence base to support the Local Plan Review.

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<sup>1</sup> Greater Birmingham Housing Market Area (HMA) - Strategic Growth Study: <http://www.solihull.gov.uk/lpr>

<sup>2</sup> [http://www.solihull.gov.uk/Portals/0/Planning/LPR/UK\\_Central\\_Hub\\_Growth\\_Infrastructure\\_Plan.pdf](http://www.solihull.gov.uk/Portals/0/Planning/LPR/UK_Central_Hub_Growth_Infrastructure_Plan.pdf)

### 1.3. Role of this Report

This report undertakes viability Appraisal and Scenario testing of proposed policies and site allocations of the Draft Local Plan.

The approach taken is one of:

- testing a number of key sites considered important to the delivery of housing numbers in the Draft Local plan, and,
- a representative sample of site typologies,
- by way of a detailed cumulative assessment of all the draft plan policies, and infrastructure requirements in order to satisfy the NPPF viability and deliverability tests (see below), over the Plan period.

### 1.4. The Approach to Viability Testing Local Plans

The viability testing, and the subsequent evaluation of the results, is performed in the context of the National Planning Policy Framework, and specifically planning practice guidance in relation to viability

At the heart of assessing viability is land or site value – the “benchmark land value”.

The Guidance sets out that the default approach to defining the “benchmark land value” is a method based on the defined existing use value of the land, known as “existing use value plus” (EUV+).

#### **The “Existing use value plus” (EUV+) approach**

The guidance states that:

- To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. ***The premium for the landowner should:***
- ***reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land.***
- ....provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to fully comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called ‘existing use value plus’ (EUV+).

Paragraph: 013 Reference ID: 10-013-20190509

Revision date: 09 05 2019

- The benchmark land value should
- reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees In plan making, [and],
- the landowner premium should be tested and balanced against emerging policies.

Paragraph: 014 Reference ID: 10-014-20190509

Revision date: 09 05 2019

- Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan.

Paragraph: 016 Reference ID: 10-016-20190509

Revision date: 09 05 2019

The guidance also states that in certain circumstances, defining Benchmark Land Value based on the “Alternative Use Value” approach may be appropriate.

### **The Alternative Use Value Approach**

The guidance states:

- For the purpose of viability assessment alternative use value (AUV) refers to the value of land for uses other than its existing use.
- Plan makers can set out in which circumstances alternative uses can be used, akin to a series of tests, which might include:
  - if there is evidence that the alternative use would fully comply with up to date development plan policies,
  - if it can be demonstrated that the alternative use could be implemented on the site in question,
  - if it can be demonstrated there is market demand for that use, and,
  - if there is an explanation as to why the alternative use has not been pursued.
- Where AUV is used this should be supported by evidence of the costs and values of the alternative use to justify the land value.
- Valuation based on AUV includes the premium to the landowner, and if evidence of AUV is being considered the premium to the landowner must not be double counted.
- Where it is assumed that an existing use will be refurbished or redeveloped this will be considered as an AUV when establishing BLV.

Paragraph: 017 Reference ID: 10-017-20190509

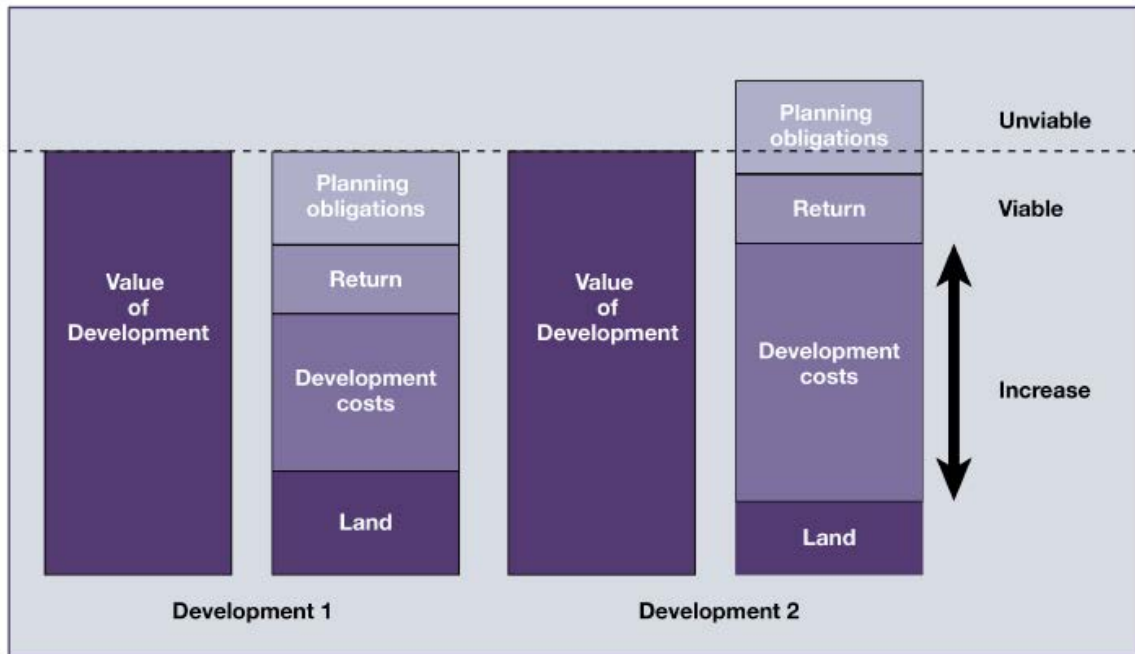
Revision date: 09 05 2019

By implication these factors will assist decision makers when arriving at the appropriate premium for the landowner, over the existing use value.

The RICS Practice guidance, *Financial Viability in Planning* (2012), is the viability methodology for chartered surveyors practicing in this area. This document provides the following definition:

*“An objective financial viability test is the ability of a development project to meet its costs including the costs of planning obligations, while ensuring an appropriate site value for the land owner and market risk adjusted return to the developer in delivering the project” (Para. 2.1)*

This is illustrated in the figure, below, which compares two developments.



- Development 1 demonstrates a viable development whereby the land value, development costs, planning obligations and developers return are equal to the value of development.
- Development 2 has increased development costs, which put downward pressure on the land value capable of being achieved and renders the development unviable as the developer's return and planning obligations remain constant.

Indeed, with regard to ensuring viability and delivery of sites, the Planning Practice Guidance states

“Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and that the total cumulative cost of all relevant policies will not undermine deliverability of the plan.”

Paragraph: 002 Reference ID: 10-002-20190509

Revision date: 09 05 2019

Also, the National Planning Policy Framework (para 34) states:

“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). Such policies should not undermine the deliverability of the plan”

Clearly, when testing local plans for viability, whilst the “premium” applied in the “EUV plus” approach to Benchmark Land Value, must be sensitive to abnormal cost considerations and indeed planning policy (in effect introducing a “ceiling” benchmark land value), by the same token there will always be a “floor” site value beyond which rational landowners will not bring their site forward for development.

The challenge for the Local Plan remains one of striking the right balance.

## 1.5. The Sites

The Draft Local Plan proposes a number of site allocations. For the purpose of viability testing, Solihull Council have asked C&W to review a selection of sites that reflect the profile of sites likely to come forward for development during the Local Plan period, principally as allocations, but also as larger windfall. They range across location (sub-market housing area); size and previous land use.

The following sites have been tested as typologies<sup>3</sup> (with local plan 'working references'):

- **North Solihull Greenfield (<200 dw):** Site 5: Chester Road, Fordbridge (c. 4 hectares gross), 100 dwellings. Located around 1 mile east of Fordbridge and 2 miles north of Birmingham Airport.
- **North Solihull Previously Developed Land (<200 dw):** Site 14: Arran Way (c. 2 hectares gross), 50 dwellings. A low value brownfield site with a commercial existing use. Located within the Smith's Wood area of North Solihull, approximately 7 miles east of Birmingham city centre.
- **Mature Suburbs Greenfield (>200dw):** Site 16: Land east of Solihull (c. 37 hectares gross), 600 dwellings. A greenfield site off Damson Parkway, and north of Hampton Lane, around 1 mile to the north east of Solihull town centre.
- **Mature Suburbs Previously Developed Land (>200 dw):** Site 11: Former TRW Site, Shirley (c. 19 hectares gross), 480 dwellings. A large brownfield site currently comprising a business park, including office headquarters and various other buildings and testing facilities. Located on the Stratford Road just south of Shirley High Street, approximately 2 miles west of Solihull.  
During the preparation of this viability study, Site 11 has been granted a hybrid planning permission for residential, car showroom and C2 residential care use, however the site has been retained within the viability study as a typology to illustrate an example of former employment land being brought forward for residential use, located in the Mature Suburbs.
- **Mature Suburbs Greenfield (<200dw):** Site 18: Sharmans Cross Road (c. 3 hectares gross), 100 dwellings. The site consists of an area of undeveloped recreational open space on which the housing will be developed. The site is located around 1 mile west of Solihull town centre.
- **Mature Suburbs Brownfield (<200dw):** Site 17: Land at Moat Lane (c. 5 hectares gross), 150 dwellings. The site, currently an industrial estate, is some 0.75 miles to the south of the Jaguar Land Rover site, and around a mile north of Solihull town centre.
- **Rural Greenfield (>200 dw):** Site 8: Land at Hampton Road, Knowle (c.13 hectares gross), 300 dwellings. A greenfield site to the north of Knowle.
- **Rural Greenfield (<200 dw):** Site 2: Frog Lane, Balsall Common (c. 5.3 hectares gross), 110 dwellings. Located to the south of Balsall Common, approximately 6 miles east of Solihull and 12 miles south east of Birmingham.
- **Rural Previously Developed Land (>200dw):** Site 22: Trevallion Stud, Balsall Common (c. 10 hectares gross), 300 dwellings. A partially brownfield site occupied by paddock lands with associated buildings and open space, located approximately 5 miles east of Solihull and 11 miles south east of Birmingham.
- **Rural Previously Developed Land/Greenfield (<200 dw):** Site 6: Meriden Road, Hampton-in-Arden (c. 7 hectares gross), 100 dwellings. A predominantly brownfield site

<sup>3</sup> These sites are included as 'high level' typologies across the different sub-market areas within the Borough and reflect different scales and greenfield/brownfield. The site numbers are based on the 2016 Draft Local Plan consultation document. Sites 11 and 14 have since come forward for planning permission, but have been retained to as examples..

occupied by an industrial storage yard, alongside undeveloped farmland. Located around half a mile east of Hampton-In-Arden and 3.5 miles east of Solihull.

C&W have also been asked to test the following “generic” typologies:

- “Windfall Sites”
- Retirement Housing

In summary, the sites tested (typologies and site specific testing) are set out by context, below.

**Table 1.1 Site Typologies**

	North Solihull		Mature Suburbs		Rural Area	
	Strategic 200+	Smaller ≤199	Strategic 200+	Smaller ≤199	Strategic 200+	Smaller ≤199
Greenfield	N/A	Site 5	Site 16	Site 18	Site 8	Site 2
Previously Developed Land	N/A	Site 14	Site 11	Mid Value - Site 17 High Value - Windfalls	Site 22	Site 6



## 1.6. The Policies to be Tested

This report carries out a Viability Assessment for each site, to consider the cumulative impact of national and local standards, local policies (including the adopted Local Plan), proposed policies, infrastructure and other development costs on viability, at the specific sites, highlighted above. This will inform the Council in preparing the Submission Draft Local Plan.

The Draft Local Plan includes a number of policies that may have a potential material impact on development viability. The schedule below sets out these policies and how they have been considered in the study.

**Table 1.2 Draft Local Plan Review Policy Assumptions**

<b>Policy Assumptions</b>	<b>Detail</b>	<b>How tested</b>																				
<b>Policy P4 'Meeting Housing Needs'</b>																						
Policy P4a 'Affordable Housing'	All developments of 10 or more residential units, 0.5ha or more, or which have a maximum combined gross floor space of >1,000sqm <sup>4</sup> should be:	Effect on Gross Development value, dependent on tenure and size																				
Policy P4a - Tenure scenarios	<p><b>Test one scenario:</b></p> <p>i – Existing policy</p> <p><b>Existing:</b></p> <p>40% affordable housing -</p> <p>65% of which is social rent (26% of total) and</p> <p>35% of which is shared ownership (14% of total).</p>	Effect on Gross Development value, dependent on tenure and size																				
Policy P4a - Mix scenarios (for affordable housing)	<p><b>One scenario tested:</b></p> <p>This is based on the Draft HEDNA report, which recommends an affordable housing mix as follows:</p> <table border="1" data-bbox="587 1330 1150 1711"> <thead> <tr> <th colspan="2">SOCIAL RENT (65%)</th> </tr> </thead> <tbody> <tr> <td>30%</td> <td>1-bedroom maisonettes/apartments (2 person home)</td> </tr> <tr> <td>35%</td> <td>2-bedroom houses (4 person home)</td> </tr> <tr> <td>25%</td> <td>3-bedroom houses (5 person home)</td> </tr> <tr> <td>10%</td> <td>4-bedroom houses (6 person home)</td> </tr> <tr> <th colspan="2">SHARED OWNERSHIP (35%)</th> </tr> <tr> <td>15%</td> <td>1-bedroom maisonettes/apartments</td> </tr> <tr> <td>40%</td> <td>2-bedroom houses/apartments</td> </tr> <tr> <td>40%</td> <td>3-bedroom houses</td> </tr> <tr> <td>5%</td> <td>4-bedroom houses</td> </tr> </tbody> </table>	SOCIAL RENT (65%)		30%	1-bedroom maisonettes/apartments (2 person home)	35%	2-bedroom houses (4 person home)	25%	3-bedroom houses (5 person home)	10%	4-bedroom houses (6 person home)	SHARED OWNERSHIP (35%)		15%	1-bedroom maisonettes/apartments	40%	2-bedroom houses/apartments	40%	3-bedroom houses	5%	4-bedroom houses	Effect on Gross Development value, dependent on tenure and size
SOCIAL RENT (65%)																						
30%	1-bedroom maisonettes/apartments (2 person home)																					
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10%	4-bedroom houses (6 person home)																					
SHARED OWNERSHIP (35%)																						
15%	1-bedroom maisonettes/apartments																					
40%	2-bedroom houses/apartments																					
40%	3-bedroom houses																					
5%	4-bedroom houses																					
Policy P4c 'Market Housing'	Where the Council issues a development brief for a site this will include details of the likely profile of household types requiring market housing, e.g. multi-person, including families (y%), single	Market Housing mixes considered at variance to that which the market would otherwise provide,																				

<sup>4</sup> As updated in the Planning Practice Guidance: Paragraph: 023 Reference ID: 23b-023-20190901

<b>Policy Assumptions</b>	<b>Detail</b>	<b>How tested</b>
	<p>persons (y%) and couples (z%), as identified by the latest Strategic Housing Market Assessment.</p> <p><b>Test one scenario:</b></p> <p>i) proposed DLP policy</p> <p><u>Proposed DLP policy<sup>5</sup></u></p> <p>Borough-wide:</p> <p>1-2 bed: 30% (minimum)</p> <p>3-bed: 50%</p> <p>4-bed: 20% (maximum)</p>	<p>will have the effect of reducing the GDV of the site from that which would otherwise be achieved based on the “optimum” market mix. This will vary from site to site, and will be explained in more detail in Sections 3 and 4.</p>
<p>Policy P4d (Self-build and custom build register) (Option 2)</p>	<p>The Council will require developers of allocated sites to make a contribution to Self and Custom Build Housing on residential sites of 100 units or more. Contributions will be expected to be made in the form of 5% of open market dwellings in the form of Self and Custom Build Plots on each development site.</p>	<p>The “market” rate for land reserved for Self &amp; Custom Build homes will be less than that achieved for plots that are openly marketed</p> <p>On strategic sites, such as the subject sites, which have significant site servicing requirements, this may have viability implications.</p> <p>This has been included in Round 2 testing within this report.</p>
<b>Policy P5 ‘Provision of Land for Housing’</b>		
Nationally described space standards	In accordance with the Government’s technical standard	As per Chapter 2 - applies to all sites
<b>Policy P7 ‘Accessibility and Ease of Access’</b>		
Public transport, cycleways/footpaths contributions	<p>Seek to improve accessibility by sustainable transport modes where accessibility is inadequate.</p> <p>See past Section 106 negotiations.</p>	<p>Through S106 allowance.</p> <p>The size and composition of S106 contributions from larger sites across the Borough were analysed, and after discussion with Solihull MBC, a Section 106 allowance has been made as follows:</p> <p>£10,000 / dwelling for larger Sites 8, 11, 16, and 22</p> <p>£6,500 / dwelling for Sites 2, 6, 17, 18</p>

<sup>5</sup> Based on the PBA (2016) ‘Strategic Housing Market Assessment Part 2 Objectively Assessed Need for Affordable Housing’: [http://www.solihull.gov.uk/Portals/0/Planning/LPR/SHMA\\_Part\\_2\\_Affordable\\_Housing\\_and\\_Housing\\_Mix\\_2016.pdf](http://www.solihull.gov.uk/Portals/0/Planning/LPR/SHMA_Part_2_Affordable_Housing_and_Housing_Mix_2016.pdf)

<b>Policy Assumptions</b>	<b>Detail</b>	<b>How tested</b>
		£0 / dwelling for Sites 5 and 14 as they are within the North Solihull Area
<b>Policy P8 'Managing Travel Demand and Reducing Congestion'</b>		
Highway improvements, travel planning, traffic regulation orders, parking	Travel Plans (based on Gloucester model)	£200 per dwelling
<b>Policy P8 'Managing Travel Demand and Reducing Congestion'</b>		
Highway improvements, travel planning, traffic regulation orders, parking	Seek to ensure highway safety and minimise delays for all road users; take evidence-based approach to car parking provision. See past Section 106 negotiations. Also, see Policy P21 below.	Through S106 allowance. (See Above)
<b>Policy P9 'Climate Change'</b>		
Future Homes Standard	Test Option 2 of the Future Homes Standard consultation	Up to £4,850 per dwelling Having regard to the FHS Impact Statement 2019, particularly the table of additional capital costs (Table 5), we have adopted the "average" additional capital cost of £4,620 per dwelling for sites with a development density between 35 and 40 dwellings per hectare, reflecting a fairly standard housing mix. For sites with a density above 40 dwellings per hectare, we have applied a reduced additional capital cost of £4,200 per dwelling, to reflect the fact that a greater proportion of smaller units will be delivered, for which the average cost is lower.
Electric Charging Vehicles	To comply with a new policy of a charging point per dwelling, the upper end of the Building Regs consultation 2018.	Over cost allowance of £1,000 per dwelling
<b>Policy P10 'Natural Environment'</b>		
Biodiversity on-site and off-site contributions	Seek 10% net gain of biodiversity and enhancements where appropriate. Biodiversity offsetting matrix has been used for Solihull Local Plan sites, and developments such as Jaguar Land Rover extension. See past Section 106 negotiations.	Through S106 allowance. (See Above)

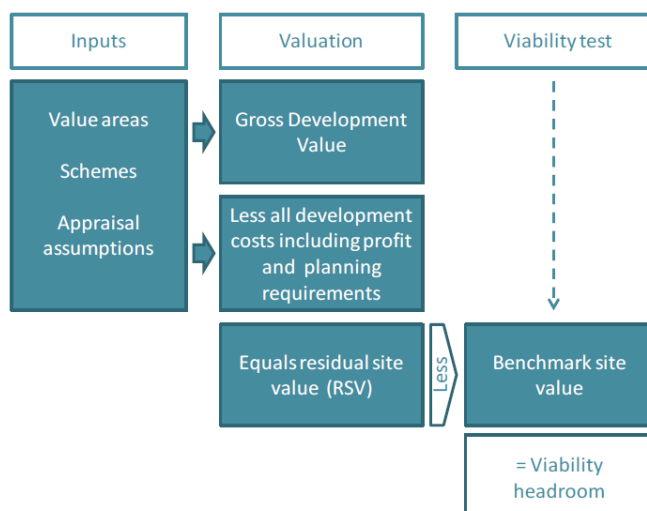
<b>Policy Assumptions</b>	<b>Detail</b>	<b>How tested</b>
<b>Policy P11 'Water Management'</b>		
Water consumption	Water consumption rate of 110l per person per day. Not been tested or implemented in previous Local Plan. Evidence to support in Water Cycle Study and has been tested here.	From the experience of C&W, the over costs inherent in achieving this standard are negligible and so have not been specifically tested.
Drainage	Promotes use of SUDS. Greenfield run-off rates required on sites over 1 hectare (or equivalent on brownfield sites prior to development). See past Section 106 negotiations.	Through S106 allowance. (See Above)
<b>Policy P15 'Securing Design Quality' &amp; P16 'Conservation of Heritage Assets and Local Distinctiveness'</b>		
BCIS rates (local)	We have prepared build cost rates on a site by site consideration and related this to BCIS.	Refer to Section 3, regarding constructions costs, below
Secured by Design		From the experience of C&W, the over costs inherent in achieving this standard are negligible and so have not been specifically tested.
<b>Policy P18 'Health and Wellbeing'</b>		
Healthcare contributions	Secondary Care – University Hospitals Birmingham	£500 per unit
<b>Policy P18 'Health and Wellbeing'</b>		
Healthcare contributions	Primary Care – See past Section 106 negotiations, but this may increase after further discussions with NHS partners.	£500 per unit
<b>Policy P20 'Provision for open space, children's play, sport, recreation and leisure'</b>		
Children's play and open space contributions	See past Section 106 negotiations. Most sites will require provision of at least a LEAP, provision is included in the concept masterplan.	Through S106 allowance (see above), and land given over in indicative masterplans
Replacement playing pitches	Cushman and Wakefield to advise; Includes Site 8.	Through S106 allowance (see above), and land given over in indicative masterplans
<b>Policy P21 'Developer contributions and Infrastructure Provision'</b>		
Education	Based on past S106 contribution.	£5,000 per unit for primary education on sites 2, 8, 11, 16 and 22 and land given over in indicative masterplans
SEND provision in new schools	Based on advice from SMBC 'School Place Planning'	£300 per unit

Policy Assumptions	Detail	How tested
Early Years provision in new schools	Based on advice from SMBC ‘School Place Planning’	£600 per unit
Police	Representations to Local Plan Review	£150 per unit
Other infrastructure costs	Site specific – one form entry Secondary school across the Balsall Common sites.	£3,500 per unit on sites 2 and 22
On-site road infrastructure	Cushman and Wakefield to advise. See past Section 106 negotiations.	Infrastructure allowance made (Refer to section 3.5.2, below)
Off-site road infrastructure	Cushman and Wakefield to advise.	Infrastructure allowance made (Refer to section 3.5.2, below)
Utilities	Cushman and Wakefield to advise.	Infrastructure allowance made (Refer to section 3.5.2, below)

### 1.7. The Viability Testing Approach

For each of the ten ‘typology’ sites tested, the following approach to viability testing is adopted

- The assessment involves a residual appraisal methodology in accordance with the above guidance. The model utilises *Argus Circle Developer*.
- A residual appraisal is then carried out subtracting all anticipated development costs from the scheme’s Gross/Net Development Value to arrive at a residual site value for each of the tested sites under each policy scenario testing. The appraisal also includes provision for affordable housing, other typical planning standards and S106 obligations as inputs.
- The residual site value for each development scheme is then benchmarked against a site value threshold to determine the ‘headroom’ available for the new policies to be tested.



## 1.8. Report Format

The main body of this report is set out in the following sections:

- Section 2: Market Review - a review of sales evidence pertinent to the typologies reviewed
- Section 3: Core Appraisal Assumptions
- Section 4: Typology Specific Appraisal Assumptions
- Section 5: Viability Modelling – “Round 1 Testing”
- Section 6: Viability Modelling – “Round 2 Testing”
- Section 7: “Round 3 Testing” – Additional Site Typologies Testing
- Section 8: CIL Headroom Analysis & Policy Implications

## 2. Market Review

### 2.1. Introduction

We have split our comparable evidence based on the nature of the specific sites and have considered the density, location and the standard of the accommodation to be provided. Given that both Sites 5 (Chester Road, Fordbridge) and 14 (Arran Way) fall within the North Solihull area, we have considered the same comparable evidence for both. Likewise, Sites 8 (Knowle) and 16 (East of Solihull) share common comparable evidence, as do Sites 2 and 22 (Balsall Common).

Sales and marketing evidence for the remaining sites have been collated on a site by site basis.

This section reviews local and applicable sales and marketing comparables for the sites to be tested. Tables of comparable evidence can be found at the rear of this document, within Appendix A.

### 2.2. Moat Lane (Site 17)

The nearest new build schemes to the site are at The Hamptons, Hermitage Road (Lode Developments) and The Manor, Manor Road (Avon Homes), just south of the subject site. Evidence of recent transactions can be found within Appendix A – (Site 17), which also includes a number of second hand comparables in the immediate vicinity of the site.

The completed sales at Hermitage Road and Manor Road are all apartment sales, and are now at least 2 years dated, achieving an average sales value of around £320 per sq. ft.

In our opinion, the most useful comparable sales are the semi-detached dwellings, which generally achieve around £320 per sq. ft. On this basis and allowing for a new build premium and a market facing development mix, we would assume new build dwellings at the subject site might achieve around £335 per sq. ft.

Having regard to the relatively high density of the site (52 dwellings per hectare) and its location, as well as at the requirements of the National Space Standards, we have based our assessment on an average unit size of 954 sq. ft., assuming a mix of 2 bedroom apartments (15%), 2 bedroom houses (15%), 3 bedroom houses (50%) and 4 bedroom houses (20%).

### 2.3. Hampton Road, Knowle (Site 8)

#### **Middlefield Spring by Taylor Wimpey (2, 3 and 4 bedroom homes) - Barton Drive, Solihull B93 0PE**

The Middlefield Spring development by Taylor Wimpey represents the most recent new build comparable scheme given its size and of edge of town location. Recent sales evidence featuring a range of housing types is included within Appendix A – (Site 8).

The figures for the Taylor Wimpey scheme are confirmed sales prices and represent a varied mix of dwelling sizes, with a weighted average of around £400/sqft.

We have also considered new build sales values achieved at other schemes in the vicinity of the site, which are also included within Appendix A.

We have also considered the most recent new build sales evidence at Bloor Homes' Blythe Valley scheme, which is located around 3.5 miles south west of Site 8. Average sales values for all housing types have achieved in the order of £365 per sq. ft. Knowle is considered a superior residential area in comparison to Blythe Valley and we would therefore anticipate Site 8 to achieve a premium to this evidence.

Considering the evidence available, an adjusted average sales value of approximately £400 per sq. ft. overall (as evidenced by the Taylor Wimpey scheme) would seem reasonable. Notwithstanding this, we have had reference to the proposed development density (at 37.5 dph) and the proposed Market Housing Mix policy requirement of 30% 1 and 2 bedroom properties. Whilst this is lower than the existing policy requirement, it is still at a level which would exceed what developers would otherwise deliver on a basis unrestrained by planning policy, which would favour a mix based on the majority of units being 3 to 5 bedroom homes. Whilst there is evidence that for schemes that have complied with this policy, £ per sq. ft. sales rates for 2 bedroom homes have actually exceeded those

of larger homes (by virtue of their smaller size), for the larger sites, such as the subject site, such an implicitly large, absolute representation of 1 and 2 bedroom homes may have several effects, including reducing the potential premiums for larger homes. So, in this location, where there is a notable premium on larger properties, this may result in price discounting in this policy scenario. Despite the attractive location, it is our view that interest in this site amongst premium housebuilders based on both these dwelling mix scenarios will be muted, and most interest will come from volume housebuilders appealing to a mass market and which will be reflected in pricing. To reflect this, we have applied a discount of circa. 15%, reducing the value tone from £400 per sq. ft. to £340 per sq. ft.

Having regard to the medium density of the site (37.5 dwellings per hectare) and its location, which is not considered to be well suited to apartments, as well as at the requirements of the National Space Standards, we have based our assessment on an average unit size of 995 sq. ft., assuming a mix of 2 bedroom houses (30%), 3 bedroom houses (50%) and 4 bedroom houses (20%).

## 2.4. East of Solihull (Site 16)

The nearest and most pertinent new build comparables for Site 16 are those included for Site 8 (Hampton Road, Knowle), although there is a notable contextual difference between the sites. Site 8 lies within the Knowle / Dorridge market area, which is distinct from the Solihull Mature Suburbs market within which Site 16 lies.

We have also considered the recent sales evidence at Poppy Fields in Shirley, being developed by Lioncourt Homes and located around 3 miles west of Site 16. On average, sales values at this scheme have achieved in the order of £355 per sq. ft. Site 16 is considered to be located in a superior residential area to Shirley, and therefore we would anticipate sales values at Site 16 to be higher than the evidence at Poppy Fields, but at a discount to the values in the Knowle/Dorridge area, for which there is a premium.

On this basis, a figure of around £375 per sq. ft. would likely be reasonable for the East of Solihull Site (Site 16) compared to £400 sq. ft. for Site 8.

Having regard to the relatively high density of the site (45 dwellings per hectare) and its location, as well as at the requirements of the National Space Standards, we have based our assessment on an average unit size of 954 sq. ft., assuming a mix of 2 bedroom apartments (15%), 2 bedroom houses (15%), 3 bedroom houses (50%) and 4 bedroom houses (20%).

## 2.5. North Solihull (Sites 5 (Chester Road) & 14 (Arran Way))

We have considered recent sales evidence within the North Solihull area and in close proximity to Sites 5 and 14. These are included within Appendix A – (Sites 5 & 14) and summarised as follows.

### **Digby Court – Bellway Homes**

- Developer: Bellway Homes
- Address: Pike Drive, North Solihull, B37 7GB
- Housing Mix: A range of 1, 2, 3 and 4 bedroom dwellings
- Most recent sales recorded throughout 2017
- **Average Achieved Sales Price: £200 per sq. ft.**

### **Saxon Gate – Bellway Homes**

- New-build 2, 3 and 4 bedroom houses
- Developer: Bellway Homes
- Address: Marlene Croft, Birmingham, B37 7JP
- Most recent sales recorded between late 2017 and mid 2018



- **Average Achieved Sales Price: £220 per sq. ft.**

#### **Galia Park – Bellway Homes**

- New-build 2 and 3 bedroom houses
- Developer: Bellway Homes
- Address: Gorse Close, Chelmsley Wood, Birmingham
- Housing Mix: A range of 2 and 3 bedroom dwellings
- Most recent sales recorded throughout 2018
- **Average Achieved Sales Price: £218 per sq. ft.**

#### Site 5 (Chester Road, Fordbridge)

Digby Court is the most comparable development to this site, being located immediately to the south, however, the most recent transactions at this scheme were back in 2017 and are dated. Sales evidence at Digby Court achieved around £200 per sq. ft., although we have also considered both the Saxon Gate and Galia Park schemes, also located in North Solihull, where sales values are closer to £220 per sq. ft. and based upon more recent evidence. Taking this into account, we would expect an overall sales value of £220 per sq. ft. to be reasonable for Site 5, in line with the most recent North Solihull evidence.

As the site is mid density, and having regard to the National Space Standards, we have based our assessment on an average market unit size of 920 sq. ft., assuming a mix of 2 bedroom apartments (10%), 2 bedroom houses (40%), 3 bedroom houses (40%) and 4 bedroom houses (10%).

#### Site 14 (Arran Way)

Saxon Gate is the most comparable development to Site 14, and is located approximately 1.5 miles to the south. We therefore consider this evidence to offer the best guide to sales values, and have adopted a blended rate of £220 per sq. ft. across the properties, which is in line with the most recent available North Solihull evidence.

Considering the high density of this particular site, and in line with the National Space Standards, we have adopted a blended market unit size of 853 sq. ft., assuming a mix of 1 and 2 bedroom apartments (10% and 25% respectively), 2 bedroom houses (15%), 3 bedroom houses (45%) and 4 bedroom houses (5%).

## 2.6. Meriden Road, Hampton-in-Arden (Site 6)

We have considered recent sales evidence within close proximity to the Site which are included within Appendix A – (Site 6) and summarised below:

#### **Meriden Gate – David Wilson Homes**

- New-build houses
- Developer: David Wilson Homes
- Address: Wyatt Way, Letitia Avenue, Jubilee Close, Meriden, Coventry, West Midlands.
- Housing Mix: A development of approximately 90 dwellings, featuring a mix of 2 – 5 bedroom homes.
- **Average Achieved Sales Price: £308 per sq. ft.**

### **Elysian Gardens – Crest Nicholson**

- New-build houses
- Developer: Crest Nicholson
- Address: Meer Stones Road, Welsh Road, Drovers Close, Balsall Common, Coventry, West Midlands.
- Housing Mix: A development of approximately 115 dwellings, featuring a mix of 2 – 4 bedroom homes and apartments.
- **Average Achieved Sales Price: £353 per sq. ft.**

The evidence within Meriden from the Meriden Gate development suggests sales values in the order of circa. £310 per sqft. The transactional evidence at this development is dated, and the units delivered at Meriden Gate appear larger than what we have assumed at the subject site. Accounting for Hampton-in-Arden's superior situation and a more exclusive and less dense development, we anticipate higher sales values to be realised than at Meriden Gate.

Within Balsall Common, the Elysian Gardens development by Crest Nicholson provides a significant amount of recent sales evidence, with an average of around £350 per sqft, and a premium reflected in the smaller, 1 & 2 bed units. This evidence is based again on slightly larger units than we have assumed at the Hampton-in-Arden site, and features a higher density development. We consider the marginally superior location of Balsall Common to have a somewhat balancing effect, and therefore have adopted sales values similar to this evidence.

Taking the above evidence into account, we expect the subject site to achieve average sales values of £350 per sqft for both the 1 and 2 bedroom properties and the 3 and 4 bedroom properties. Within this, we are of the opinion that the larger units will be subject to a relative premium, and have therefore adopted a flat rate for both the smaller and larger dwellings, as opposed to a discount for the latter.

Having regard to the medium density of the site (35 dwellings per hectare) and its location, which is not considered to be well suited to apartments, as well as at the requirements of the National Space Standards, we have based our assessment on an average unit size of 995 sq. ft., assuming a mix of 2 bedroom houses (30%), 3 bedroom houses (50%) and 4 bedroom houses (20%).

## **2.7. Former TRW Site, Stratford Road, Shirley (Site 11)**

We have considered recent comparable sales evidence in close proximity to Site 11 which are detailed within Appendix A – (Site 11) and summarised below. We have then naturally made appropriate adjustments to take account of development and location context:

### **Cheswick Place by Bloor Homes**

- New-build houses
- Developer: Bloor Homes
- Address: Cheswick Green, Solihull
- Housing Mix: A range of 2, 3, 4 and 5 bedroom dwellings
- Around 30 transactions in 2019
- **Average Achieved Sales Price: £363 per sq. ft.**

**Garden Square East by Elegant Homes**

- New-build apartments
- Developer: Elegant Homes
- Address: Dickens Heath, Solihull
- Majority of transactions in 2017
- **Average Achieved Sales Price: £301 per sq. ft.**

**Tidbury Heights by Bellway Homes**

- New-build houses
- Developer: Lioncourt Homes
- Address: Shirley, Solihull
- Housing Mix: A range of 2, 3 and 4 bedroom homes
- All transactions in 2019
- **Average Achieved Sales Price: £377 per sq. ft.**

**Dickens Manor by Bellway Homes**

- New-build houses and apartments
- Developer: Bellway Homes
- Address: Shirley, Solihull
- Housing Mix: A range of 2 bedroom apartments and 3, 4 and 5 bedroom homes
- Majority of transactions in 2017
- **Average Achieved Sales Price: £323 per sq. ft.**

**Poppy Fields by Lioncourt Homes**

- New-build houses
- Developer: Lioncourt Homes
- Address: Shirley, Solihull
- Housing Mix: A range of 2, 3 and 4 bedroom homes
- All transactions in 2019
- **Average Achieved Sales Price: £355 per sq. ft.**

**Conclusion**

The TRW site is comparable to the Bloor Homes scheme 'Cheswick Place' but is in a marginally better location. Other schemes, such as Tidbury Heights and Dickens Manor are also in close proximity to Site 11 to the immediate south west, whilst Poppy Fields is situated just over a mile north down the A34 (Stratford Road). Evidence from these schemes presents a range of average sales values from around £325 per sq. ft. at Dickens Manor up to nearly £380 per sq. ft. at Tidbury Heights.

Sales at Dickens Manor date back to 2017, and there is certainly evidence to suggest that values have moved on in the 2 to 3 years since these transactions. In our view, Cheswick Place, and Tidbury Heights are the most comparable of the schemes summarised above, with regards to location and site context. Both of these schemes have achieved a strong number of sales within 2019 and therefore this evidence is reflective of current values.

Cushman & Wakefield are also aware of a plot sale at the subject site itself, which achieved a planning consent for up to 570 dwellings in January 2019. The first phase of residential development (242 units) was sold to housebuilder Charles Church (Persimmon) in May 2019 for £19,840,000, reflecting approximately £1.5m per net developable acre. It is important to note, however, that due to vacant building credit, a reduced affordable housing requirement of 21% was agreed, in comparison to the existing policy requirement of 40%.

We anticipate that Site 11 would achieve a sales value in between the evidence at Cheswick Place (£363 per sq. ft.) and Tidbury Heights (£377 per sq. ft.), and have therefore, applied a rate of £370 per sq. ft. across the whole site. We estimate that sales values of around £400 per sq. ft. would be achieved for the smaller 1 and 2 bedroom properties and around £340 per sq. ft. for the larger 3 and 4 bedroom properties.

With a total number of 480 units proposed, the average sales values we anticipate assumes that the site will be split into smaller parcels of c. 150-250 dwellings and sold off to housebuilders on this basis. For land parcels reaching 250 units it is likely that some housebuilders will opt to deliver a scheme of this size in two phases, with staged payments likely being offered for the land on this basis.

Having regard to the relatively high density of the site (45 dwellings per hectare) and its location, as well as at the requirements of the National Space Standards, we have based our assessment on an average unit size of 954 sq. ft., assuming a mix of 2 bedroom apartments (15%), 2 bedroom houses (15%), 3 bedroom houses (50%) and 4 bedroom houses (20%).

## 2.8. Sharmans Cross Road (Site 18)

We have considered recent sales evidence within close proximity to Site 18 which are detailed within Appendix A – (Site 18) and summarised below.

### **Poppy Fields by Lioncourt Homes**

- New-build houses
- Developer: Lioncourt Homes
- Address: Shirley, Solihull
- Housing Mix: A range of 2, 3 and 4 bedroom homes
- All transactions in 2019
- **Average Achieved Sales Price: £355 per sq. ft.**

### **The Manor**

- A development of 12 new-build 2 and 3 bedroom apartments in Solihull by Avon Homes, approximately 0.6 miles north of the town centre.
- Address: The Manor, 64 Manor Road, Solihull, B91 2BP
- **Average Achieved Sales Price: £363 per sq. ft.**

### **Second Hand Transactions – Sharmans Cross Road, Streetsbrook Road & Alderbrook Road**

- Recent second hand 4 & 5 bed sales evidence from Sharmans Cross Road, Streetsbrook Road and Alderbrook Road, some of the most desirable roads within the Borough.

- **Average Achieved Sales Price: £375 per sq. ft.**

We understand the subject site will comprise a mixture of houses and apartments, with a total of circa 100 dwellings anticipated. We have considered the new build sales evidence at Poppy Fields, Shirley which is located just over a mile west of Site 18, as well as apartment sales evidence at The Manor and a number of recent second hand transactions on Sharmans Cross Road, Streetsbrook Road and Alderbrook Road.

Taking these comparables into account we expect the subject site to achieve average sales values of £360 per sqft for the smaller 1 and 2 bedroom properties and £400 per sqft for the larger 3 and 4 bedroom properties.

'The Manor', 'Hermitage Road' and 'Stanway Gate' offer comparable evidence for the apartments and smaller units at the subject site. Values range from between c. £290 per sqft for Hermitage Road, (which is an inferior location) to c. £360 per sqft for The Manor.

Whilst Poppy Fields by Lioncourt Homes represents the closest new build housing scheme to the Site, the location of Site 18 is more desirable than Shirley and we would certainly expect a premium to be achieved in comparison to the £355 per sq. ft. average sale value evidenced at Poppy Fields.

The second-hand sales along Alderbrook Road and Sharmans Cross Road provide the most comparable evidence for the larger, 3 and 4 bedroom homes. Average values over the previous two years are in the order of £375 per sqft, with an apparent premium for larger sized homes. Applying a premium to this evidence to reflect new build housing, we have adopted a sales value of £400 per sqft for the 3 and 4 bed properties.

Having regard to the relatively high density of the site (40 dwellings per hectare) and its location, as well as at the requirements of the National Space Standards, we have based our assessment on an average unit size of 954 sq. ft., assuming a mix of 2 bedroom apartments (15%), 2 bedroom houses (15%), 3 bedroom houses (50%) and 4 bedroom houses (20%).

Whilst the above sales values are based on a market facing dwelling mix, in testing this typology site, we have had regard to the density of the proposed scheme and as a result of that, the average sizes of the dwellings. Given that there is an apparent premium in the area for larger sized homes, it is our view that the density of this site is higher than what would likely be delivered in the open market, leading to a marginally smaller sized dwelling mix. Taking account of this, we have applied a circa. 5% discount to these sales values within our modelling in this report, reflecting an average of £340 per sqft for the smaller 1 and 2 bedroom properties and £380 per sqft for the 3 and 4 bedroom units.

## 2.9. Balsall Common (Site 2 (Frog Lane) & Site 22 (Trevallion Stud))

We have considered recent new build sales evidence at the Elysian Gardens scheme by Crest Nicholson, located within Balsall Common and in close proximity to both Sites 2 and 22. This evidence has been included at Appendix A and is summarised below.

### **Elysian Gardens – Crest Nicholson**

- New-build houses
- Developer: Crest Nicholson
- Address: Meer Stones Road, Welsh Road, Drovers Close, Balsall Common, Coventry, West Midlands.
- Housing Mix: A development of approximately 115 dwellings, featuring a mix of 2 – 4 bedroom homes and apartments.
- A number of transactions in late 2018 and 2019
- **Average Achieved Sales Price: £353 per sqft**

We have also considered a number of recent second hand 3 and 4 bedroom transactions within Balsall Common.

There have been a number of second hand sales transactions in Balsall Common over the past 6 months, with an average sale value for 3 and 4 bedroom houses reflecting just under £330 per sq. ft.

The most recent comparable new build evidence at Elysian Gardens is around a year old, with sales values for all house types reflecting just over £350 per sq. ft. overall.

The average sizes of the comparable evidence are in excess of what we have assumed within our modelling of the Sites, and we have therefore adopted a slight premium to this evidence in considering appropriate sales values. It is also noted that at Elysian Gardens, a number of large 4 bed semi-detached properties have achieved lower sales values (at around £320 per sq. ft.) than the general tone of the development. Removing these from the analysis results in an average sales value overall of just over £360 per sq. ft., with sales for the 1 and 2 bed sized properties achieving £350 per sq. ft. and sales for the 3 and 4 bed sized properties achieving nearly £375 per sq. ft.

#### Site 2

We have applied a slight premium to the evidence at Elysian Gardens in our assessment of Site 2, based on the fact that the unit sizes are in excess of what we would envisage. We have adopted sales values of £365 per sq. ft. for the 1 and 2 bedroom properties and £390 per sq. ft. for the 3 and 4 bedroom properties respectively. We have based our assessment on an average unit size of 600 sqft for the 1 and 2 bedroom properties combined and 1,000 sqft for the 3 and 4 bedroom properties combined.

Having regard to the medium density of the site (35 dwellings per hectare) and its location, which is not considered to be well suited to apartments, as well as at the requirements of the National Space Standards, we have based our assessment on an average unit size of 995 sq. ft., assuming a mix of 2 bedroom houses (30%), 3 bedroom houses (50%) and 4 bedroom houses (20%).

#### Site 22

For Site 22, whilst again the unit sizes at Elysian Gardens are slightly in excess of what we would envisage, we consider the typology site density of 47.5 to have a negative impact upon value, and therefore consider these two factors to have somewhat of a balancing effect. No premium has therefore, been made to the evidence at Elysian Gardens, and we have adopted sales values of £350 per sq. ft. for the 1 and 2 bedroom properties and £375 per sq. ft. for the larger 3 and 4 bedroom properties.

Having regard to the relatively high density of the site (47.5 dwellings per hectare) and its location, as well as at the requirements of the National Space Standards, we have based our assessment on an average unit size of 954 sq. ft., assuming a mix of 2 bedroom apartments (15%), 2 bedroom houses (15%), 3 bedroom houses (50%) and 4 bedroom houses (20%).

## 2.10. Summary

On the basis of the market analysis above, we summarise the achievable (average) £/sqft sales value for each of the subject sites and typologies, assuming a market facing dwelling size mix.

**Table 2.1 New Build sales values assumptions (£ / sq. ft.)**

Site Name	C&W Assumption regarding £/sq. ft. (average net) for New Build Housing	Average Size of Private Dwellings	Density (dwellings per hectare)
Site 5 – Chester Road, Fordbridge (North Solihull Greenfield)	£220	920 sq. ft.	39
Site 14 – Arran Way (North Solihull PDL)	£220	853 sq. ft.	60
Site 16 – East of Solihull (Mature Suburbs Greenfield)	£375	954 sq. ft.	45
Site 18 – Sharmans Cross Road (Mature Suburbs Greenfield)	£380	954 sq. ft.	40
Site 11 – Former TRW, Shirley (Mature Suburbs PDL)	£360	954 sq. ft.	45
Site 17 - Moat Lane, Solihull (Mature Suburbs PDL)	£335	954 sq. ft.	52
Site 8 – Hampton Road, Knowle (Rural Greenfield)	£400*	995 sq. ft.	37.5
Site 2 – Frog Lane, Balsall Common (Rural Greenfield)	£380	995 sq. ft.	35
Site 22 – Trevallion Stud, Balsall Common (Rural PDL)	£368	954 sq. ft.	47.5
Site 6 – Meriden Road, Hampton-in-Arden (Rural PDL)	£350	995 sq. ft.	35

\*NB: Headline value, discounted to £340 per sq. ft. as explained in Section 2.3.

### Overall Summary

- Looking at Sites 5 and 14 in isolation, these are located in the North Solihull Area which is a considerably lower value area than the remainder of the sites, reflected by the difference in average price per sq. ft.
- Assuming a market facing mix, Site 8 (rural location) is considered the highest in value, featuring a relatively low density and smaller average size when compared with Site 6 (also rural). The two remaining rural sites (2 and 22) are both located in the Balsall Common area, which, having regard to comparable evidence, is considered to sit between Sites 8 and 6 in terms of value. Due to a considerable difference in site density, we have adopted slightly different average sales values for Sites 2 and 22 respectively.
- Of the Mature Suburbs sites, Site 18 is considered to reflect the highest sales values, given the strength of its location, with even non new build dwellings comfortably achieving in the order of £370 per sq. ft. Whilst Site 16 is located in close proximity to Site 8, it lies in a different market area of marginally lower value. This site also has a higher density than Site



8, in an area where there is a premium on lower density, more exclusive schemes. Site 11 is of similar density to site 16, but is in a slightly lower value area (between Shirley and Monkspath) and the £/sq. ft. rates reflect this. Site 17 is considered to be the lowest in terms of value of the Mature Suburbs sites, as a result of both the higher density and the relatively lower value market area.

### Summary of Benchmark Land Values

In order to assess the outcome of appraising the viability of the Sites within this report, we have had regard to the following benchmark land values, which are set out in the table below.

**Table 2.2 Benchmark Land Values (£ / net acre)**

Site Name	Benchmark Land Value (£ / net acre)
North Solihull	
Site 5 – North Solihull Greenfield	£160,000
Site 14 – North Solihull PDL	£160,000
Mature Suburbs	
Site 16 – East of Solihull	£350,000
Site 18 – Mature Suburbs Greenfield	£350,000
Site 11 – Mature Suburbs PDL	£1,200,000 (based on an alternative use value for employment use of £750,000 per net acre , adjusted to £1.2 million per net acre, accounting for different net to gross areas of employment use compared to residential development)
Site 17 - Moat Lane, Solihull	£1,256,000 (based on an alternative use value for employment use of £600,000 per net acre, adjusted to circa. £1.2 million per net acre, accounting for different net to gross areas of employment use compared to residential development)
Rural	
Site 8 – Hampton Road, Knowle	£350,000
Site 2 – Frog Lane, Balsall Common	£350,000
Site 22 – Trevallion Stud, Balsall Common	£350,000
Site 6 Rural PDL/Greenfield	£350,000

- For the two lower value North Solihull sites, (Sites 5 and 14), we have assumed a benchmark land value of £160,000.
- Site 22 (25 acres gross) is predominantly greenfield/paddock land (21.26 acres), and to this element we have applied £350,000 per net acre, assuming that 62.5% (13.29 acres) of this land is net developable (Hence £4.648 million for the greenfield/ paddock land). The remainder of the site comprises buildings and storage land (c. 3.74 acres) to which we have apportioned a notional value of £500,000 (£133,000/acre), following discussions with a local agent and the C&W Industrial Agency. Although likely to be Sui Generis, it is assumed that there would be at least some use for this previously developed land as light industrial /



storage land. On this basis, the aggregate benchmark land value for the whole site would be £5,148,000 (£330,000/net acre), which we have rounded to £350,000/net acre, as landowner expectations would be at least those for strategic sites in similar value areas (see below).

- We have carefully considered the Benchmark Land Value for Sites 17 (Moat Lane, Solihull and Site 11, both of which have substantial alternative use values for employment development. It should be noted that regarding the PDL typologies, and sites 11 and 17 in particular, one factor that has not been considered as part of this study is any vacant building credit that may be available, which could reduce the amount of affordable housing or CIL required and would therefore, increase the residual land value of the residential appraisal.
  - With regard to Site 11, whilst there is an apparent willing seller, we still need to consider the minimum price at which they will sell, and certainly whilst it stands to realise better value as residential, it would still have a commercially viable (not redundant) alternative employment use. Given its location and access to the motorway network, it is reasonable to allow for an **alternative use value** of £750,000 per acre assuming an open B consent (assuming a smaller net developable area for residential compared to employment, this would translate into a benchmark land value of £1.2 million per net (residential) developable acre.
  - Likewise, with regard to Site 17, we have allowed for an alternative employment use value of £600,000 per acre. After adjusting for a smaller net developable area for residential compared to employment, this would translate into a benchmark land value for residential development of circa. £1.25 million per net (residential) developable acre.
- The remaining greenfield sites have all been compared against a benchmark land value of £350,000 per **net** acre.
- Assuming a net to gross ratio in the order of 65% for the greenfield typologies (Sites 6 and 18)<sup>6</sup>; this is the equivalent of £227,500 / gross acre, which is around 30 times existing agricultural land value.
- For the greenfield strategic sites (2, 8 and 16), based on their actual net to gross ratios, this is the equivalent of:
  - £215,250 / gross acre for Site 8 (based on a gross area of the site of 13 hectares, and a net developable area of 8 hectares), which is the equivalent of around 29 times existing agricultural land value.
  - £175,000 / gross acre for Site 16 (based on a gross area of the site of 26 hectares and a net developable area of 13 hectares), which is the equivalent of around 23 times existing agricultural land value.
  - £175,000 / gross acre for Site 2 (based on a gross area of the site of 6 hectares and a net developable area of 3 hectares), which is the equivalent of around 23 times existing agricultural land value. Arguably this benchmark land value could be higher on the basis of the smaller size of the site compared to the others (which will have a bearing on infrastructure costs and land owner expectations generally)

To put these benchmark land values in context we reference the HCA Viability toolkit assumptions (2010 Annex 1 Transparent Viability Assumptions Section 3.5<sup>7</sup>) which states that:

“Benchmarks and evidence from planning appeals ...for greenfield land benchmarks tend to be in the range of 10 to 20 times agricultural value.”

<sup>6</sup> This net to gross assumption is based on the gross to net ratios adopted in the Solihull Strategic Housing and Employment Land Availability Assessment 2016

<sup>7</sup> HCA, 2010, Area Wide Toolkit Annex 1 Transparent Viability Assumption, Homes & Communities Agency

Whilst this reference document is now some nine years old, the fundamental approach agricultural land owners have in making transactional decisions regarding their land remains the same, that is to say, one based on:

- investment horizons, typically long term
- contentment with current use, typically underpinned by a reasonably positive sentiment.

Thus, for the purposes of viability testing the Solihull Local Plan, an approach whereby the adopted benchmark land value for greenfield land, is more than twenty times the existing agricultural use value, is considered reasonable.

## 3. Core Appraisal Assumptions

### 3.1. Introduction

This section considers the core appraisal assumptions found in each appraisal. Site specific assumptions can be found in Section 4.

### 3.2. Construction Costs (Houses)

The schedule below sets out the construction cost assumptions used (including garages) for houses (site averages are in the range of 853 to 995 sq. ft.). These are based on the BCIS (5 Year) build costs for Estate Housing Generally, weighted for the West Midlands Region as of March 2020. The BCIS figures (which include preliminary costs, but exclude external works, garages, professional fees and contingencies, for which separate allowances have been made) range from:

- £92.16/sq. ft. (Lower Quartile) to,
- £104.42/sq. ft. (Median) to,
- £121.52/sq. ft. (Upper Quartile)

Table 3.1 Construction Costs by Site (£ / sq. ft.)

Build Costs by Site											
Element	Site 2 (110 dw)	Site 5 (100 dw)	Site 6 (100 dw)	Site 8 (300 dw)	Site 11 (480 dw)	Site 14 (50 dw)	Site 16 (600 dw)	Site 17 (150 dw)	Site 18 (100 dw)	Site 22 (300 dw)	
Base Build (Benchmark to BCIS)	£104.42	£92.16	£104.42	£92.16	£92.16	£98.29	£104.42	£92.16	£104.42	£92.16	
(Adjust for Sub Contactors Profit @ 8%)	£8.35	£7.37	£8.35	£7.37	£7.37	£7.86	£8.35	£7.37	£8.35	£7.37	Our current understanding of contractor profit
<b>Adjusted Base Build</b>	<b>£96.07</b>	<b>£84.79</b>	<b>£96.07</b>	<b>£84.79</b>	<b>£84.79</b>	<b>£90.43</b>	<b>£96.07</b>	<b>£84.79</b>	<b>£96.07</b>	<b>£84.79</b>	
Garages	£3.11	£3.48	£3.11	£3.25	£3.03	£3.48	£3.27	£3.25	£3.41	£3.11	A view has been taken on the % of private dwellings that will have garages – 60% for Sites 8, 16, and 17. An allowance has been made of £7,000 per garage, with the total garages cost then re-expressed against scheme GIA on a £/sqft basis.
External Works	£18.53	£20.73	£18.53	£19.35	£18.05	£20.73	£19.44	£19.34	£20.31	£18.50	Allowance made of circa £2,500 for plot connections and £15,000 generally, and then re-expressed against scheme GIA on a £/sqft basis)
<b>Total Build</b>	<b>£117.71</b>	<b>£109.01</b>	<b>£117.71</b>	<b>£107.39</b>	<b>£105.87</b>	<b>£114.64</b>	<b>£118.78</b>	<b>£107.38</b>	<b>£119.79</b>	<b>£106.39</b>	

We have taken a view of the total build cost (excluding abnormal costs) on a site by site basis, taking into account the size and location of the site, and the likely type of developer.

- Sites 5 (100 dwellings), 8 (300 dwellings), 11 (480 dwellings), 17 (150 dwellings) and 22 (300 dwellings) are all of a scale that would attract a volume housebuilder, and so the build costs are based on the BCIS Lower Quartile.
- Sites 2 and 6 (110 and 100 dwellings), are also of a scale that would attract a volume housebuilder, though the typologies are in a rural high value area, so we have allowed for design and specification overcosts, and hence adopted the BCIS Median.
- Site 14 (50 dwellings) is in the North Solihull Regeneration Area, where development of sites is being led by the North Solihull Partnership (a partnership including Solihull Council and Bellway Homes). We have adopted an intermediate figure between the Lower Quartile and Median values, reflecting the relatively small size of the site whilst assuming that it will be delivered through the mechanisms of the North Solihull Partnership.
- The scale of Site 16 (600 dwellings) would suggest two (or possibly more) development outlets, one which may be occupied by a premium housebuilder, the other by a volume housebuilder. On the basis of its location within a high value area, we have allowed for design and specification overcosts, and hence adopted the BCIS Median.
- Site 18 (100 dwellings) is of a scale that would attract a volume housebuilder, though the density (over 50 dph) would require for the inclusion of apartments, and so we have adopted a figure consistent with the BCIS Median.

To these build costs, we have applied 3% contingency and 8% for professional fees, which are reflective of the type and scale of development.

### 3.3. Transfer Value for Affordable Housing

We have applied transfer values (as a % of Open Market Values) on the following basis;

- Social Rent, 40%
- Shared Ownership, 70%

### 3.4. Development Phasing

The schedule below sets out our assumptions regarding development phasing,

- Pre-development Lead in Period of 12 months
- Construction of 4 dwellings per month per development point, with Sites 8,11 16 and 22 having two development points due to their scale
- Sales Period based on 4 completions per month
- Sales Period begins 6 months after start of construction period

On this basis we have allowed for the following development periods (from start on site to final sale) by site:

- Site 2 (110dw), 49 months
- Site 5 (100dw), 43 months
- Site 6 (100dw), 43 months
- Site 8 (300dw), 56 months
- Site 11 (480dw), 79 months
- Site 14 (50dw), 23 months

- Site 16 (650dw), 94 months
- Site 17 (150dw), 56 months
- Site 18 (100dw), 43 months
- Site 22 (300dw), 56 months

For all sites, infrastructure phasing starts with the construction phase, but is weighted towards the start of the construction programme, over a period of three years. This has the effect of having a proportionally greater effect on the smaller schemes, though does reflect that certain elements of infrastructure (such as major utilities connections) are likely to be required early on in a scheme irrespective of its size.

## 3.5. S106 Commuted Sums and Other Site Infrastructure

### 3.5.1. CIL

Any allowance for CIL has been excluded from the appraisal modelling, given that the purpose and output of this study is testing the headroom remaining for CIL across a number of site typologies, once all other policy requirements have been included.

### 3.5.2. SECTION 106 ASSUMPTIONS

Solihull MBC began implementing CIL in July 2016. There have been a number of changes since then in the CIL Regulations, most notably in 2019 when the pooling restrictions were lifted from Section 106. CIL rates will be reviewed as part of the Local Plan Review, and figures are to be looked at below. In the meantime, the following types of infrastructure items are expected to be funded by Section 106:

- Highway works to mitigate direct impact of development
- Pedestrian, cycle and bus facilities on or off site
- Travel planning
- Secondary education facilities
- Training, skills and apprenticeship skills funding
- Improvements to existing primary healthcare provision or community centres
- On site flood mitigation measures

After discussion with Solihull MBC, a Section 106 allowance has been made as follows:

- £7,400 per dwelling for sites 6, 17 and 18 (as smaller sites and only SEND & Early Years provision required)
- £12,400 per dwelling for Site 2 (smaller site with education contribution)
- £15,900 per dwelling for Sites 8, 11, 16 and 22 (as larger sites and education contribution likely to be required)
- £900 per dwelling for Sites 5 and 14 (as in North Solihull Regeneration Area, and only SEND & Early Years provision required)

In addition to the above are the cost of meeting Future Homes standard (Option 2), EUV charging and smaller specific Infrastructure tariff-based costs, as follows.

- P7 – Travel Plans & Monitoring (£200 per dwelling)
- P18 – CCG and UHB Healthcare Contributions (£1,000 per dwelling)
- P21 – West Midlands Police (£150 per dwelling)

Clearly the timing of the requirement of such infrastructure, particularly large capital items such as schools and strategic highway infrastructure, will have a notable effect on viability, and as the

timing of such payments is site specific the modelling has taken a cautious approach, with regards timing, as below.

The following payment schedule has been used:

- 10%, on Start on Site (Construction Phase)
- 65%, 12 months after the date of start on site (Month 17)
- 25%, 24 months after the date of start on site (Month 29)

### 3.5.3. OTHER SITE INFRASTRUCTURE

A sum of £20,000 per dwelling has been allowed, for strategic infrastructure (e.g. primary and secondary access roads, utility connections and infrastructure, open space), for Sites 8, 11, 16 and 22, the four larger sites. This is just over the mid-point of the benchmark range cited in Viability Testing Local Plans, and also makes a high level allowance for potential off site highway works.

We have also included a sum of £3,500 per dwelling for Sites 2 and 22, located in Balsall Common, for the provision of a new secondary school.

## 3.6. Profit and Other Development Overheads

### 3.6.1. PROFIT

Blended rates of developer profit have been applied reflecting a level of 20% on GDV for market units, and 6% for affordable. The lower rate on the affordable housing reflects the different risk profile for affordable units which are transferred on a pre-sale basis and therefore effectively justifying a contractor's profit level as opposed to a developer's profit. The blended rate, assuming the above is 17% (rounded).

### 3.6.2. FINANCE

A rate of 6% has been adopted to apply to borrowing costs when the development cashflow is in deficit, such that finance costs are specific to each appraisal.

### 3.6.3. MARKETING AND SALES

Under the Existing Affordable Housing policy (40%), a rate of 3.00% has been adopted and applied to the gross development value of the market dwellings only. We have also allowed for Legal Fees on the affordable housing reflecting 0.50% of the affordable gross development value.

## 4. Typology Specific Appraisal Assumptions

### 4.1.1. INTRODUCTION

Solihull Metropolitan Borough Council (Solihull Council) prepared indicative masterplans for each of the site typologies.

From these C&W calculated approximate net developable areas, and, cross referencing with the indicative dwelling allocation set out in the Draft Local Plan, ***calculated the implied density of development (dwellings per hectare / dph)***.

C&W then calculated an appropriate average dwelling size for the private dwellings consistent with a market typical site “coverages” for the modelled densities. (the average affordable dwelling size being consistently applied as 835 sqft), taking into consideration

- 1 the implied development density,
- 2 the market area represented by each typology,
- 3 the micro market context introduced by the policy scenario regarding the % of 1 and 2 bedroom homes

C&W then calculated an average £/sqft net sales value for each typology, taking into consideration both:

1. the average size of the market dwellings for that typology (as above),
2. the market area of the typology.

The schedule, over the page is a summary of these assumptions, under the Draft Market Housing and Existing Affordable Housing policy scenarios.



## 4.1.2. TYPOLOGY SPECIFIC APPRAISAL ASSUMPTIONS (SITES 2 TO 11)

		Site 2	Site 5	Site 6	Site 8	Site 11
		Rural Greenfield	North Solihull Greenfield	Rural PDL	Rural Greenfield	Mature Suburbs PDL
		Draft Policy P4c	Draft Policy P4c	Draft Policy P4c	Draft Policy P4c	Draft Policy P4c
A	Number of Dwellings	110	100	100	300	480
B	Net Developable Area (hectares)	3.2	2.6	2.9	8	10.7
C	Net Developable Area (acres)	7.9	6.4	7.1	19.8	26.4
D	Dwellings per hectare	(A / B)	35	39	35	37.5
E	Market Dwelling (average size sq. ft.)	995	920	995	995	954
F	Affordable Dwelling (average size)	827	827	827	827	827
G	Development Coverage (sqft /acre)	(Product of E and F based on affordable housing %) / B	12,919	13,794	13,068	14,058
H	Average £/sqft (market)	£375	£220	£350	£340	£357
I	Average Net Sales Value (£) Market	(H*E)	£373,125	£202,400	£348,250	£398,000
J	Completions per annum	48	48	48	96	96
K	Development Period (months)	49	35	35	48	79

## 4.1.3. TYPOLOGY SPECIFIC APPRAISAL ASSUMPTIONS (SITES 14 TO 22)

		Site 14	Site 16	Site 17	Site 18	Site 22	
		North Solihull	Mature Suburbs	Mature Suburbs	Mature Suburbs	Rural	
		PDL	Greenfield	PDL	Greenfield	PDL	
		<b>Draft Policy P4c</b>	<b>Draft Policy P4c</b>	<b>Draft Policy P4c</b>	<b>Draft Policy P4c</b>	<b>Draft Policy P4c</b>	
A	Number of Dwellings	50	600	150	100	300	
B	Net Developable Area (hectares)	0.8	13.4	2.9	2.5	6.3	
C	Net Developable Area (acres)	2.1	33.1	7.1	6.2	15.6	
D	Dwellings per hectare	(A / B)	60	45	52	40	35
E	Market Dwelling (average size)	853	954	954	954	954	
F	Affordable Dwelling (average size sq. ft.)	827	827	827	827	827	
G	Development Coverage (sqft /acre)	(Product of E and F based on affordable housing %) / B	20,062	16,372	19,082	14,568	17,369
H	Average £/sqft (market)	£220	£375	£335	£354	£380	
I	Average Net Sales Value (£) Market	(H*E)	£187,660	£357,750	£319,590	£337,716	£362,520
J	Completions per annum	48	96	48	48	96	
K	Development Period (months)	23	81	48	35	47	

## 5. Viability Modelling – “Round 1 Testing”

### 5.1. Introduction

Applying the assumptions set out in Sections 3 and 4, this section presents the results of the series of residual development appraisals (**calculating a residual land value**) for each site.

To give the calculated residual land values some context, however, they require to be compared with the appropriate “*benchmark*” *land value*.

As set out in Section 1.4, the NPPF guidance states that in all cases, land value should reflect emerging policy requirements and planning obligations, provide a competitive return to willing developers and landowners, be informed by comparable, market based evidence.

The **benchmark land Value (BLV)** is the minimum land value required to incentivise the landowner to release the site for development, and consideration of the residual land values for each of the site scenarios, in the context of the appropriate benchmark land value forms a key part of our viability analysis in the sections, below. **The appropriate benchmark land value for each site, is considered in the sections below, against the calculated residential land value.**

### 5.2. Initial Summary Analysis

The tables below summarise the results of the development appraisals, based on the **Draft Market Housing Mix Policy**, and the **Existing Affordable Housing Policy**.

Summary Development Appraisal – Draft Market Mix and Existing Affordable (£ - rounded)		Site 2 Rural GF	Site 5 North Solihull GF	Site 6 Rural PDL
Dwellings		110	100	100
Developable Acres (Residential)		7.88	6.38	7.17
Density (dph)		35	39	35
Revenue		£32.1m	£15.5m	£26.8m
Total Development Costs		£24.4m	£14.8m	£20.3m
Development Cost Subtotals	Infrastructure: On Site Infrastructure & S106	£1.9m	£0.2m	£0.9m
	Construction (including fees, contingency and overcosts)	£14.1m	£11.3m	£12.7m
	Finance (Borrowing)	£1.6m	£0.3m	£1.2m
	Other Development Overheads including Marketing/Letting/Disposal, Acquisition and Profit	£6.8m	£3.0m	£5.5m
Residual Land Value (RLV)		£7.8m	£0.7m	£6.3m
<b>£ per net developable acre</b>		<b>£986,000</b>	<b>£109,000</b>	<b>£888,000</b>

Summary Development Appraisal – Draft Market Mix and Existing Affordable (£ - rounded)		Site 8 Rural GF	Site 11 Mature Suburbs PDL	Site 14 North Solihull PDL
Dwellings		300	480	50
Developable Acres (Residential)		19.8	26.4	2.1
Density (dph)		37.5	45	60
Revenue		£78.0m	£127.1m	£7.5m
Total Development Costs		£64.4m	£104.2m	£7.2m
Development Cost Subtotals	Infrastructure: On Site Infrastructure & S106	£11.2m	£17.9m	£0.1m
	Construction (including fees, contingency and overcosts)	£34.8m	£53.0m	£5.6m
	Finance (Borrowing)	£3.0m	£7.1m	£0.1m
	Other Development Overheads including Marketing/Letting/Disposal, Acquisition and Profit	£15.4m	£26.2m	£1.4m
Residual Land Value (RLV)		£13.6m	£22.9m	£0.2m
<b>£/net developable acre</b>		<b>£690,000</b>	<b>£870,000</b>	<b>£100,000</b>

Summary Development Appraisal – Draft Market Mix and Existing Affordable (£ - rounded)		Site 16 Mature Suburbs GF	Site 17 Mature Suburbs PDL	Site 18 Mature Suburbs GF	Site 22 Rural PDL
Dwellings		600	150	100	300
Developable Acres (Residential)		33.1	7.1	6.2	15.6
Density (dph)		45	52	40	35
Revenue		£158.0m	£37.1m	£27.2m	£81.6m
Total Development Costs		£137.2m	£27.9m	£20.4m	£65.4m
Development Cost Subtotals	Infrastructure: On Site Infrastructure & S106	£22.4m	£1.3m	£0.9m	£12.2m
	Construction (including fees, contingency and overcosts)	£74.7m	£16.9m	£12.6m	£33.5m
	Finance (Borrowing)	£8.0m	£1.9m	£1.3m	£3.5m
	Other Development Overheads including Marketing/Letting/Disposal, Acquisition and Profit	£32.1m	£7.8m	£5.6m	£16.2m
Residual Land Value (RLV)		£20.9m	£9.2m	£6.7m	£16.3m
<b>£/net developable acre</b>		<b>£630,000</b>	<b>£1,300,000</b>	<b>£1,090,000</b>	<b>£1,050,000</b>

**Site 17:** Notably, on a “residual land value” basis, the “best” performing site above is shown to be Site 17 (150 dwellings), realising a residual land value of around £1.3 million per net acre. The size of the site means that it is not exposed to the strategic site infrastructure costs that is the case for the larger typology sites. Estimated infrastructure costs for Site 17 are just circa. £1.3 million, or £8,500 per dwelling, compared to £37,000 per dwelling for both Site 8 and Site 16.

Whilst encouraging, the performance of Site 17 should be noted with caution on the basis that the site remains an inherently attractive location for an employment development, and has a potential employment use value of around £7.4 million (£600,000 per gross acre) After adjusting for a smaller net developable area for residential compared to employment, this would translate into a benchmark land value for residential development of £1.25 million per net (residential) developable acre, and so on this basis the site performs marginally. It should be noted that regarding the PDL typologies, and sites 11 and 17 in particular, one factor that has not been considered as part of this study is any vacant building credit that may be available, which could reduce the amount of affordable housing or CIL required and therefore, increase the residual land value of the residential appraisal.

**Sites 2, 18 and 22:** The next three best performing sites are Sites 2, 18 and 22, which are high value area typologies, albeit with varying densities of between 35 and 47.5 dwellings per hectare. In the case of Sites 2 and 18, there is also not the burden of site infrastructure costs due to their relatively small size. The residual land value for all of these three sites is comfortably in excess of the attributed benchmark land values.

**Site 6:** As a typology, Site 6 represents the second rung of rural values, and is also shown to be viable. Again, due to the size of Site 6, there is not the burden of high infrastructure costs, and the density of 35 dwellings per hectare is well suited to the nature of the location. The residual land value of circa. £890,000 per net developable acre is considerably in excess of the benchmark land value.

**Site 16:** Site 16, despite the requirement for infrastructure costs of some £22.4m due to its capacity, realises a residual land value of around £630,000 per net developable acre, which is still considerably higher than the greenfield benchmark land value of £350,000 per acre.

**Site 8:** Whilst Site 8 occupies a position north of Knowle in the highest value market area of the sample, the site performs worse than the majority of the sites above in terms of residual land value (£690,000 per net acre).

The relatively poor performance can be related to a number of factors:

- The size of Site 16 means that the majority of the 1 and 2 bedroom dwellings can be placed as apartments in parts of the site that can enable the high and low density zones to forge discrete identities. This is less possible in the case of Site 8, which is smaller, even with the two part split of the site, such that the average sales value of Site 8 is £35 per sq. ft. lower than that of Site 16.
- The burden of the infrastructure requirement is also applied to Site 8, due to its size.
- This is coupled with a S106 requirement estimated at around £17,250 per dwelling, due to the requirement for a primary education contribution.

Notwithstanding the above, the estimated residual land value is more than the £350,000 per net acre benchmark land value, suggesting that it is viable.

**Site 11:** Site 11 performs very well in terms of residual value. Site 11 is the second largest of the typology sites we have modelled (having regard to area and number of units) and is of a scale that would attract at least one volume housebuilder across two development points. Its mature suburbs location would realise relatively strong sales revenues and due to the scale, we have adopted construction costs based on the BCIS lower quartile figure. Whilst there is an apparent willing seller, however, we still need to consider the minimum price at which they will sell, and certainly whilst it stands to realise better value as residential, it would still have a commercially viable (not redundant) alternative employment use. Given its location and access to the motorway network, it is reasonable to allow for an **alternative use value** of £750,000 per gross acre assuming an open B consent. Assuming a smaller net developable area for residential compared to employment, this would translate into a benchmark land value of £1.2 million per net (residential) developable acre. This benchmark land value exceeds the residual value of the scheme when tested and on this basis we have classed this site as unviable, although again, we have not included any allowance for vacant building credit, which may have the effect of reducing the affordable housing or CIL requirement and thus increasing the residual land value for PDL sites. Cushman & Wakefield are also aware that in January 2019, this particular site achieved a planning consent for up to 570 dwellings, 154 senior living units and up to 145,000 sq. ft. of car dealership and commercial accommodation. Currently, Cushman & Wakefield understand that McCarthy & Stone are on site constructing the senior living units, with the first phase of residential development (242 units) also on site, having been sold to housebuilder Charles Church (Persimmon).

**Sites 5 and 14:** These two typology sites are the poorest performing sites with regards to viability, achieving residual land values of £109,000 per net acre and £100,000 per net acre respectively, compared with benchmark land values of £160,000 per net acre. In both cases the sites are located in low value areas where the sales revenues are simply insufficient to drive value, even without the adoption of S106

costs. This is particularly apparent in the case of the affordable housing dwellings which would be delivered at a loss purely based on the base build costs.

### 5.3. Affordable Housing Policy Sense Testing: The “Units” Method Versus the “Floorspace” Method

In the testing above, we have appraised the sites based on a proportion of the units delivered being affordable and policy compliant.

This section sets out the results of the modelling undertaken, taking account of the affordable housing contribution being calculated as 40% of the overall development floorspace delivered (on a per sq. ft. basis) (“the floorspace method”). The net developable area, combined number of units, and site density have all been kept constant.

We have compared the results with the values realised by calculating the affordable housing contribution based on the number of units delivered (“the units method”). The results and conclusions of this testing are summarised below, with a worked example showing the basis of our calculation of the number of units.

#### Calculation Template

	Units Method	Floorspace Method
Total Floorspace	<b>(A)</b>	
Number of Units	<b>(B)</b>	
Average Size of Units	Affordable: <b>(C)</b> Market: <b>(D)</b>	
Calculation	(B) * 40% = No. Affordable Units (B) * 60% = No. Market Units	(A) * 40% = Affordable Floorspace <b>(D)</b> (D) ÷ (C) = No. Affordable Units <b>(E)</b> (B) – (E) = No. Market Units

#### Worked Example 1 – Site 11 Draft Policy (30% 1 & 2 beds)

	Units Method	Floorspace Method
Total Floorspace	433,536 sq. ft.	
Number of Units	480	
Average Size of Units	Affordable: 827 sq. ft. Market: 954 sq. ft.	
Calculation	480 * 40% = 192 Affordable Units 480 * 60% = 288 Market Units	433,536 * 40% = 173,414 173,414 ÷ 827 = 210 Affordable Units 480 Units – 210 Units = 270 Market Units
Split	192 Affordable, 288 Market	210 Affordable, 270 Market
	Therefore an increase of 18 affordable units, reflecting an affordable contribution of circa 44% of the total units under the “floorspace method”.	

## Summary of Results

Based on the Draft Private Housing Mix (30% 1 and 2 beds)								
Site	BLV	Based on 40% of Total Units			Based on 40% sq. ft.			Reduction in RLV (per acre)
		Units (Aff:Market)	RLV	RLV per net acre	Units (Aff:Market)	RLV	RLV per net acre	
2	£350,000	44:66	£7,768,761	£985,883	49:61	£7,159,922	£908,620	-£77,264
5	£160,000	40:60	£693,368	£108,678	43:57	£506,242	£79,348	-£29,330
6	£350,000	40:60	£6,307,891	£888,435	45:55	£5,755,539	£810,639	-£77,796
8	£350,000	120:180	£13,626,954	£689,274	135:165	£11,961,846	£605,050	-£84,224
11	£1,200,000	192:288	£22,942,604	£869,038	210:270	£21,092,726	£798,967	-£70,071
14	£160,000	-	-	-	-	-	-	-
16	£350,000	240:360	£20,876,364	£629,945	262:338	£18,724,287	£565,006	-£64,939
17	£1,256,000	60:90	£9,198,555	£1,301,069	66:84	£8,601,873	£1,216,672	-£84,396
18	£350,000	40:60	£6,720,988	£1,084,030	44:56	£6,275,050	£1,012,105	-£71,925
22	£350,000	120:180	£16,300,401	£1,044,898	131:169	£15,030,788	£963,512	-£81,385

## Analysis and Conclusions

### General Patterns

Generally speaking, the modelling undertaken results in a reduction in Residual Land Value ranging between 6% - 12%, when the affordable housing contribution is based on the 'floorspace method', with an exception being the circa. 27% decrease shown for Site 5, although this is largely a result of the low residual land value of circa. £109,000, even when based on the "units method".

As a general trend, all of the typology sites would have an increased number of affordable housing units under the 'floorspace method' which naturally results in a reduction in the Residual Land Value achieved due to a higher amount of less profitable, affordable units. In our overall assessment of these sites, we have assumed that the average size of the market housing would be greater than the size of the average affordable dwelling, and therefore when calculated on total floorspace, there is a greater amount of affordable housing.

### Site Specific Results and Impacts on Viability

#### Sites 2, 6, 8, 16, 17, 18 and 22

- When based on the 'floorspace method', there is a reduction in Residual Land Value, originating from an increased number of affordable houses.
- There is however no difference in viability between the two approaches to calculating affordable housing, with both remaining comfortably viable.

#### Site 5

- When based on the 'floorspace method', there is a reduction in Residual Land Value, originating from an increased number of affordable houses.
- There is therefore no difference in value or viability between the two approaches to calculating affordable housing (the "floorspace method" and the "units method"), with both remaining unviable.

#### Site 11

- When based on the 'floorspace method', there is a reduction in Residual Land Value, originating from an increased number of affordable houses.
- There is however no difference in viability between the two approaches to calculating affordable housing, with both remaining unviable as a result of the high alternative use value of the site for employment use, despite realising significant residual land values when based on a residential scheme.

#### **Site 14**

- Not tested as this Site has a capacity of less than 100 units. The site has shown as unviable throughout this report and this would not be altered by the method of calculating affordable housing.

#### **Site 17**

- When based on the 'floorspace method', there is a reduction in Residual Land Value, originating from an increased number of affordable houses.
- Whilst the site is shown as marginal under the "units method", adopting the "floorspace method" reduces the residual land value to a level that drops just below the benchmark land value for the site, of £1.25m per net developable acre.

#### **Limitations**

This hypothetical approach does have its limitations, as although the number of dwellings, densities and net developable areas have remained constant, factors such as the sales values of the market houses may be impacted by adopting the "floorspace method", given the greater amount of affordable housing at the majority of the sites. Additionally, the "floorspace method" may also have fundamental implications on the design and nature of the schemes, for example more smaller homes and fewer larger houses.



## 6. Viability Modelling – “Round 2 Testing”

### 6.1. Introduction

As part of the second round of testing, we have again applied the assumptions set out in Sections 3 and 4, and have tested the impact of including allowances for Self Build & Custom Build, Accessible and Adaptable Homes, the inclusion of Care Homes on selected typology sites, and allowances for Zero Carbon Homes (Code Level 5). Similar to Round 1, this section presents the results of a series of residual development appraisals (calculating a residual land value) for each site, based on the **Draft Market Housing Mix Policy** and the **Existing Affordable Housing Policy**. These residual land values have been compared with the appropriate “benchmark” land value.

As part of this round of testing, we have first introduced an allowance of 5% for self / custom build, whereby a proportion of the developers profit is essentially foregone, explained further below. This has been treated as a “Round 2 Base” scenario. We have then individually tested the impact of including the following additional assumptions.

- (2a) 25% of all units being subject to the M4(2) Accessible and Adaptable Homes Policy
- (2b) 100% of all units being subject to the M4(2) Accessible and Adaptable Homes Policy
- (2c) 95% of all units being subject to the M4(2) Accessible and Adaptable Homes Policy, with the remaining 5% being subject to the M4(3) Accessible and Adaptable Homes Policy
- (2d) Including an allowance for a Care Home (of 70 bedspaces) in all typology sites greater than 300 dwellings, which is Sites 8, 11, 16 and 22
- (2e) 100% of all units being subject to Code Level 5 of Zero Carbon Homes

### 6.2. Self Build & Custom Build

#### 6.2.1. EFFECT ON DEVELOPMENT ECONOMICS

Fundamentally this delivery approach is not comparable with the standard delivery model of most housebuilder developers, whose approach is based on both servicing and building out the plots themselves due to lack not only of profit on the plot, but also and profit on build. This is particularly an issue in urban or higher density projects.

Notwithstanding the general lack of appetite amongst housebuilders for developing sites including “self-build” plots, the approach will have a fundamental bearing on the development economics of the scheme. Ordinarily, the physical development costs of a residential development scheme will include the following:

- Plot costs (the development costs within the plot curtilage, including the dwelling itself, the external works within the plot, including utility and service connections, driveway, garden)
- Site externals, including estate roads, and paving, utility works and service connections outside the plots, landscaping
- Site Overheads, including management, compound, health and safety
- For larger sites, site wide enabling infrastructure, which may include primary and secondary access roads, and utility network upgrades and connections (such as electricity substations for example)

The latter three – site externals, site overheads, and enabling infrastructure, will remain fixed, and will be borne by the site developer, irrespective of the number of plots that may be disposed of, to self-building parties. In addition to these physical development costs, the developer will also have borne significant site promotion costs, including planning, acquisition, and consultation, which again will have been funded upfront entirely by the developer. In essence these costs are a combination of hard and soft enabling cost that ultimately support the development of dwellings on the plots.

Development economics are such that traditional housebuilders are able to build at a cost, reflecting their commercial basis, on a plot by plot basis, that a private, individual self-builder, will be unable to match. Irrespective of the demand for plots from self-builders, the much higher plot build costs a self-builder would face, on a like for like basis, would heavily constrain the price they would be able to pay the site developer for the plot.

## 6.2.2. ASSUMPTIONS MADE

The proposed Self and Custom Build Housing policy would be applied to sites of 100 or more dwellings, and so with regard to the site allocations, the larger sites especially will incur significant land servicing and other infrastructure costs, which are detailed in Section 3 of this report. These servicing and infrastructure costs would be required for residential plot development, irrespective if they were acquired by a commercial housebuilder or an individual looking to “self”/custom build their own home.

The risk to the site wide / lead developer is that the receipt attainable from a plot sale to an individual from the essentially restricted demand pool of self / custom builders, will be insufficient to cover the proportionate share of the costs of the site externals, site overheads, and site wide enabling infrastructure. These are fixed costs, irrespective of the number of plots given over to self/custom builders.

As, perhaps, a worst case “proxy” for such a scenario, we have modelled the effect of the lead developer not recouping the profit that would otherwise be obtainable from the plot, if the house was built and sold on the open market by the lead developer (the “opportunity cost” in other words).

This has been modelled in the development appraisals as “profit foregone”, included as a cost to the appraisal phased at the very end of the cashflow. As this “profit foregone” has been included as a cost, we have retained the 17.00% developer profit allowance across all sites.

This “profit foregone” has been calculated having regard to the site area, number of units and density, as well as the developer profit amount (17.00% of GDV) in the Round 1 testing. We illustrate a worked example of the calculation below, in the case of Site 2.

Site 2	Existing Local Plan (40% aff)	Existing Local Plan (40% aff)	Draft Local Plan (50% aff)	Draft Local Plan (50% aff)
	Existing LP: 50% 1&2 Bed	Draft LP 30% 1&2 Bed	Existing LP 50% 1&2 Bed	Draft LP 30% 1&2 Bed
net acres				
<b>7.88</b>				
Dwellings				
<b>110</b>				
Dwellings per hectare				
<b>34.5</b>				
Self Build & Custom Build Housing @ 5% of plots				
Profit	£5,001,832	£5,582,922	£4,968,438	£5,463,088
Profit per acre	£634,750	£708,493	£630,512	£693,285
5% of dwellings	5.50	5.50	5.50	5.50
Net Land Requirement (ha) Assuming stated density	0.16	0.16	0.16	0.16
Net Land Requirement (acres) Assuming stated density	0.39	0.39	0.39	0.39
Profit Foregone	£250,092	£279,146	£248,422	£273,154

As stated above, for this second round of testing, the allowance for self / custom build has been included as a “Round 2 Base” scenario, with further assumptions regarding Accessible and Adaptable Homes, Care Homes and Zero Carbon Homes being individually tested, explained as follows.

## 6.3. Rounds 2a, 2b & 2c - Accessible & Adaptable Homes

### 6.3.1. EFFECT ON DEVELOPMENT ECONOMICS

We have reviewed the EC Harris report Housing Standards Review, Cost Impacts (Department for Communities and Local Government, September 2014) with regard to the development viability implications of the implementation of disability access standards.

Specifically, we have been asked to consider the potential viability implications of the implementation of the following standards.

- M4(2) Category 2 - Accessible and Adaptable dwellings.
- M4(3) Category 3 – Accessible and Adaptable dwellings.

These are optional build standards, defined as below, and provide a level of accessibility specification above the mandatory M4(1) standard.

NPPG states that local planning authorities can decide how to approach demonstrating the need for Requirement M4(2) accessible and adaptable dwellings, and / or M4(3) wheelchair user dwellings of the Building Regulations, based on their housing needs assessment and other available datasets.

The EC Harris report considers the impact of implementing these standards at two levels.

**First**, the Study considers the “extra over” costs (in relation to industry standards) of implementing the standards, per dwelling, as below:

	1Bed Apartment	2Bed Apartment	2Bed Terrace	3Bed Semi-detached	4Bed Detached
<b>M4(2) Adaptable &amp; Accessible</b>	£940	£907	£523	£521	£520
<b>M4(3) Adaptable &amp; Accessible</b>	£7,607	£7,891	£9,754	£10,307	£10,568

We have not re-examined the provenance of these figures, which is beyond the scope of this study. There is no obvious reason to question their continued soundness, and we have not been made aware of any changes in practice that will have changed the cost basis of the figure.

**Second**, the EC Harris study considers the enhanced spatial requirements of implementing the standards, over and above what it considers as the average size of dwelling.

The additional space requirements, and EC Harris' view on the associated costs for M4(2) and M4(3) are set out below. These costs are additional to the extra over costs set out above.

**Table 45a – Access related space cost summary**

	1B Apartment		2B Apartment		2B Terrace		3B Semi-detached		4B Detached	
<b>Cost increase for additional m2</b>										
Category 2	+ 1 sq.m	£722	+ 1 sq.m	£722	+ 2 sq.m	£1,444	+ 3 sq.m	£2,166	+ 3 sq.m	£2,166
Category 3	+ 8 sq.m	£5,776	+ 14 sq.m	£10,108	+ 21 sq.m	£15,162	+ 24 sq.m	£17,328	+ 24 sq.m	£17,328

**Finally**, the Study assumed that for private and intermediate housing, changes in the space standard can have an impact on sales value, which may offset some or all of the additional build cost. On this basis the

report presented figures for “Access related space cost after Space cost recovery” (i.e. the “net” cost of the additional space requirements), as below. The net reduction in costs are shown to be in the region of 60%.

**Table 45b – Access related space cost after Space cost recovery**

	1B Apartment		2B Apartment		2B Terrace		3B Semi-detached		4B Detached	
Category 2	+ 1 sq.m	£289	+ 1 sq.m	£289	+ 2 sq.m	£578	+ 3 sq.m	£866	+ 3 sq.m	£866
Category 3	+ 8 sq.m	£2,310	+ 14 sq.m	£4,043	+ 21 sq.m	£6,065	+ 24 sq.m	£6,931	+ 24 sq.m	£6,931

The study urges caution in the use and interpretation of these “net” figures.

- For high density schemes, the increased average size of dwellings can reduce dwelling numbers, as the site coverage (sq. ft./acre) may already be at the site’s capacity, such that any increase in the average size of dwellings may have to be met by a compensatory reduction in dwelling numbers
- The “Space cost recovery” calculations are made on the basis that the standard is implemented in areas where it is already supported by viability, areas where this is not the case are likely to have differing results.

### 6.3.2. IMPLICATIONS FOR THE LOCAL PLAN VIABILITY STUDY

If the Accessibility standards M4(2) and M4(3) Accessible and Adaptable dwellings are to be tested as part of the assessment, we would comment as follows:

- With regards to the extra over-costs of compliance, the EC Harris study remains a sound source on which to reference
- Given that the EC Harris Study dates back to September 2014, we have indexed all costs in line with the RICS Building Cost Information Service (BCIS) Tender Price Index, up to Q1 2020, given that March 2020 is the reference date for this report.

With regard to the additional space costs, EC Harris presented these on a net basis, allowing for a certain element of revenue recovery due to the increased space. Whilst we have adopted these figures, a degree of caution will be required when interpreting the results, as the marginal £/sq. ft. return per additional sq. ft. can vary immensely depending on context.

### 6.3.3. ASSUMPTIONS MADE

By considering the assumed development mixes for each typology site set out in Section 2, we have calculated an average indexed overcost per dwelling for each site.

As part of this second stage of testing, we have included the following allowances:

- 25% of dwellings being subject to the M4(2) Accessible and Adaptable homes policy
- 100% of dwellings being subject to the M4(2) Accessible and Adaptable homes policy
- 95% of dwellings being subject to the M4(2) Accessible and Adaptable homes policy, with 5% of dwellings being subject to the M4(3) Accessible and Adaptable homes policy

We have then aggregated the total overcost for each typology site in each of the above scenarios, and included this as a development cost within the appraisal calculations.

## 6.4. Round 2d - Inclusion of Care Home (Sites of 300+ Dwellings)

Within this second round of testing, we have also modelled the impact of delivering a care home on site, specifically for larger sites with capacity for 300+ units (Sites 8, 11, 16 and 22).

### 6.4.1. ASSUMPTIONS MADE

For this assumption, we have assumed that 0.5 hectares would be required to deliver the care home, and have therefore, reduced the number of units accordingly, having regard to the development density for each typology site. We have assumed a land receipt, outside of the development appraisal, of £2.4m for the care home on each site, which is based on evidence from the sale of the Former Brookvale Care Home in Olton, in 2018.

## 6.5. Round 2e - Zero Carbon Homes (Code Level 5)

For the viability modelling throughout this report, an overcost per unit of between £4,200 and £4,620 has been included to allow for meeting Option 2 of the Future Homes Standard. Within this second round of testing, we have also modelled the impact of replacing Option 2 of the Future Homes Standard with Code Level 5 - Zero Carbon Homes.

### 6.5.1. EFFECT ON DEVELOPMENT ECONOMICS

Similar to 6.3 (Adaptable and Accessible Homes), we have had regard to the EC Harris report Housing Standards Review, Cost Impacts (Department for Communities and Local Government, September 2014) with regard to the development viability implications of the implementation of disability access standards.

The study considers the “extra over” costs (in relation to industry standards) of implementing the standards, per dwelling, as below:

	1Bed Apartment	2Bed Apartment	2Bed Terrace	3Bed Semi-detached	4Bed Detached
<b>Code for Sustainable Homes Level 5 – Zero Carbon Homes</b>	£2,495	£3,441	£10,760	£12,855	£17,764

### 6.5.2. ASSUMPTIONS MADE

Similar again to 6.3 (Adaptable and Accessible Homes), we have indexed all costs in line with the RICS Building Cost Information Service (BCIS) Tender Price Index, up to Q1 2020, given that March 2020 is the reference date for this report.

## 6.6. Summary of Round 2 Testing Results

The results of the Round 2 viability testing for each typology site are included within the tables below. As stated previously, we have first tested the impact of self / custom build, establishing a “Round 2 Base” scenario. We have then individually tested the five (2a – 2e) additional assumptions regarding Accessible and Adaptable Homes, Care Homes and Zero Carbon Homes. Finally, a “Round 2 Final” scenario has been modelled, which includes the “maximum position” relating to these additional policy requirements, which is essentially:

- (2c) 95% of all units being subject to the M4(2) Accessible and Adaptable Homes Policy, with the remaining 5% being subject to the M4(3) Accessible and Adaptable Homes Policy
- (2e) 100% of all units being subject to Code Level 5 of Zero Carbon Homes

We have not included the Care Home testing within this “maximum position”, as this actually results in an increase in viability, as the residential land value foregone as a result of losing the 0.5 hectares for the Care Home is outweighed by the value of the Care Home itself. It is acknowledged, however, that for these larger sites, this is simply a result of the Care Home use being more efficient for the small parcel of land, in comparison to the average residential density of the site. This would also have the effect of improving the headroom in the “Round 2 Final” scenario, compared to if just 2c (95% M4(2) and 5% M4(3)) and 2e (Zero Carbon Homes) were adopted. On the basis that we have considered the “maximum position”, i.e. the worst case scenario, we have not included the Care Home within the “Round 2 Final” scenario.

Site 2	Rural Greenfield (110 units)	RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>		<b>£7,768,761</b>	<b>£985,883</b>	<b>£2,758,000</b>	<b>£350,000</b>
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	<b>£7,559,423</b>	<b>£959,318</b>	<b>£2,758,000</b>	<b>£350,000</b>
Round 2a	SCB & M42 25%	£7,521,201	£954,467	£2,758,000	£350,000
Round 2b	SCB & M42 100%	£7,409,266	£940,262	£2,758,000	£350,000
Round 2c	SCB & M42 95%, M43 5%	£7,327,616	£929,901	£2,758,000	£350,000
Round 2d	SCB & Care Home				
Round 2e	SCB & Zero Carbon Homes	£6,452,499	£818,845	£2,758,000	£350,000
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	<b>£6,220,692</b>	<b>£789,428</b>	<b>£2,758,000</b>	<b>£350,000</b>

Site 5	North Solihull Greenfield (100 units)	RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>		<b>£693,368</b>	<b>£108,678</b>	<b>£1,020,800</b>	<b>£160,000</b>
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	<b>£586,472</b>	<b>£91,924</b>	<b>£1,020,800</b>	<b>£160,000</b>
Round 2a	SCB & M42 25%	£551,712	£86,475	£1,020,800	£160,000
Round 2b	SCB & M42 100%	£447,434	£70,131	£1,020,800	£160,000
Round 2c	SCB & M42 95%, M43 5%	£364,720	£57,166	£1,020,800	£160,000
Round 2d	SCB & Care Home				
Round 2e	SCB & Zero Carbon Homes	-£320,828	-£50,287	£1,020,800	£160,000
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	<b>-£561,616</b>	<b>-£88,028</b>	<b>£1,020,800</b>	<b>£160,000</b>

Site 6	Rural PDL (100 units)	RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>		<b>£6,307,891</b>	<b>£888,435</b>	<b>£2,485,000</b>	<b>£350,000</b>
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	<b>£6,131,585</b>	<b>£863,604</b>	<b>£2,485,000</b>	<b>£350,000</b>
Round 2a	SCB & M42 25%	£6,097,195	£858,760	£2,485,000	£350,000
Round 2b	SCB & M42 100%	£5,994,023	£844,229	£2,485,000	£350,000
Round 2c	SCB & M42 95%, M43 5%	£5,911,741	£832,640	£2,485,000	£350,000
Round 2d	SCB & Care Home				
Round 2e	SCB & Zero Carbon Homes	£5,117,342	£720,752	£2,485,000	£350,000
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	<b>£4,897,498</b>	<b>£689,788</b>	<b>£2,485,000</b>	<b>£350,000</b>



Site 8		Rural Greenfield (300 units)	RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>			£13,626,954	£689,274	£6,919,500	£350,000
<b>Round 2 Base With Self/Custom Build</b>			£13,111,423	£663,198	£6,919,500	£350,000
Round 2a	SCB & M42 25%		£13,006,692	£657,900	£6,919,500	£350,000
Round 2b	SCB & M42 100%		£12,692,500	£642,008	£6,919,500	£350,000
Round 2c	SCB & M42 95%, M43 5%		£12,441,926	£629,334	£6,919,500	£350,000
Round 2d	SCB & Care Home		£14,403,607	£728,559	£6,919,500	£350,000
Round 2e	SCB & Zero Carbon Homes		£10,025,019	£507,082	£6,919,500	£350,000
<b>Round 2 Final SCB, Rounds 2c &amp; 2e</b>			£9,355,301	£473,207	£6,919,500	£350,000

Site 11		Mature Suburbs PDL (480 units)	RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>			£22,942,604	£869,038	£31,680,000	£1,200,000
<b>Round 2 Base With Self/Custom Build</b>			£22,135,315	£838,459	£31,680,000	£1,200,000
Round 2a	SCB & M42 25%		£22,041,851	£834,919	£31,680,000	£1,200,000
Round 2b	SCB & M42 100%		£21,582,200	£817,508	£31,680,000	£1,200,000
Round 2c	SCB & M42 95%, M43 5%		£21,233,503	£804,299	£31,680,000	£1,200,000
Round 2d	SCB & Care Home		£23,261,781	£881,128	£31,680,000	£1,200,000
Round 2e	SCB & Zero Carbon Homes		£18,095,116	£685,421	£31,680,000	£1,200,000
<b>Round 2 Final SCB, Rounds 2c &amp; 2e</b>			£17,133,380	£648,992	£31,680,000	£1,200,000

Site 14		North Solihull PDL (50 units)	RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>			£207,253	£100,122	£331,200	£160,000
<b>Round 2 Base With Self/Custom Build</b>			£153,006	£73,916	£331,200	£160,000
Round 2a	SCB & M42 25%		£133,960	£64,715	£331,200	£160,000
Round 2b	SCB & M42 100%		£79,750	£38,527	£331,200	£160,000
Round 2c	SCB & M42 95%, M43 5%		£-48,401	£-23,382	£331,200	£160,000
Round 2d	SCB & Care Home					
Round 2e	SCB & Zero Carbon Homes		£-213,705	£-103,239	£331,200	£160,000
<b>Round 2 Final SCB, Rounds 2c &amp; 2e</b>			£-327,289	£-158,111	£331,200	£160,000

Site 16		Mature Suburbs Greenfield (600 units)	RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>			£20,876,364	£629,945	£11,599,000	£350,000
<b>Round 2 Base With Self/Custom Build</b>			£19,905,583	£600,651	£11,599,000	£350,000
Round 2a	SCB & M42 25%		£19,808,983	£597,736	£11,599,000	£350,000
Round 2b	SCB & M42 100%		£19,254,598	£581,008	£11,599,000	£350,000
Round 2c	SCB & M42 95%, M43 5%		£18,833,902	£568,313	£11,599,000	£350,000
Round 2d	SCB & Care Home		£21,325,727	£643,504	£11,599,000	£350,000
Round 2e	SCB & Zero Carbon Homes		£15,053,694	£454,245	£11,599,000	£350,000
<b>Round 2 Final SCB, Rounds 2c &amp; 2e</b>			£13,892,580	£419,209	£11,599,000	£350,000

Site 17		Mature Suburbs PDL (150 units)	RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>			£9,198,555	£1,301,069	£8,879,920	£1,256,000
<b>Round 2 Base With Self/Custom Build</b>			£8,964,438	£1,267,954	£8,879,920	£1,256,000
Round 2a	SCB & M42 25%		£8,913,305	£1,260,722	£8,879,920	£1,256,000
Round 2b	SCB & M42 100%		£8,762,595	£1,239,405	£8,879,920	£1,256,000
Round 2c	SCB & M42 95%, M43 5%		£8,655,410	£1,224,245	£8,879,920	£1,256,000
Round 2d	SCB & Care Home					
Round 2e	SCB & Zero Carbon Homes		£7,613,687	£1,076,901	£8,879,920	£1,256,000
<b>Round 2 Final SCB, Rounds 2c &amp; 2e</b>			£7,304,660	£1,033,191	£8,879,920	£1,256,000

Site 18	Mature Suburbs Greenfield (100 units)	RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>		£6,720,988	£1,084,030	£2,170,000	£350,000
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	£6,534,615	£1,053,970	£2,170,000	£350,000
Round 2a	SCB & M42 25%	£6,499,847	£1,048,362	£2,170,000	£350,000
Round 2b	SCB & M42 100%	£6,395,545	£1,031,540	£2,170,000	£350,000
Round 2c	SCB & M42 95%, M43 5%	£6,316,420	£1,018,777	£2,170,000	£350,000
Round 2d	SCB & Care Home				
Round 2e	SCB & Zero Carbon Homes	£5,636,453	£909,105	£2,170,000	£350,000
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	£5,418,259	£873,913	£2,170,000	£350,000

Site 22	Rural PDL (300 units)	RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>		£16,300,401	£1,044,898	£5,460,000	£350,000
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	£15,761,049	£1,010,324	£5,460,000	£350,000
Round 2a	SCB & M42 25%	£15,655,143	£1,003,535	£5,460,000	£350,000
Round 2b	SCB & M42 100%	£15,337,420	£983,168	£5,460,000	£350,000
Round 2c	SCB & M42 95%, M43 5%	£15,096,391	£967,717	£5,460,000	£350,000
Round 2d	SCB & Care Home	£16,470,711	£1,055,815	£5,460,000	£350,000
Round 2e	SCB & Zero Carbon Homes	£12,921,808	£828,321	£5,460,000	£350,000
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	£12,257,148	£785,715	£5,460,000	£350,000

Generally speaking, with regards to ultimate viability, our conclusions for this second round of testing are the same as for Round 1, with the exception of Site 17, where the marginal viability shown at Round 1 and in the “Round 2 Base” scenario becomes unviable as additional layers of policy requirements are added. Sites 2, 6, 8, 16, 18 and 22 remain viable at all stages of the second round of testing. Site 5, located in the North Solihull area, is shown as even more unviable than after the first round of testing, and Site 14 remains unviable despite these Round 2 requirements not being tested, owing to the site capacity of just 50 units. Site 11 remains unviable as a result of the high benchmark land value, which is also the case for Site 17 which drops from being marginally viable to unviable once Rounds 2b – 2e are tested.

As far as the individual impact on residual land value that each of the policy layers (Rounds 2a – 2e) has is concerned, the tables below sets out the average reduction (or increase in the case of Round 2d – Care Home) in residual land value per net acre, across all of the ten typology sites.

Difference from Round 1 (per acre)		Average
Round 2 Base	With Self/Custom Build	<b>-£27,806</b>

Difference from Round 2 Base (per acre)		Average
Round 2a	SCB & M42 25%	<b>-£5,573</b>
Round 2b	SCB & M42 100%	<b>-£23,553</b>
Round 2c	SCB & M42 95%, M43 5%	<b>-£41,431</b>
Round 2d	SCB & Care Home	<b>£49,094</b>
Round 2e	SCB & Zero Carbon Homes	<b>-£157,617</b>
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	<b>-£195,601</b>

The impact of including an allowance for Self & Custom build is shown to be minimal, resulting in an average reduction in residual land value of circa. £28,000 per acre across the typology sites. This layer of testing has no impact with regards to ultimate viability in any of the sites tested.

The impact of the Accessible and Adaptable Homes layers (Rounds 2a – 2c) is also relatively minimal, particularly in the case of Round 2a, where only 25% of dwellings are subjected to the M4(2) overcost. On average, Round 2a of testing results in a reduction in land value of circa £5,500 per acre across the ten typology sites, with even the most onerous Accessible and Adaptable Homes layer (Round 2c) only resulting in a reduction of circa. £41,000 per acre, which would only have a material impact upon the most marginal of sites, as shown in the case of Site 17.



As referred to earlier in this section, there is a slight anomaly regarding including the Care Home at Round 2d, as this actually results in a slight increase in viability for the relevant four sites. This is due to the fact that the Care Home is a more efficient and higher value land use for the small parcel of land required, in comparison to the average residential density of the site. For this reason, as explained, we have not included this layer of testing within the “Round 2 Final” scenario, which simply models the impact of Round 2c and Round 2e combined, as the “maximum position” with regards to additional policy requirements.

The most onerous layer of policy testing is undoubtedly Round 2e, where the allowance for Code Level 5 - Zero Carbon Homes is included. On average, this results in a reduction of circa. £158,000 per net acre for each site, which would render Site 17 unviable in comparison to the marginal outcome of Round 1 of testing, as well as bringing the residual land values of other sites closer to the respective benchmark land values.

## 7. “Round 3” Testing – Additional Site Typologies Testing

### 7.1. Introduction

Whilst in terms of housing numbers, the above typology sites will be key, the typology testing also extends to cover site typologies that may be significant in terms of sites coming forward over the plan period, if not in overall housing numbers.

On this basis, the following, additional typologies have been tested:

- Smaller Windfall Sites that would not be covered by the proposed allocations tested so far, both Garden Land and Greenfield
- Typical Retirement Housing scheme (e.g. McCarthy and Stone type) on previously developed land, for 30 units

### 7.2. Windfall Site (Garden Land)

#### 7.2.1. KEY CONTEXTUAL ASSUMPTIONS

We have assumed:

- Four new build houses on the “garden lands” to the rear of existing houses
- Access will be off an existing estate road, and involve the reconfiguration of two existing dwellings fronting the residential street (one of which will be demolished and a replacement built in a new position; the other partly cleared and then extended and refurbished)
- Site Assembly costs of £2.55 million (assuming acquisition of two residential properties at £1.2 million each, and further land cost of garden lands of £150,000, plus acquisition costs at 6.80%). The calculated Benchmark Land Value for the site is therefore £2,723,400.

The site has an area of approx. 0.6 hectares and, as well as the existing road frontage properties acquired to access the garden lands, also comprises the rear gardens of a further two neighbouring properties, all of which extend over 50 metres to the rear of the properties.

The awkward shape of the site, and the large size of the houses (reflecting the size of the neighbouring houses and the high value area) results in a scheme with a relatively high development coverage (c 20, 200 sq. ft.) but of low density - around 10 dwellings per hectare.

#### 7.2.2. KEY APPRAISAL ASSUMPTIONS

##### Development

We have assumed:

- The four new build houses, and the wholly rebuild replacement house average 5,250 sq. ft. (488 sq. m.); totalling 2,440 sq. m., thus compliant with the minimum requirements of the National Space Standards.
- Plus 6 new garages totalling 155 sq. m. (1,668 sq. ft.)
- An average sales value for these five houses of £1.65 million (£314 per sq. ft.)
- Extension cost for remodelled house - £250,000
- Wholesale refurbishment for existing part of remodelled house - £250,000
- Sales value for the remodelled house of £1.45 million

## Costs

We have assumed:

- A high specification scheme for the new builds, with a build cost of £125 per sq. ft., and an externals cost equivalent to £100,000 / dwelling (£600,000);
- New builds constructed having regard to Option 2 of the Future Homes Standard, for which an overcost per dwelling of £4,620 has been assumed, consistent with the site typology testing within this report
- A high specification refurbishment for the refurbished and extended house
- Development Contingency of 3%
- Professional Fees at 8%
- Section 106 buffer of £1,000 per dwelling, allowing for biodiversity net gain and police contributions
- Allowance for Electric Charging Vehicles of £1,000 per space, assuming two car parking spaces per dwelling
- Sales and Marketing Costs of 3.5% (on Gross Development Value)
- Finance costs equivalent to 6% on debit
- A demolition allowance of £50,000 (no piled) across 425 sq. m.
- Developer Profit allowance of 20% on Gross Development Value
- In line with the testing within this report, CIL has not been included within the development appraisal, and instead, we have compared the residual land value with the benchmark land value (of £2,723,400), assessing the level of headroom remaining for CIL

### 7.2.3. ROUND 1 APPRAISAL SUMMARY

A residual development appraisal has been constructed on the basis of the assumptions set out above. This appraisal concludes a residual land value, which we have compared against the established benchmark land value of £2,723,400. The development appraisal is summarised below.

Summary Development Appraisal (£ - rounded)		Windfall Site (Garden Land)
Dwellings		6
Developable Acres (Residential)		1.5
Density (dph)		10
Revenue		£9.7m
Total Development Costs		£7.5m
Development Cost Subtotals	Construction (including fees, contingency and overcosts)	£5.0m
	Finance (Borrowing)	£0.3m
	Other Development Overheads including Marketing/Letting/Disposal, and Profit	£2.2m
<b>Residual Land Value (RLV)</b>		<b>£2,160,965</b>
<b>Benchmark Land Value</b>		<b>£2,723,400</b>
<b>Surplus</b>		<b>(£562,435)</b>

On this basis, the appraisal modelling undertaken indicates a deficit of £562,435 between the benchmark land value of the site, and the residual land value realised by the development appraisal. This suggests that such a typology scheme would be unviable, and that there would be no headroom for any CIL payment, which in this case would amount to £200,595 based upon the 2020 Charging Schedule for the Mature Suburbs charging zone, applied to the net additional area of 2,170 sq. m.

Notwithstanding this, it is the experience of Solihull Council that schemes of this type are generally capable of supporting CIL contributions. This is typically a result of the fact that schemes tend to be promoted by small, local, developer builders, which will tolerate a relatively low developer profit (as distinct from contractor profit).

On the basis that the fully open market typology scheme is unviable and generates a deficit when compared with the benchmark land value, we have not undertaken testing of a scenario where the typology is fully compliant with regards to affordable housing, which would further reduce the residual land value below the adopted benchmark.

#### 7.2.4. ROUND 2 TESTING - APPRAISAL SUMMARY

Having regard to the second round of testing conducted earlier within this report, we have modelled the impact of the following upon this Garden Land typology site.

- (2e) 100% of all units being subject to Code Level 5 of Zero Carbon Homes

As stated within Section 6 of this report, this involves replacing the requirement for Option 2 of the Future Homes Standard with Code Level 5 - Zero Carbon Homes.

The development appraisal for this second round of testing is summarised below.

Summary Development Appraisal (£ - rounded)		Windfall Site (Garden Land)
Dwellings		6
Developable Acres (Residential)		1.5
Density (dph)		10
Revenue		£9.7m
Total Development Costs		£7.5m
Development Cost Subtotals	Construction (including fees, contingency and overcosts)	£5.1m
	Finance (Borrowing)	£0.3m
	Other Development Overheads including Marketing/Letting/Disposal, and Profit	£2.2m
<b>Residual Land Value (RLV)</b>		<b>£2,074,105</b>
<b>Benchmark Land Value</b>		<b>£2,723,400</b>
<b>Surplus</b>		<b>(£649,295)</b>

Similar to Round 1, this second round of testing realises a greater deficit, now of circa. £650,000, as a result of the increase in policy requirement. Again, this suggests that such a typology would be unviable.

### 7.3. Windfall Sites (Greenfield)

#### 7.3.1. KEY CONTEXTUAL ASSUMPTIONS

We have undertaken appraisals for Greenfield windfall sites on the basis of high, medium and low value areas. We have assumed:

- A greenfield site with an area of approx. 0.7 ha (1.73 acres).
- The 'lower value' and 'mid value' sites being located in a 'Mature Suburbs' location, in relation to the CIL charging schedule. The 'high value' site being located within a 'Rural' location.
- Number of units, density and unit size as follows, having regard to the Existing policy relating to Affordable Housing, and the Draft policy relating to the Market Housing Mix. We have also had regard to the minimum requirements of the National Space Standards in determining an appropriate average unit size.

	No. Units	Area (acres)	Area (ha)	Average Unit Size (sq. ft.)	Total Area (sq. ft.)	Density (dph)	Coverage (sq. ft. per acre)
High Value	18	1.73	0.7	1,214	21,850	26	12,630
Mid Value	24	1.73	0.7	995	23,880	34	13,803
Low Value	30	1.73	0.7	983	29,490	43	17,046

### 7.3.2. KEY APPRAISAL ASSUMPTIONS

#### Development

We have assumed average sales values as follows:

	Sales Value (£ per sq. ft.)	Average Unit Price	Affordable Housing Units	Affordable Housing Value (£ per sq. ft.)*
High Value Area	£400	£485,500	7	£202
Mid Value Area	£350	£348,250	10	£177
Low Value Area	£285	£280,000	12	£144

\*NB: Assuming policy compliant on-site provision, with an average transfer value of 50.50% of open market value.

#### Costs

We have assumed:

- 'All in' build costs of £125 per sq. ft. for the 'low value' and 'mid value' sites, with £137.50 per sq. ft. adopted for the high value site, reflecting a higher specification scheme
- New builds constructed having regard to Option 2 of the Future Homes Standard, for which an overcost per dwelling of £4,620 has been assumed, consistent with the site typology testing within this report
- Section 106 buffer of £1,000 per dwelling, allowing for biodiversity net gain and police contributions
- Allowance for Electric Charging Vehicles of £1,000 per space, assuming an average of 1.5 car parking spaces per dwelling
- Build cost contingency of 3.00%
- Professional fees of 8.00%
- Sales and Marketing Costs of 3.5% (on Gross Development Value) on the private sale units with Affordable Legals at £500 per unit
- Finance costs equivalent to 6% on debt
- Blended Developer Profit of 20% on GDV for the private sale units and 6% on GDV for the affordable units
- In line with the testing within this report, CIL has not been included within the development appraisal, and instead, we have compared the residual land value with an appropriate greenfield benchmark land value (of £350,000 per net acre, equating to £605,500 across the 1.73 net acres), assessing the level of headroom remaining for CIL

### 7.3.3. ROUND 1 APPRAISAL SUMMARIES

A residual development appraisal has been constructed for each of the three typologies on the basis of the assumptions set out above. This appraisals conclude a residual land value, which we have compared against the established benchmark land value of £605,000 (£350,000 per net acre). The development appraisals are summarised below.

Summary Development Appraisal (£ - rounded)		High Value Area	Mid Value Area	Low Value Area
Dwellings		18	24	30
Developable Acres (Residential)		1.73	1.73	1.73
Density (dph)		26	34	43
Revenue		£7.4m	£6.8m	£6.8m
Total Development Costs		£5.3m	£5.1m	£5.9m
Development Cost Subtotals	Construction (including fees, contingency and overcosts)	£3.4m	£3.5m	£4.3m
	Finance (Borrowing)	£0.3m	£0.2m	£0.2m
	Other Development Overheads including Marketing/Letting/Disposal, and Profit	£1.6m	£1.4m	£1.4m
<b>Residual Land Value (RLV)</b>		<b>£2,006,785</b>	<b>£1,632,326</b>	<b>£928,314</b>
<b>Benchmark Land Value</b>		<b>£605,000</b>	<b>£605,000</b>	<b>£605,000</b>
<b>Surplus</b>		<b>£1,401,785</b>	<b>£1,027,326</b>	<b>£323,314</b>

On the basis of the Round 1 appraisal modelling, a surplus is generated for all three of the value areas, ranging from circa. £320,000 in the Low Value Area to £1.4m in the High Value Area. In each case, the residual land value realised is greater than the benchmark land value of £605,000, and all three typologies are therefore, considered viable after this first round of testing.

### 7.3.4. ROUND 2 TESTING

Having regard to the second round of testing conducted earlier within this report, we have modelled the impact of the following upon these three Value Area typologies.

- (2b) 100% of all units being subject to the M4(2) Accessible and Adaptable Homes Policy
- (2c) 95% of all units being subject to the M4(2) Accessible and Adaptable Homes Policy, with the remaining 5% being subject to the M4(3) Accessible and Adaptable Homes Policy
- (2e) 100% of all units being subject to Code Level 5 of Zero Carbon Homes

Consistent with the approach taken in Section 6 of this report, we have tested the impact of each of these policy requirements individually, before testing a “Round 2 Final” scenario, which tests the maximum position with regards to policy requirements, in this case including 2c and 2e. The results of this modelling are set out below.

High Value Area		RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>		£2,006,785	£1,159,991	£605,500	£350,000
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>				
Round 2a	SCB & M42 25%				
Round 2b	SCB & M42 100%	£1,979,603	£1,144,279	£605,500	£350,000
Round 2c	SCB & M42 95%, M43 5%	£1,961,541	£1,133,839	£605,500	£350,000
Round 2d	SCB & Care Home				
Round 2e	SCB & Zero Carbon Homes	£1,806,276	£1,044,090	£605,500	£350,000
<b>Round 2 Final</b>	<b>Rounds 2c &amp; 2e</b>	£1,761,032	£1,017,938	£605,500	£350,000

Mid Value Area		RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>		£1,632,326	£943,541	£605,500	£350,000
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>				
Round 2a	SCB & M42 25%				
Round 2b	SCB & M42 100%	£1,596,083	£922,591	£605,500	£350,000
Round 2c	SCB & M42 95%, M43 5%	£1,559,959	£901,710	£605,500	£350,000
Round 2d	SCB & Care Home				
Round 2e	SCB & Zero Carbon Homes	£1,364,980	£789,006	£605,500	£350,000
<b>Round 2 Final</b>	<b>Rounds 2c &amp; 2e</b>	£1,292,614	£747,176	£605,500	£350,000

Low Value Area		RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>		£928,314	£536,598	£605,500	£350,000
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>				
Round 2a	SCB & M42 25%				
Round 2b	SCB & M42 100%	£882,941	£510,371	£605,500	£350,000
Round 2c	SCB & M42 95%, M43 5%	£846,762	£489,458	£605,500	£350,000
Round 2d	SCB & Care Home				
Round 2e	SCB & Zero Carbon Homes	£594,132	£343,429	£605,500	£350,000
<b>Round 2 Final</b>	<b>Rounds 2c &amp; 2e</b>	£512,003	£295,955	£605,500	£350,000

As shown by the tables above, in the case of both the High Value Area and the Mid Value Area, even including the most onerous combination of policy requirements (Round 2 Final) still realises a residual land value comfortably in excess of the benchmark land value. In the case of the High Value Area, a residual land value of £1.76m is achieved when Rounds 2c and 2e are included, which is over £1.1m greater than the benchmark. This surplus falls to circa. £700,000 for the Mid Value Area, for which a residual land value of £1.29m is achieved.

For the Low Value Area typology, the modelling undertaken suggests that when Rounds 2b and 2c (different levels of Accessible and Adaptable Homes) are tested, the site remains viable, generating a surplus of around £250,000. However, the inclusion of Round 2e (which replaces the requirement for Option 2 of the Future Homes Standard with Code Level 5 - Zero Carbon Homes) causes the residual land value to fall to £594,000, which is marginally below the benchmark land value of £605,000 and is thus considered marginal at best. Naturally, in the Round 2 Final scenario, the most onerous in terms of additional policy requirements, the residual land value is comfortably lower than the benchmark, rendering the site unviable in this case.

## 7.4. Typology Retirement Housing Scheme – 30 units

### 7.4.1. KEY CONTEXTUAL ASSUMPTIONS

For the Retirement Housing Scheme typology, we have assumed the following with regard to the context of the scheme:

- A site comprising 0.28 ha (0.692 acres), which has been previously developed.
- The site is located in a high value area within the borough, within the Rural CIL charging zone.
- The site has two points of access off existing roads, is relatively flat, is suitable for development and contains no listed buildings.
- The scheme is proposed to consist of 30 one and two bedroom retirement apartments with associated car parking, externals and amenity areas.

### 7.4.2. KEY APPRAISAL ASSUMPTIONS

#### Development

We have assumed:

- 30 one and two bedroom retirement apartments, with a net average unit size of 66 sq. m. (707 sq. ft.) and a total saleable floorspace of 1,970 sq. m. (21,204 sq. ft.). This is compliant with the minimum requirements of the National Space Standards.
- Sales values of £260,000 and £355,000 for one and two bedroom apartments respectively.
- A timescale allowing for a build period of 12 months, a 6 month lead-in period and a sales period of 18 months.

#### Costs

We have assumed:

- Construction costs of £135 per sq. ft., along with a further 10% allowance for external works
- Apartments constructed having regard to Option 2 of the Future Homes Standard, for which an average overcost per dwelling of £2,260 is reported for flats
- Section 106 buffer of £1,000 per dwelling, allowing for biodiversity net gain and primary care contributions
- Allowance for Electric Charging Vehicles of £1,000 per space, assuming 15 spaces within the development
- Additional allowances for site and development specific over costs totalling £79,000
- Professional Fees of 10%
- Build contingency of 5%
- Marketing fees of 4% of Gross Development Value
- Sales fees of 2% of Gross Development Value
- Empty property costs of £277 per unit per month for the 1 bedroom apartments, and £390 per unit per month for the 2 bedroom apartments
- Finance debit rate of 6.5% to account for the longer sales period of retirement homes
- Developer Profit of 20% on Gross Development Value
- In line with the testing within this report, CIL has not been included within the development appraisal, and instead, we have compared the residual land value with an appropriate benchmark land value.
- Consistent with the testing within this report, we have also not considered any vacant building credit that may be available, which could reduce the amount of affordable housing or CIL required.



### 7.4.3. ROUND 1 APPRAISAL SUMMARY

A residual development appraisal was constructed on the basis of the assumptions set out above, which is summarised within the table below.

Summary Development Appraisal (£ - rounded)		Retirement Home Typology (Open Market Scheme)
No. Beds		30
Developable Acres (Residential)		0.69
Density (beds per hectare)		107
Revenue		£8.9m
Total Development Costs		£7.9m
Development Cost Subtotals	Construction (including fees, contingency and overcosts)	£5.1m
	Finance (Borrowing)	£0.3m
	Other Development Overheads including Marketing/Letting/Disposal, and Profit	£2.5m
<b>Residual Land Value (RLV)</b>		<b>£1,064,605</b>
<b>Benchmark Land Value</b>		<b>£513,000</b>
<b>Surplus (before off-site affordable housing)</b>		<b>£551,605</b>

In order to assess the viability of this site, we have compared the land value with an ‘alternative use value’ of a notional residential scheme, delivering 8 units. Appraising this scheme produces a land value in the order of £513,000 and on this basis, the appraisal summary above indicates that a surplus of £551,605 is generated.

However, the above scheme is fully open market, and does not include an allowance for an off-site affordable housing commuted sum. Additionally, consistent with the testing within this report, the appraisal also does not include an allowance for CIL, which in the case of the typology scheme would amount to £491,200 (based on a gross scheme area of 2,657 sq. m. and the 2020 charging rate for the Rural CIL charging zone).

In simple terms then, the open market scheme generates a surplus, before CIL, of £551,600. Assuming the transfer value of an affordable apartment is 50% of open market value, it can be estimated that each affordable unit “costs” the scheme in the region of £145,000. On this basis, there is surplus to deliver approximately 4 affordable units, which reflects 13% affordable housing, clearly some 8 units below the policy requirement of 40% (12 units). On this basis, even after a reduced affordable housing contribution, there would not be any headroom for a CIL contribution at this typology site.

### 7.4.4. ROUND 2 TESTING

Having regard to the second round of testing conducted earlier within this report, we have modelled the impact of the following upon this Retirement Housing typology.

- (2b) 100% of all units being subject to the M4(2) Accessible and Adaptable Homes Policy
- (2c) 95% of all units being subject to the M4(2) Accessible and Adaptable Homes Policy, with the remaining 5% being subject to the M4(3) Accessible and Adaptable Homes Policy
- (2e) 100% of all units being subject to Code Level 5 of Zero Carbon Homes

Consistent with the approach taken in Section 6 of this report, we have tested the impact of each of these policy requirements individually, before testing a “Round 2 Final” scenario, which tests the maximum

position with regards to policy requirements, in this case including 2c and 2e. The results of this modelling are set out below.

Retirement Housing - Open Market Scheme		RLV	RLV (per acre)	BLV	BLV (per acre)
<b>Round 1</b>		£1,064,605	£1,542,906	£685,000	£992,754
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>				
Round 2a	SCB & M42 25%				
Round 2b	SCB & M42 100%	£1,023,773	£1,483,729	£685,000	£992,754
Round 2c	SCB & M42 95%, M43 5%	£1,002,038	£1,452,229	£685,000	£992,754
Round 2d	SCB & Care Home				
Round 2e	SCB & Zero Carbon Homes	£1,027,399	£1,488,984	£685,000	£992,754
<b>Round 2 Final</b>	<b>Rounds 2c &amp; 2e</b>	£964,832	£1,398,307	£685,000	£992,754

As a result of the increased policy requirements, the residual land value of the open market scheme in the Round 2 Final scenario is some £100,000 lower than at Round 1.

On this basis, a reduced surplus of circa. £451,800 is generated above the benchmark land value (of £513,000), further worsening the position at the first round of testing. In high level terms, again assuming that each affordable housing unit “costs” the scheme some £145,000, only 3 affordable housing units could viably be delivered (10% of the total units), in comparison to the policy requirement of 12 units.

Again, therefore, there would not be any headroom for CIL at this typology site.

## 8. CIL Headroom Analysis & Policy Implications

### 8.1 Introduction

This section assesses the results of the viability testing undertaken in the Sections above, for both the Round 1 and Round 2 testing. Specifically, we have analysed the headroom in each of the viability appraisals for CIL, which is the purpose of this study. Each of the site typologies have been assessed under the Existing Affordable Housing (40%) and Draft Private Housing Mix (30% of 1 and 2 beds) scenario. We have set out the methodology behind how this assessment has been undertaken below.

### 8.2 CIL Headroom Methodology

- In order to assess the level of headroom for CIL for the site typologies, we have naturally had regard to the residual land value realised in each of the development appraisals.
- We have then compared this with the determined Benchmark Land Value for each typology site, which realises an initial headroom, or surplus.
- We have then applied a varying buffer of 30%, 40% and 50% to this headroom (where the headroom is positive), in order to take account of changes in the market, changes in construction costs and all other development risks, rather than undertaking assumption specific sensitivity testing throughout the report.
- Where the headroom is negative, no buffer has been applied. This headroom, with the buffer included, is essentially the amount of CIL that each site could support.
- This headroom, with the buffer included, has then been compared with the total sq. ft. of the private dwellings at each typology site, the “chargeable sq. ft.”. This breaks back the total headroom to a £/sq. ft. figure, to make for easier site to site comparison.

The results of this CIL headroom analysis are set out below, for both the Round 1 and Round 2 testing. The above methodology has been applied across the board, and below we have set out a more detailed example of how the CIL headroom has been calculated, using Site 2 as an example, with a 50% buffer.

Table 8.1 Example CIL Headroom Calculation – Site 2 (50% Buffer)

Level 1: Affordable Tenure Scenario	Existing Local Plan (40% aff)	Benchmark Land Value (£/acre)	Benchmark Land Value (£)	Headroom (£)		Affordable GIA (sqft)	Chargeable sq. ft.	CIL/sq. ft.	CIL/sq. m.	Existing CIL Charging Rate - 2020 Indexation
Level 2: Private Mix Scenario (Policy P4c (Market Housing))	Existing Local Plan (40% aff) Draft LP 30% 1&2 Bed			Headroom with buffer	Headroom Affordable					
Site 2: Rural Greenfield (110)	£7,768,761	£350,000	£2,758,000	£5,010,761	£2,505,381	45,925	65,670	£38.15	£410.51	£184.87
(per acre)	£985,883									

### 8.3 CIL Headroom Results – Round 1 and 2 Testing

We have used the following Green / Amber / Red classification within the tables below, as follows.

- Where the headroom for CIL exceeds the existing CIL Charging Rate, this has been shaded **green**, indicating that the site is viable in the respective scenario, and that there is sufficient headroom for a CIL contribution in excess of the existing rate.
- Where the headroom for CIL is positive, but is lower than the existing CIL Charging Rate, this has been shaded **amber**, indicating that the site would be considered viable in the respective scenario, should a lower CIL contribution be required. Based on the existing CIL Charging Rate, sites that are shaded amber would be unviable.
- Where the headroom for CIL is negative, this has been shaded **red**, indicating that the site is considered unviable, before the introduction of any CIL contribution whatsoever.

#### 8.1.1. SITE 2

Site 2	Rural Greenfield (110 units)	RLV	RLV (per acre)	BLV	CIL /sq. m. (50% Buffer)	CIL /sq. m. (40% Buffer)	CIL /sq. m. (30% Buffer)	Existing CIL Rate
<b>Round 1</b>		<b>£7,768,761</b>	<b>£985,883</b>	<b>£2,758,000</b>	<b>£411</b>	<b>£493</b>	<b>£575</b>	<b>£185</b>
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	<b>£7,559,423</b>	<b>£959,318</b>	<b>£2,758,000</b>	<b>£393</b>	<b>£472</b>	<b>£551</b>	<b>£185</b>
Round 2a	SCB & M42 25%	£7,521,201	£954,467	£2,758,000	£390	£468	£547	£185
Round 2b	SCB & M42 100%	£7,409,266	£940,262	£2,758,000	£381	£457	£534	£185
Round 2c	SCB & M42 95%, M43 5%	£7,327,616	£929,901	£2,758,000	£375	£449	£524	£185
Round 2d	SCB & Care Home							
Round 2e	SCB & Zero Carbon Homes	£6,452,499	£818,845	£2,758,000	£303	£363	£424	£185
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	<b>£6,220,692</b>	<b>£789,428</b>	<b>£2,758,000</b>	<b>£284</b>	<b>£341</b>	<b>£397</b>	<b>£185</b>

#### 8.1.2. SITE 5

Site 5	North Solihull Greenfield (100 units)	RLV	RLV (per acre)	BLV	CIL /sq. m. (50% Buffer)	CIL /sq. m. (40% Buffer)	CIL /sq. m. (30% Buffer)	Existing CIL Rate
<b>Round 1</b>		<b>£693,368</b>	<b>£108,678</b>	<b>£1,020,800</b>	<b>-£64</b>	<b>-£64</b>	<b>-£64</b>	<b>£0</b>
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	<b>£586,472</b>	<b>£91,924</b>	<b>£1,020,800</b>	<b>-£85</b>	<b>-£85</b>	<b>-£85</b>	<b>£0</b>
Round 2a	SCB & M42 25%	£551,712	£86,475	£1,020,800	-£91	-£91	-£91	£0
Round 2b	SCB & M42 100%	£447,434	£70,131	£1,020,800	-£112	-£112	-£112	£0
Round 2c	SCB & M42 95%, M43 5%	£364,720	£57,166	£1,020,800	-£128	-£128	-£128	£0
Round 2d	SCB & Care Home							
Round 2e	SCB & Zero Carbon Homes	-£320,828	-£50,287	£1,020,800	-£262	-£262	-£262	£0
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	<b>-£561,616</b>	<b>-£88,028</b>	<b>£1,020,800</b>	<b>-£309</b>	<b>-£309</b>	<b>-£309</b>	<b>£0</b>

### 8.1.3. SITE 6

Site 6	Rural PDL (100 units)	RLV	RLV (per acre)	BLV	CIL /sq. m. (50% Buffer)	CIL /sq. m. (40% Buffer)	CIL /sq. m. (30% Buffer)	Existing CIL Rate
<b>Round 1</b>		£6,307,891	£888,435	£2,485,000	£345	£414	£482	£185
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	£6,131,585	£863,604	£2,485,000	£329	£394	£460	£185
Round 2a	SCB & M42 25%	£6,097,195	£858,760	£2,485,000	£326	£391	£456	£185
Round 2b	SCB & M42 100%	£5,994,023	£844,229	£2,485,000	£316	£380	£443	£185
Round 2c	SCB & M42 95%, M43 5%	£5,911,741	£832,640	£2,485,000	£309	£371	£432	£185
Round 2d	SCB & Care Home							
Round 2e	SCB & Zero Carbon Homes	£5,117,342	£720,752	£2,485,000	£237	£285	£332	£185
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	£4,897,498	£689,788	£2,485,000	£217	£261	£304	£185

### 8.1.4. SITE 8

Site 8	Rural Greenfield (300 units)	RLV	RLV (per acre)	BLV	CIL /sq. m. (50% Buffer)	CIL /sq. m. (40% Buffer)	CIL /sq. m. (30% Buffer)	Existing CIL Rate
<b>Round 1</b>		£13,626,954	£689,274	£6,919,500	£202	£242	£282	£185
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	£13,111,423	£663,198	£6,919,500	£186	£223	£260	£185
Round 2a	SCB & M42 25%	£13,006,692	£657,900	£6,919,500	£183	£220	£256	£185
Round 2b	SCB & M42 100%	£12,692,500	£642,008	£6,919,500	£173	£208	£243	£185
Round 2c	SCB & M42 95%, M43 5%	£12,441,926	£629,334	£6,919,500	£166	£199	£232	£185
Round 2d	SCB & Care Home	£14,403,607	£728,559	£6,919,500	£240	£287	£335	£185
Round 2e	SCB & Zero Carbon Homes	£10,025,019	£507,082	£6,919,500	£93	£112	£131	£185
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	£9,355,301	£473,207	£6,919,500	£78	£94	£109	£185

### 8.1.5. SITE 11

Site 11	Mature Suburbs PDL (480 units)	RLV	RLV (per acre)	BLV	CIL /sq. m. (50% Buffer)	CIL /sq. m. (40% Buffer)	CIL /sq. m. (30% Buffer)	Existing CIL Rate
<b>Round 1</b>		£22,942,604	£869,038	£31,680,000	-£342	-£342	-£342	£92
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	£22,135,315	£838,459	£31,680,000	-£374	-£374	-£374	£92
Round 2a	SCB & M42 25%	£22,041,851	£834,919	£31,680,000	-£378	-£378	-£378	£92
Round 2b	SCB & M42 100%	£21,582,200	£817,508	£31,680,000	-£396	-£396	-£396	£92
Round 2c	SCB & M42 95%, M43 5%	£21,233,503	£804,299	£31,680,000	-£409	-£409	-£409	£92
Round 2d	SCB & Care Home	£23,261,781	£881,128	£31,680,000	-£345	-£345	-£345	£92
Round 2e	SCB & Zero Carbon Homes	£18,095,116	£685,421	£31,680,000	-£532	-£532	-£532	£92
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	£17,133,380	£648,992	£31,680,000	-£597	-£597	-£597	£92

8.1.6. SITE 14

Site 14	North Solihull PDL (50 units)	RLV	RLV (per acre)	BLV	CIL /sq. m. (50% Buffer)	CIL /sq. m. (40% Buffer)	CIL /sq. m. (30% Buffer)	Existing CIL Rate
<b>Round 1</b>		£207,253	£100,122	£331,200	-£52	-£52	-£52	£0
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	£153,006	£73,916	£331,200	-£75	-£75	-£75	£0
Round 2a	SCB & M42 25%	£133,960	£64,715	£331,200	-£83	-£83	-£83	£0
Round 2b	SCB & M42 100%	£79,750	£38,527	£331,200	-£106	-£106	-£106	£0
Round 2c	SCB & M42 95%, M43 5%	-£48,401	-£23,382	£331,200	-£160	-£160	-£160	£0
Round 2d	SCB & Care Home							
Round 2e	SCB & Zero Carbon Homes	-£213,705	-£103,239	£331,200	-£229	-£229	-£229	£0
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	-£327,289	-£158,111	£331,200	-£277	-£277	-£277	£0

8.1.7. SITE 16

Site 16	Mature Suburbs Greenfield (600 units)	RLV	RLV (per acre)	BLV	CIL /sq. m. (50% Buffer)	CIL /sq. m. (40% Buffer)	CIL /sq. m. (30% Buffer)	Existing CIL Rate
<b>Round 1</b>		£20,876,364	£629,945	£11,599,000	£145	£174	£204	£92
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	£19,905,583	£600,651	£11,599,000	£130	£156	£182	£92
Round 2a	SCB & M42 25%	£19,808,983	£597,736	£11,599,000	£129	£154	£180	£92
Round 2b	SCB & M42 100%	£19,254,598	£581,008	£11,599,000	£120	£144	£168	£92
Round 2c	SCB & M42 95%, M43 5%	£18,833,902	£568,313	£11,599,000	£113	£136	£159	£92
Round 2d	SCB & Care Home	£21,325,727	£643,504	£11,599,000	£158	£190	£221	£92
Round 2e	SCB & Zero Carbon Homes	£15,053,694	£454,245	£11,599,000	£54	£65	£76	£92
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	£13,892,580	£419,209	£11,599,000	£37	£45	£52	£92

8.1.8. SITE 17

Site 17	Mature Suburbs PDL (150 units)	RLV	RLV (per acre)	BLV	CIL /sq. m. (50% Buffer)	CIL /sq. m. (40% Buffer)	CIL /sq. m. (30% Buffer)	Existing CIL Rate
<b>Round 1</b>		£9,198,555	£1,301,069	£8,879,920	£20	£24	£28	£92
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	£8,964,438	£1,267,954	£8,879,920	£5	£6	£7	£92
Round 2a	SCB & M42 25%	£8,913,305	£1,260,722	£8,879,920	£2	£3	£3	£92
Round 2b	SCB & M42 100%	£8,762,595	£1,239,405	£8,879,920	-£15	-£15	-£15	£92
Round 2c	SCB & M42 95%, M43 5%	£8,655,410	£1,224,245	£8,879,920	-£28	-£28	-£28	£92
Round 2d	SCB & Care Home							
Round 2e	SCB & Zero Carbon Homes	£7,613,687	£1,076,901	£8,879,920	-£159	-£159	-£159	£92
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	£7,304,660	£1,033,191	£8,879,920	-£197	-£197	-£197	£92

8.1.9. SITE 18

Site 18	Mature Suburbs Greenfield (100 units)	RLV	RLV (per acre)	BLV	CIL /sq. m. (50% Buffer)	CIL /sq. m. (40% Buffer)	CIL /sq. m. (30% Buffer)	Existing CIL Rate
<b>Round 1</b>		£6,720,988	£1,084,030	£2,170,000	£428	£513	£599	£92
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	£6,534,615	£1,053,970	£2,170,000	£410	£492	£575	£92
Round 2a	SCB & M42 25%	£6,499,847	£1,048,362	£2,170,000	£407	£489	£570	£92
Round 2b	SCB & M42 100%	£6,395,545	£1,031,540	£2,170,000	£397	£477	£556	£92
Round 2c	SCB & M42 95%, M43 5%	£6,316,420	£1,018,777	£2,170,000	£390	£468	£546	£92
Round 2d	SCB & Care Home							
Round 2e	SCB & Zero Carbon Homes	£5,636,453	£909,105	£2,170,000	£326	£391	£456	£92
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	£5,418,259	£873,913	£2,170,000	£305	£366	£428	£92

8.1.10. SITE 22

Site 22	Rural PDL (300 units)	RLV	RLV (per acre)	BLV	CIL /sq. m. (50% Buffer)	CIL /sq. m. (40% Buffer)	CIL /sq. m. (30% Buffer)	Existing CIL Rate
<b>Round 1</b>		£16,300,401	£1,044,898	£5,460,000	£340	£408	£476	£185
<b>Round 2 Base</b>	<b>With Self/Custom Build</b>	£15,761,049	£1,010,324	£5,460,000	£323	£387	£452	£185
Round 2a	SCB & M42 25%	£15,655,143	£1,003,535	£5,460,000	£320	£383	£447	£185
Round 2b	SCB & M42 100%	£15,337,420	£983,168	£5,460,000	£310	£371	£433	£185
Round 2c	SCB & M42 95%, M43 5%	£15,096,391	£967,717	£5,460,000	£302	£362	£423	£185
Round 2d	SCB & Care Home	£16,470,711	£1,055,815	£5,460,000	£374	£449	£524	£185
Round 2e	SCB & Zero Carbon Homes	£12,921,808	£828,321	£5,460,000	£234	£281	£327	£185
<b>Round 2 Final</b>	<b>SCB, Rounds 2c &amp; 2e</b>	£12,257,148	£785,715	£5,460,000	£231	£277	£323	£185



## 8.4 CIL Headroom Analysis & Policy Implications

This section summarises the results of the analysis, above, and for the purposes of considering policy implications, groups the sites into three categories:

- **No Headroom for CIL & Reductions in Affordable Housing provision will also be required**
- **Reductions to current CIL Charging Schedule will be required**
- **All new policy scenarios deliverable – no reductions in CIL required**

### **No Headroom for CIL & Reductions in Affordable Housing provision will also be required**

Given the fact that Sites 5, 11 and 14 are shown as unviable in all policy scenarios, for Round 1 and Round 2 of testing, there is no apparent headroom for CIL at these typology sites, though the policy implications for sites in this group differ according to location and context:

- Sites 5 and 14 are located in the North Solihull area, for which there is currently no CIL charge, which would remain the case, based on the outcomes of this study.
- Site 11, is actually a site which records a strong residual land value, though the high alternative use value for the site (employment development) means the benchmark land value exceeds the residual land value by £8.75m and £14.55m in Round 1 and Round 2 (Final) of testing respectively. Even in the Round 1 policy scenario, to be deliverable, the affordable housing provision will need to be reduced.

### **Reductions to current CIL Charging Schedule will be required**

There is some headroom for CIL alongside the new policies at these sites, but significant reductions in CIL levied in comparison with the current charging schedule will be required.

The drivers behind the viability challenges for these sites are high infrastructure costs consistent with a strategic sized site, and additionally in the case of Site 17, a high alternative use value.

- Sites 8 (Rural Greenfield) and 16 (Mature Suburbs Greenfield) are both comfortably viable for Round 1 of testing, but as additional policy requirements are added throughout Round 2 of testing, the viability of these sites shifts from viable to marginal (i.e. a CIL reduction will be required).
  - The headroom for CIL at Site 8 drops below the existing charging rate at Round 2a of testing, when a buffer of 50% is adopted, although when buffers of 40% and 30% are adopted, this is not the case. Regardless of the buffer adopted, in the Round 2 Final scenario, which is the most onerous with regards to additional policy requirements, the CIL headroom is comfortably lower than the existing charging rate.
  - Site 16 shows a similar pattern, achieving a sufficient CIL headroom at Round 1 and the early iterations of Round 2 testing. When Round 2e and Round 2 Final are tested, however, the level of headroom generated is lower than the existing charging rate, irrespective of the buffer applied.
- Site 17, like Site 11, records a strong residual land value, though the high alternative use value for the site (employment development) presents viability challenges similar to Site 11. The site, like Site 11, a previously developed land typology located in the Mature Suburbs,

- is marginally viable in Round 1 and the early iterations of Round 2 testing, however the level of CIL headroom generated is minimal and insufficient in comparison to the existing charging rate, suggesting a reduction in CIL charged will be required for policy scenarios of Round 1 and Round 2a are to be delivered.
- Beyond Round 2a, however, the site becomes completely unviable with no CIL headroom whatsoever, regardless of the buffer being applied. Thus for the policies to be delivered, there will need to be a reduction in affordable housing requirements.

For the Low Value Area typology, the modelling undertaken suggests that when Rounds 2b and 2c (different levels of Accessible and Adaptable Homes) are tested, the site remains viable, generating a surplus of around £250,000. However, the inclusion of Round 2e (which replaces the requirement for Option 2 of the Future Homes Standard with Code Level 5 - Zero Carbon Homes) causes the residual land value to fall to £594,000, which is marginally below the benchmark land value of £605,000 and is thus considered marginal at best. Naturally, in the Round 2 Final scenario, the most onerous in terms of additional policy requirements, the residual land value is comfortably lower than the benchmark, rendering the site unviable in this case.

#### **All new policy scenarios deliverable – no reductions in CIL required**

The remainder of the typology sites (Sites 2, 6, 18 and 22) are shown as viable throughout Round 1 and Round 2 of testing, generating CIL headroom in excess of the existing charging rate. This implies that for these sites, the additional policy requirements tested within Round 2 can be fully supported.

These sites are all located in areas with strong sales values and with the exception of Site 22, all of the sites have a capacity of circa. 100 units, and as such, are not subject to the infrastructure costs associated with larger sites.

This performance is also apparent in the Medium and High Value “infill” typologies, with the lower value “infill” typology also performing reasonably well, but with the latter unlikely to be able deliver the full policy requirements of Round 2 without a CIL reduction.

## 8.5 Disclaimer

The contents of this report do not constitute a valuation, in accordance with the appropriate sections of the Valuation Technical and Performance Standards (“VPS”) contained within the RICS Valuation – Global Standards 2017 (the “Red Book”) and the RICS Valuation – Global Standards 2017 – UK National Supplement (effective 14th January 2019). This report is for the purpose of the addressee and its contents should not be reproduced in part or in full without our prior consent.

The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a “Global Pandemic” on the 11th March 2020, has impacted global financial markets. Market activity is being impacted in many sectors. As at the date of this report, we consider that we can attach less weight to previous market evidence for comparison purposes, to inform viability, pricing and related recommendations and advice. Indeed, the current response to COVID 19 means that we are faced with an unprecedented set of circumstances on which to base a judgement. Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep under frequent review the advice contained in this report.

Signed for and on behalf of Cushman & Wakefield Debenham Tie Leung Limited.



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Date: 14 October 2020

## Appendix A – Sales Values: Tables of Comparable Evidence

### Moat Lane (Site 17)

New Build Apartment Schemes					
Address	Date Sold	Sold Price	Type	Area (sq. ft.)	Price per sq. ft.
Apartment 8, The Manor, 64 Manor Road, Solihull, B91 2BP	28/06/2017	£280,000	Flat	743	£377
Apartment 1, The Manor, 64 Manor Road, Solihull, B91 2BP	10/04/2017	£250,000	Flat	646	£387
Apartment 7, 1 Hermitage Road, Solihull, B91 2FW	19/01/2016	£197,500	Flat	721	£274
Apartment 10, 1 Hermitage Road, Solihull, B91 2FW	04/01/2016	£205,000	Flat	721	£284
Apartment 2, 1 Hermitage Road, Solihull, B91 2FW	25/07/2016	£220,000	Flat	732	£301
Apartment 12, 1 Hermitage Road, Solihull, B91 2FW	22/06/2016	£211,000	Flat	732	£288
Apartment 12, 1 Hermitage Road, Solihull, B91 2FW	08/01/2016	£160,000	Flat	732	£219
Apartment 5, 1 Hermitage Road, Solihull, B91 2FW	04/01/2016	£215,000	Flat	732	£294
Apartment 12, The Manor, 64 Manor Road, Solihull, B91 2BP	28/10/2016	£285,000	Flat	743	£384
Apartment 3, The Manor, 64 Manor Road, Solihull, B91 2BP	14/10/2016	£280,000	Flat	743	£377
Apartment 14, 1 Hermitage Road, Solihull, B91 2FW	20/03/2017	£227,500	Flat	775	£294
Apartment 15, 1 Hermitage Road, Solihull, B91 2FW	20/03/2017	£227,500	Flat	775	£294
Apartment 9, 1 Hermitage Road, Solihull, B91 2FW	30/03/2016	£224,000	Flat	775	£289
Apartment 1, 1 Hermitage Road, Solihull, B91 2FW	20/03/2017	£242,500	Flat	797	£304
Apartment 9, The Manor, 64 Manor Road, Solihull, B91 2BP	03/02/2017	£289,950	Flat	797	£364
Apartment 4, 1 Hermitage Road, Solihull, B91 2FW	30/03/2016	£241,000	Flat	797	£303
Apartment 10, The Manor, 64 Manor Road, Solihull, B91 2BP	09/06/2017	£299,950	Flat	807	£372
Apartment 6, The Manor, 64 Manor Road, Solihull, B91 2BP	03/02/2017	£280,000	Flat	807	£347
Apartment 4, The Manor, 64 Manor Road, Solihull, B91 2BP	07/11/2016	£290,000	Flat	818	£354
Apartment 6, 1 Hermitage Road, Solihull, B91 2FW	15/07/2016	£260,500	Flat	872	£299
Apartment 3, 1 Hermitage Road, Solihull, B91 2FW	09/06/2016	£265,500	Flat	872	£305
Apartment 2, The Manor, 64 Manor Road, Solihull, B91 2BP	10/01/2017	£345,000	Flat	958	£360
Apartment 11, The Manor, 64 Manor Road, Solihull, B91 2BP	02/06/2017	£350,000	Flat	990	£353
Apartment 7, The Manor, 64 Manor Road, Solihull, B91 2BP	18/11/2016	£335,000	Flat	990	£338
Apartment 8, 1 Hermitage Road, Solihull, B91 2FW	20/03/2017	£285,000	Flat	1,066	£267
Average - All					£321

Second-hand Comparables within 0.25 miles of subject site sold in last 1 year					
Address	Date Sold	Sold Price	Type	Area (sq. ft.)	Price per sq. ft.
48 Ferndown Road, Solihull, West Midlands, B91 2BA	17/01/2020	£470,000	Detached	1432	£328
12 Orchard Avenue, Solihull, West Midlands B91 2LS	13/12/2019	£280,000	Semi-detached	893	£313
28 Rowlands Crescent, Solihull, West Midlands B91 2JF	28/11/2019	£331,000	Semi-detached	1119	£296
19 Ratcliffe Road, Solihull, West Midlands B91 2JA	01/11/2019	£240,000	Semi-detached	883	£272
111 Redlands Road, Solihull, West Midlands B91 2NA	30/09/2019	£265,000	Semi-detached	936	£283
103 Redlands Road, Solihull, West Midlands B91 2LU	30/08/2019	£270,000	Semi-detached	883	£306
44 Cornyx Lane, Solihull, West Midlands B91 2SQ	19/08/2019	£255,000	Semi-detached	883	£289
20 Hermitage Road, Solihull, West Midlands B91 2LP	02/08/2019	£270,000	Semi-detached	807	£334
9 Cornyx Lane, Solihull, West Midlands B91 2SJ	18/04/2019	£285,000	Semi-detached	1012	£282
31 Broomfields Close, Solihull, West Midlands B91 2AP	17/04/2019	£245,000	Semi-detached	657	£373
39 Heath Gardens, Solihull, West Midlands B91 2RJ	22/03/2019	£325,000	Semi-detached	872	£373
51 Naseby Road, Solihull, West Midlands, B91 2DR	18/12/2019	£525,000	Semi-detached	1432	£367
177 Buryfield Road, Solihull, West Midlands, B91 2BB	11/11/2019	£502,500	Semi-detached	1518	£331
50, Manor Road, Solihull, West Midlands B91 2BL	30/10/2019	£595,000	Detached	1496	£398
30 Thornby Avenue, Solihull, West Midlands, B91 2BJ	16/08/2019	£621,000	Detached	1615	£385
181 Buryfield Road, Solihull, West Midlands, B91 2BB	25/07/2019	£456,850	Detached	1076	£425
94 Seven Star Road, Solihull, West Midlands, B91 2BW	08/07/2019	£549,950	Detached	1496	£368
14 Lighthorne Road, Solihull, West Midlands, B91 2BD	05/07/2019	£320,000	Semi-detached	861	£372
153, Buryfield Road, Solihull, West Midlands B91 2BB	28/06/2019	£475,000	Detached	1496	£318
43 Woodfield Road, Solihull, West Midlands, B91 2DN	08/04/2019	£500,000	Detached	1464	£342
15 Baginton Close, Solihull, West Midlands, B91 2UL	29/03/2019	£455,000	Detached	1227	£371
Average - All					£342
Average - Detached					£365
Average - Semi Detached					£322

## Hampton Road, Knowle (Site 8)

Sales Evidence - Middlefield Spring by Taylor Wimpey (2, 3 and 4 bedroom homes), Solihull B93					
Address	Date Sold	Sold Price	Property Type	Area (sq. ft.)	Price per sq. ft.
28 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	29/11/2018	£589,995	Detached	1356	£435
30 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	23/11/2018	£489,995	Detached	1173	£417
5, Cooper Drive, Knowle, Solihull, West Midlands B93 0FG	29/03/2018	£484,995	Detached	1173	£413
9, Cooper Drive, Knowle, Solihull, West Midlands B93 0FG	29/03/2018	£319,995	Terraced	667	£480
11, Cooper Drive, Knowle, Solihull, West Midlands B93 0FG	29/03/2018	£324,995	Terraced	667	£487
1 Cooper Drive, Solihull, West Midlands, B93 0FG	23/03/2018	£699,995	Detached	1647	£425
7, Cooper Drive, Knowle, Solihull, West Midlands B93 0FG	23/03/2018	£324,995	Terraced	667	£487
53 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	02/03/2018	£474,995	Semi-detached	1280	£371
53, Barton Drive, Knowle, Solihull, West Midlands B93 0PE	02/03/2018	£474,995	Semi-detached	1281	£371
6, Cooper Drive, Knowle, Solihull, West Midlands B93 0FG	23/02/2018	£649,995	Detached	1539	£422
54 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	14/02/2018	£439,995	Terraced	1280	£344
54, Barton Drive, Knowle, Solihull, West Midlands B93 0PE	14/02/2018	£439,995	Terraced	1281	£344
4, Cooper Drive, Knowle, Solihull, West Midlands B93 0FG	02/02/2018	£519,995	Detached	1227	£424
50, Barton Drive, Knowle, Solihull, West Midlands B93 0PE	29/01/2018	£459,995	Terraced	1281	£359
51 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	26/01/2018	£474,995	Semi-detached	1280	£371
51, Barton Drive, Knowle, Solihull, West Midlands B93 0PE	26/01/2018	£474,995	Semi-detached	1281	£371
2, Cooper Drive, Knowle, Solihull, West Midlands B93 0FG	21/12/2017	£499,995	Detached	1216	£411
52 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	15/12/2017	£439,995	Terraced	1280	£344
56 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	15/12/2017	£459,995	Terraced	1280	£359
52, Barton Drive, Knowle, Solihull, West Midlands B93 0PE	15/12/2017	£439,995	Terraced	1281	£344
56, Barton Drive, Knowle, Solihull, West Midlands B93 0PE	15/12/2017	£459,995	Terraced	1281	£359
31 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	09/11/2017	£374,995	Detached	850	£441
33 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	20/10/2017	£469,995	Detached	1173	£401
35 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	20/10/2017	£471,995	Detached	1173	£402
33, Barton Drive, Knowle, Solihull, West Midlands B93 0PE	20/10/2017	£469,995	Detached	1173	£401
35, Barton Drive, Knowle, Solihull, West Midlands B93 0PE	20/10/2017	£471,995	Detached	1173	£402
37 Barton Drive, Knowle, Solihull, West Midlands, B93 0PE	16/10/2017	£479,995	Detached	1173	£409
37, Barton Drive, Knowle, Solihull, West Midlands B93 0PE	16/10/2017	£479,995	Detached	1173	£409
25, Ken Trueman Grove, Knowle, Solihull, West Midlands B93 0FF	02/10/2017	£319,995	Semi-detached	667	£480
21, Ken Trueman Grove, Knowle, Solihull, West Midlands B93 0FF	15/09/2017	£317,995	Semi-detached	667	£477
23, Ken Trueman Grove, Knowle, Solihull, West Midlands B93 0FF	15/09/2017	£319,995	Semi-detached	667	£480
27, Ken Trueman Grove, Knowle, Solihull, West Midlands B93 0FF	15/09/2017	£321,995	Semi-detached	667	£482
<b>Average - All</b>					<b>£402</b>
<b>Average &lt; 90 sq. m. (assumed 1 and 2 beds)</b>					<b>£476</b>
<b>Average &gt;= 90 sq. m. (assumed 3 and 4 beds)</b>					<b>£388</b>

Address	Type	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
6 Stroudley Road Blythe Valley Park Solihull B90 8AQ	Terraced	£43,745	111	1,195	£368,950	£309
8 Stroudley Road Blythe Valley Park Solihull B90 8AQ	Terraced	£43,707	111	1,195	£373,950	£313
10 Stroudley Road Blythe Valley Park Solihull B90 8AQ	Detached	£43,797	131	1,410	£489,950	£347
12 Stroudley Road Blythe Valley Park Solihull B90 8AQ	Detached	£43,707	130	1,399	£499,950	£357
2 James Watt Drive Blythe Valley Park Solihull B90 8BF	Semi detached	£43,728	65	700	£289,950	£414
4 James Watt Drive Blythe Valley Park Solihull B90 8BF	Semi detached	£43,749	65	700	£289,950	£414
6 James Watt Drive Blythe Valley Park Solihull B90 8BF	Semi detached	£43,735	65	700	£289,950	£414
8 James Watt Drive Blythe Valley Park Solihull B90 8BF	Semi detached	£43,735	65	700	£289,950	£414
6 Murdoch Drive Solihull B90 8BJ	Semi detached	£43,808	79	850	£334,950	£394
8 Murdoch Drive Blythe Valley Park Solihull B90 8BJ	Detached	£43,810	130	1,399	£514,950	£368
10 Murdoch Drive Blythe Valley Park Solihull B90 8BJ	Detached	£43,798	139	1,496	£559,950	£374
2 Murdoch Road Blythe Valley Park Solihull B90 8BL	Detached	£43,735	130	1,399	£469,950	£336
					<b>Average - All</b>	<b>£363</b>
					<b>Average &lt; 90 sq. m. (assumed 1 and 2 beds)</b>	<b>£410</b>
					<b>Average &gt;= 90 sq. m. (assumed 3 and 4 beds)</b>	<b>£345</b>

## North Solihull Sites (Sites 5 & 14 – Chester Road & Arran Way)

### DIGBY COURT – BELLWAY HOMES

Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
18, Lamprey Court, Birmingham, B37 7GB	Flat	01/08/2017	56	603	£122,750	£204
20, Lamprey Court, Birmingham, B37 7GB	Flat	31/07/2017	46	495	£102,995	£208
10, Lamprey Court, Birmingham, B37 7GB	Detached	31/07/2017	136	1,464	£266,995	£182
38, Lamprey Court, Birmingham, B37 7GB	Flat	28/07/2017	56	603	£123,250	£204
26, Lamprey Court, Birmingham, B37 7GB	Flat	28/07/2017	56	603	£124,750	£207
22, Lamprey Court, Birmingham, B37 7GB	Flat	28/07/2017	56	603	£124,750	£207
30, Lamprey Court, Birmingham, B37 7GB	Flat	28/07/2017	56	603	£124,750	£207
46, Lamprey Court, Birmingham, B37 7GB	Flat	28/07/2017	56	603	£123,750	£205
24, Lamprey Court, Birmingham, B37 7GB	Flat	27/07/2017	56	603	£104,995	£174
36, Lamprey Court, Birmingham, B37 7GB	Flat	26/07/2017	51	549	£117,500	£214
28, Lamprey Court, Birmingham, B37 7GB	Flat	26/07/2017	56	603	£104,995	£174
42, Lamprey Court, Birmingham, B37 7GB	Flat	21/07/2017	56	603	£123,750	£205
40, Lamprey Court, Birmingham, B37 7GB	Flat	21/07/2017	51	549	£110,000	£200
48, Lamprey Court, Birmingham, B37 7GB	Flat	21/07/2017	51	549	£118,500	£216
32, Lamprey Court, Birmingham, B37 7GB	Flat	21/07/2017	46	495	£103,995	£210
34, Lamprey Court, Birmingham, B37 7GB	Flat	21/07/2017	56	603	£121,250	£201
44, Lamprey Court, Birmingham, B37 7GB	Flat	21/07/2017	51	549	£118,500	£216
54, Lamprey Court, Birmingham, B37 7GB	Flat	07/07/2017	56	603	£123,750	£205
2, Lamprey Court, Birmingham, B37 7GB	Detached	07/07/2017	136	1,464	£269,500	£184
56, Lamprey Court, Birmingham, B37 7GB	Flat	07/07/2017	56	603	£123,750	£205
6, Lamprey Court, Birmingham, B37 7GB	Detached	26/05/2017	120	1,292	£261,995	£203
4, Lamprey Court, Birmingham, B37 7GB	Detached	26/05/2017	123	1,324	£249,995	£189
16, Lamprey Court, Birmingham, B37 7GB	Flat	26/05/2017	60	646	£124,995	£194
14, Lamprey Court, Birmingham, B37 7GB	Semi-detached	26/05/2017	85	915	£198,995	£217
8, Lamprey Court, Birmingham, B37 7GB	Detached	26/05/2017	120	1,292	£261,995	£203
12, Lamprey Court, Birmingham, B37 7GB	Semi-detached	19/05/2017	80	861	£185,995	£216
					<b>Average - All</b>	<b>£200</b>
					<b>Average - 1 and 2 bed flats</b>	<b>£203</b>
					<b>Average - 3 and 4 bed houses</b>	<b>£196</b>

### SAXON GATE – BELLWAY HOMES

Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
3, Sundew Drive, Birmingham, B37 7WD	Detached	31/01/2018	86	926	£209,300	£226
16a, Marlene Croft, Birmingham, B37 7JP	Detached	26/01/2018	122	1,313	£271,750	£207



Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
2, Sundew Drive, Birmingham, B37 7WD	Detached	26/01/2018	86	926	£209,250	£226
7, Sundew Drive, Birmingham, B37 7WD	Semi-detached	19/01/2018	73	786	£181,920	£232
28, Marlene Croft, Birmingham, B37 7JP	Detached	15/12/2017	86	926	£205,995	£223
10, Sundew Drive, Birmingham, B37 7WD	Semi-detached	15/12/2017	73	786	£178,000	£227
8, Sundew Drive, Birmingham, B37 7WD	Semi-detached	15/12/2017	73	786	£178,600	£227
9, Sundew Drive, Birmingham, B37 7WD	Semi-detached	15/12/2017	73	786	£178,600	£227
18, Marlene Croft, Birmingham, B37 7JP	Detached	24/11/2017	100	1,076	£238,795	£222
					<b>Average - All</b>	<b>£223</b>
					<b>Average &lt; 90 sq. m. (assumed 2 beds)</b>	<b>£227</b>
					<b>Average &gt;= 90 sq. m. (assumed 3 and 4 beds)</b>	<b>£214</b>

## Meriden Road, Hampton in Arden (Site 6)

### MERIDEN GATE – DAVID WILSON HOMES

Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
18, Wyatt Way, Meriden, Coventry, West Midlands CV7 7SJ	Detached	27/06/2018	149	1,604	£466,000	£291
25, Letitia Avenue, Meriden, Coventry, West Midlands CV7 7SG	Detached	01/03/2018	176	1,894	£526,500	£278
7, Letitia Avenue, Meriden, Coventry, West Midlands CV7 7SG	Detached	09/02/2018	161	1,733	£545,000	£314
14, Jubilee Close, Meriden, Coventry, West Midlands CV7 7SN	Semi-Detached	27/01/2017	59	635	£200,000	£315
4, Jubilee Close, Meriden, Coventry, West Midlands CV7 7SN	Semi-Detached	27/09/2016	59	635	£217,500	£342
					<b>Average - All</b>	<b>£308</b>
					<b>Average &lt; 93 sq. m. (assumed 1-3 beds)</b>	<b>£329</b>
					<b>Average &gt;= 93 sq. m. (assumed 4 beds)</b>	<b>£294</b>

### ELYSIAN GARDENS – CREST NICHOLSON

See Sites 2 and 22

## Former TRW Site, Shirley (Site 11)

### GARDEN SQUARE – ELEGANT HOMES

Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
Apartment 9, Heligan House, 131 - 133, Main Street, Dickens Heath, Solihull, B90 1GB	Flat	13/02/2018	68	732	£240,500	£329
Apartment 5, Sissinghurst Court, 121 - 125, Main Street, Dickens Heath, Solihull, B90 1GE	Flat	19/01/2018	68	732	£239,500	£327
Apartment 4, Abbotsbury Court, 58, Rumbush Lane, Dickens Heath, Solihull, B90 1GD	Flat	19/01/2018	97	1,044	£237,500	£227

Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
Apartment 19, Sissinghurst Court, 121 - 125, Main Street, Dickens Heath, Solihull, B90 1GE	Flat	12/01/2018	60	646	£215,000	£333
Apartment 1, Abbotsbury Court, 58, Rumbush Lane, Dickens Heath, Solihull, B90 1GD	Flat	12/01/2018	64	689	£225,000	£327
129, Main Street, Dickens Heath, Solihull, B90 1GB	Terraced	10/01/2018	97	1,044	£324,950	£311
Apartment 3, Abbotsbury Court, 58, Rumbush Lane, Dickens Heath, Solihull, B90 1GD	Flat	09/01/2018	71	764	£244,000	£319
62, Rumbush Lane, Dickens Heath, Solihull, B90 1GD	Terraced	05/01/2018	96	1,033	£300,000	£290
Apartment 2, Abbotsbury Court, 58, Rumbush Lane, Dickens Heath, Solihull, B90 1GD	Flat	20/12/2017	68	732	£237,500	£324
Apartment 2, Heligan House, 131 - 133, Main Street, Dickens Heath, Solihull, B90 1GB	Flat	24/11/2017	59	635	£200,000	£315
Apartment 9, Sissinghurst Court, 121 - 125, Main Street, Dickens Heath, Solihull, B90 1GE	Flat	24/11/2017	66	710	£223,750	£315
60, Rumbush Lane, Dickens Heath, Solihull, B90 1GD	Terraced	24/11/2017	113	1,216	£350,000	£288
Apartment 23, Abbotsbury Court, Rumbush Lane, Dickens Heath, Solihull, B90 1GD	Flat	13/11/2017	51	549	£145,000	£264
Apartment 24, Abbotsbury Court, 72, Rumbush Lane, Dickens Heath, Solihull, B90 1GD	Flat	13/11/2017	58	624	£160,000	£256
Apartment 15, Sissington Court, 121 - 125, Main Street, Dickens Heath, Solihull, B90 1GE	Flat	02/11/2017	57	614	£195,000	£318
Apartment 18, Sissinghurst Court, 121 - 125, Main Street, Dickens Heath, Solihull, B90 1GE	Flat	26/10/2017	57	614	£195,000	£318
Apartment 16, Sissinghurst Court, 121 - 125, Main Street, Dickens Heath, Solihull, B90 1GE	Flat	24/10/2017	57	614	£217,000	£354
Apartment 4, Sissinghurst Court, 121 - 125, Main Street, Dickens Heath, Solihull, B90 1GE	Flat	24/10/2017	68	732	£242,500	£331
Apartment 4, Heligan House, 131 - 133, Main Street, Dickens Heath, Solihull, B90 1GB	Flat	11/10/2017	43	463	£125,000	£270
Apartment 3, Heligan House, 131 - 133, Main Street, Dickens Heath, Solihull, B90 1GB	Flat	10/10/2017	43	463	£125,000	£270
Apartment 7, Heligan House, 131 - 133, Main Street, Dickens Heath, Solihull, B90 1GB	Flat	10/10/2017	43	463	£125,000	£270
Apartment 6, Heligan House, 131 - 133, Main Street, Dickens Heath, Solihull, B90 1GB	Flat	10/10/2017	43	463	£125,000	£270
Apartment 1, Heligan House, 131 - 133, Main Street, Dickens Heath, Solihull, B90 1GB	Flat	10/10/2017	53	570	£187,500	£329
Apartment 5, Heligan House, 131 - 133, Main Street, Dickens Heath, Solihull, B90 1GB	Flat	10/10/2017	56	603	£195,000	£324
Apartment 8, Heligan House, 131 - 133, Main Street, Dickens Heath, Solihull, B90 1GB	Flat	10/10/2017	60	646	£175,000	£271
Apartment 21, Sissinghurst Court, 121 - 125, Main Street, Dickens Heath, Solihull, B90 1GE	Flat	06/10/2017	57	614	£175,000	£285
					<b>Average - All</b>	<b>£301</b>
					<b>Average &lt; 90 sq. m. (assumed 1 and 2 beds)</b>	<b>£308</b>
					<b>Average &gt;= 90 sq. m. (assumed 3 and 4 beds)</b>	<b>£280</b>

## DICKENS MANOR – BELLWAY HOMES

Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
58, Beech Lane, Shirley, Solihull, B90 1FW	Detached	12/01/2018	195	2,099	£701,000	£334
7, Six Acre Drive, Shirley, Solihull, B90 1FY	Semi-detached	21/12/2017	68	732	£252,995	£346
6, Six Acre Drive, Shirley, Solihull, B90 1FY	Semi-detached	21/12/2017	81	872	£306,500	£352
60, Beech Lane, Shirley, Solihull, B90 1FW	Detached	18/12/2017	189	2,034	£674,995	£332
62, Beech Lane, Shirley, Solihull, B90 1FW	Detached	15/12/2017	189	2,034	£674,995	£332
69, New Meadow Close, Shirley, Solihull, B90 1FZ	Flat	31/10/2017	63	678	£192,000	£283
67, New Meadow Close, Shirley, Solihull, B90 1FZ	Flat	15/09/2017	59	635	£183,000	£288
50, Beech Lane, Shirley, Solihull, B90 1FW	Detached	08/09/2017	159	1,711	£589,495	£344
70, New Meadow Close, Shirley, Solihull, B90 1FZ	Flat	04/08/2017	59	635	£175,000	£276
8, Marlpit Close, Shirley, Solihull, B90 1FX	Detached	28/07/2017	124	1,335	£405,995	£304
52, Beech Lane, Shirley, Solihull, B90 1FW	Detached	28/07/2017	195	2,099	£675,995	£322
10, Marlpit Close, Shirley, Solihull, B90 1FX	Detached	26/07/2017	189	2,034	£646,750	£318
9, Marlpit Close, Shirley, Solihull, B90 1FX	Detached	25/07/2017	189	2,034	£646,750	£318
11, Marlpit Close, Shirley, Solihull, B90 1FX	Detached	21/07/2017	195	2,099	£685,995	£327
7, Marlpit Close, Shirley, Solihull, B90 1FX	Detached	16/06/2017	124	1,335	£402,750	£302
6, Marlpit Close, Shirley, Solihull, B90 1FX	Detached	09/06/2017	141	1,518	£509,995	£336
64, New Meadow Close, Shirley, Solihull, B90 1FZ	Flat	08/06/2017	59	635	£202,000	£318
61, New Meadow Close, Shirley, Solihull, B90 1FZ	Flat	31/05/2017	59	635	£191,495	£302
5, Marlpit Close, Shirley, Solihull, B90 1FX	Detached	26/05/2017	141	1,518	£509,995	£336
58, New Meadow Close, Shirley, Solihull, B90 1FZ	Flat	11/05/2017	59	635	£199,950	£315
68, New Meadow Close, Shirley, Solihull, B90 1FZ	Flat	05/05/2017	56	603	£192,000	£319
					<b>Average - All</b>	<b>£323</b>
					<b>Average &lt; 90 sq. m. (assumed 1 and 2 beds)</b>	<b>£313</b>
					<b>Average &gt;= 90 sq. m. (assumed 3 and 4 beds)</b>	<b>£326</b>

## CHESWICK PLACE – BLOOR HOMES

Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
67, Noble Way, Cheswick Green, Solihull, B90 4JJ	Detached	21/12/2017	139	1,496	£545,000	£364
65, Noble Way, Cheswick Green, Solihull, B90 4JJ	Detached	30/11/2017	120	1,292	£445,000	£345
11, Mount Close, Cheswick Green, Solihull, B90 4JU	Detached	30/11/2017	166	1,787	£595,000	£333
47, Noble Way, Cheswick Green, Solihull, B90 4JF	Semi-detached	31/10/2017	65	700	£280,000	£400
10, Mount Close, Cheswick Green, Solihull, B90 4JU	Detached	31/10/2017	153	1,647	£545,000	£331
9, Mount Close, Cheswick Green, Solihull, B90 4JU	Detached	31/10/2017	166	1,787	£600,000	£336
8, Mount Close, Cheswick Green, Solihull, B90 4JU	Detached	31/10/2017	190	2,045	£649,950	£318
18, Noble Way, Cheswick Green, Solihull, B90 4JF	Detached	27/09/2017	159	1,711	£525,000	£307
26, Noble Way, Cheswick Green, Solihull, B90 4JF	Terraced	26/09/2017	82	883	£334,500	£379

Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
24, Noble Way, Cheswick Green, Solihull, B90 4JF	Terraced	20/09/2017	65	700	£272,950	£390
22, Noble Way, Cheswick Green, Solihull, B90 4JF	Terraced	31/08/2017	65	700	£270,000	£386
20, Noble Way, Cheswick Green, Solihull, B90 4JF	Terraced	31/08/2017	65	700	£275,000	£393
41, Noble Way, Cheswick Green, Solihull, B90 4JF	Detached	31/08/2017	122	1,313	£450,000	£343
43, Noble Way, Cheswick Green, Solihull, B90 4JF	Detached	30/08/2017	108	1,163	£415,000	£357
16, Noble Way, Cheswick Green, Solihull, B90 4JF	Detached	25/08/2017	159	1,711	£525,000	£307
14, Noble Way, Cheswick Green, Solihull, B90 4JF	Detached	18/08/2017	90	969	£379,950	£392
12, Riverside Close, Cheswick Green, Solihull, B90 4LB	Detached	30/06/2017	108	1,163	£415,000	£357
14, Riverside Close, Cheswick Green, Solihull, B90 4LB	Detached	30/06/2017	159	1,711	£525,000	£307
31, Archer Drive, Cheswick Green, Solihull, B90 4LG	Detached	16/06/2017	90	969	£379,950	£392
19, Archer Drive, Cheswick Green, Solihull, B90 4LG	Terraced	31/05/2017	65	700	£260,950	£373
21, Archer Drive, Cheswick Green, Solihull, B90 4LG	Terraced	31/05/2017	65	700	£265,000	£379
27, Archer Drive, Cheswick Green, Solihull, B90 4LG	Terraced	31/05/2017	65	700	£267,950	£383
23, Archer Drive, Cheswick Green, Solihull, B90 4LG	Terraced	31/05/2017	65	700	£270,000	£386
29, Archer Drive, Cheswick Green, Solihull, B90 4LG	Terraced	31/05/2017	65	700	£273,000	£390
					<b>Average - All</b>	<b>£349</b>
					<b>Average &lt; 90 sq. m. (assumed 1 and 2 beds)</b>	<b>£387</b>
					<b>Average &gt;= 90 sq. m. (assumed 3 and 4 beds)</b>	<b>£331</b>

## Sharmans Cross Road (Site 18)

### THE MANOR

Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
Apartment 8, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	28/06/2017	69	743	£280,000	£377
Apartment 10, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	09/06/2017	75	807	£299,950	£372
Apartment 11, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	02/06/2017	92	990	£350,000	£353
Apartment 1, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	10/04/2017	60	646	£250,000	£387
Apartment 9, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	03/02/2017	74	797	£289,950	£364
Apartment 6, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	03/02/2017	75	807	£280,000	£347
Apartment 2, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	10/01/2017	89	958	£345,000	£360
Apartment 7, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	18/11/2016	92	990	£335,000	£338
Apartment 4, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	07/11/2016	76	818	£290,000	£354
Apartment 12, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	28/10/2016	69	743	£285,000	£384
Apartment 3, The Manor, 64 Manor Road, Solihull, B91 2BP	Flat	14/10/2016	69	743	£280,000	£377
					<b>Average - All</b>	<b>£363</b>
					<b>Average &lt; 90 sq. m. (assumed 2 beds)</b>	<b>£368</b>
					<b>Average &gt;= 90 sq. m. (assumed 3 beds)</b>	<b>£346</b>

## SECOND HAND TRANSACTIONS – SHARMANS CROSS ROAD &amp; ALDERBROOK ROAD

Address	Type / Beds	Date Sold	GIA (sq. m.)	GIA (sq. ft.)	Net Sales Price	Price per sq. ft.
101, Sharmans Cross Road	Detached	23/07/2018	118	1,270	£546,702	£430
52, Sharmans Cross Road	5 bed - Semi Detached	07/06/2018	152	1,636	£545,000	£333
1, Sharmans Cross Road	5 bed - Detached	19/04/2018	251	2,702	£924,990	£342
86, Sharmans Cross Road	4 bed - Detached	29/03/2018	137	1,475	£595,000	£403
111, Sharmans Cross Road	4 bed - Detached	05/12/2017	163	1,755	£550,000	£313
62, Sharmans Cross Road	Semi - Detached	01/12/2017	133	1,432	£450,000	£314
9, Sharmans Cross Road	5 bed - Detached	01/09/2017	199	2,142	£900,000	£420
10, Sharmans Cross Road	4 bed - Detached	12/12/2016	256	2,756	£900,000	£327
45, Alderbrook Road	4 bed - Detached	31/05/2017	150	1,615	£699,950	£434
112, Alderbrook Road	5 bed - Detached	13/02/2017	221	2,379	£898,000	£377
51, Alderbrook Road	5 bed - Detached	13/10/2016	242	2,605	£975,000	£374
<b>Average - All</b>						<b>£370</b>

## Balsall Common Sites (Sites 2 &amp; 22 – Frog Lane &amp; Trevallion Stud)

## ELYSIAN GARDENS, CREST NICHOLSON

Address	Property Type	Date Sold	Sold Price	GIA (sqm.)	GIA (sq.ft.)	Price per sq ft
11, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	28/04/2017	£499,950.00	119	1281	£390
12, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Semi-detached	31/10/2017	£345,950.00	87	936	£369
14, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Semi-detached	31/10/2017	£345,950.00	87	936	£369
15, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	31/10/2017	£499,950.00	119	1281	£390
16, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Terraced	31/10/2017	£275,950.00	70	753	£366
17, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	11/08/2017	£499,950.00	119	1281	£390
18, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Terraced	31/10/2017	£279,950.00	70	753	£372
2, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	25/08/2017	£614,950.00	165	1776	£346
28, Drovers Close, Balsall Common, Coventry, West Midlands CV7 7JB	Terraced	24/03/2017	£284,950.00	75	807	£353
29, Drovers Close, Balsall Common, Coventry, West Midlands CV7 7JB	Terraced	24/03/2017	£289,950.00	75	807	£359
3, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	28/07/2017	£699,950.00	200	2153	£325
33, Drovers Close, Balsall Common, Coventry, West Midlands CV7 7JB	Semi-detached	13/10/2017	£441,950.00	132	1421	£311
34, Drovers Close, Balsall Common, Coventry, West Midlands CV7 7JB	Semi-detached	24/02/2017	£464,950.00	132	1421	£327
35, Drovers Close, Balsall Common, Coventry, West Midlands CV7 7JB	Detached	16/03/2018	£534,950.00	139	1496	£358
36, Drovers Close, Balsall Common, Coventry, West Midlands CV7 7JB	Detached	27/10/2017	£620,000.00	165	1776	£349
37, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Semi-detached	30/10/2017	£339,950.00	87	936	£363
39, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	25/10/2017	£514,950.00	139	1496	£344
43, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Semi-detached	20/10/2017	£384,950.00	91	980	£393
45, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	20/10/2017	£534,950.00	138	1485	£360
47, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Terraced	30/10/2017	£289,950.00	75	807	£359
49, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Terraced	30/10/2017	£284,950.00	75	807	£353

55, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	29/06/2018	£599,950.00	165	1776	£338
6, Drovers Close, Balsall Common, Coventry, West Midlands CV7 7JB	Detached	24/03/2017	£614,950.00	165	1776	£346
6, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	28/07/2017	£514,950.00	139	1496	£344
7, Drovers Close, Balsall Common, Coventry, West Midlands CV7 7JB	Semi-detached	21/04/2017	£464,950.00	132	1421	£327
7, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	31/10/2017	£700,000.00	200	2153	£325
73, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Semi-detached	26/10/2018	£449,950.00	132	1421	£317
75, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	26/04/2018	£525,000.00	139	1496	£351
78, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	31/10/2018	£509,950.00	119	1281	£398
79, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	27/04/2018	£720,950.00	200	2153	£335
8, Drovers Close, Balsall Common, Coventry, West Midlands CV7 7JB	Semi-detached	25/08/2017	£459,950.00	132	1421	£324
82, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	31/10/2018	£605,000.00	165	1776	£341
9, Drovers Close, Balsall Common, Coventry, West Midlands CV7 7JB	Terraced	31/03/2017	£339,950.00	87	936	£363
9, Meer Stones Road, Balsall Common, Coventry, West Midlands CV7 7JD	Detached	31/10/2017	£699,950.00	200	2153	£325
<b>Average - All</b>						<b>£349</b>
<b>Average – After removal of 5 bed units</b>						<b>£375</b>
<b>Average &lt; 90 sq. m. (assumed 1&amp;2 beds)</b>						<b>£363</b>
<b>Average &gt; 90 sq. m. (assumed 3&amp;4 beds)</b>						<b>£392</b>

## SECOND HAND TRANSACTIONS

Address	Type / Beds	Date Sold	GIA	GIA	Net Sales Price	Price per sq. ft.
			(sq. m.)	(sq. ft.)		
72 Grovefield Crescent, Balsall Common	3 bed terraced	17/01/2020	98	1,055	£300,000	£284
42 Malvern Road, Balsall Common	4 bed semi-detached	17/12/2019	118	1,270	£435,000	£342
55 Greenfield Avenue, Balsall Common	3 bed terraced	17/12/2019	78	840	£272,500	£325
9 Eborne Croft, Balsall Common	4 bed detached	13/12/2019	135	1,453	£449,000	£309
3 Clive Road, Balsall Common	4 bed semi-detached	13/12/2019	118	1,270	£385,000	£303
10 Finford Croft, Balsall Common	4 bed detached	09/12/2019	126	1,356	£530,000	£391
59 Kemps Green Road, Balsall Common	4 bed detached	07/11/2019	115	1,238	£412,000	£333
9 Priors Close, Balsall Common	4 bed semi-detached	23/10/2019	138	1,485	£367,500	£247
18 Eborne Croft, Balsall Common	3 bed semi-detached	07/10/2019	119	1,281	£315,000	£246
1b Needlers End Lane, Balsall Common	4 bed detached	04/10/2019	126	1,356	£466,000	£344
8 Leveson Crescent, Balsall Common	3 bed detached	03/10/2019	104	1,119	£360,000	£322
20 Dockers Close, Balsall Common	3 bed detached	27/09/2019	120	1,292	£427,500	£331
3 Childs Oak Close, Balsall Common	4 bed detached	25/09/2019	132	1,421	£530,000	£373
6 Dale Meadow Close, Balsall Common	4 bed detached	25/09/2019	103	1,109	£415,000	£374
3 Shortfield Close, Balsall Common	4 bed detached	13/08/2019	126	1,356	£475,000	£350
31 Grovefield Crescent, Balsall Common	3 bed semi-detached	30/08/2019	90	969	£330,000	£341
62 Stoneton Crescent, Balsall Common	4 bed detached	28/08/2019	120	1,292	£480,000	£372
165 Needlers End Lane, Balsall Common	4 bed detached	23/08/2019	171	1,841	£600,000	£326
<b>Average - All</b>						<b>£328</b>

