

Review of the Viability Report on the Development of 60 -68 Station Road TW12 2AX

On behalf of The London Borough of
Richmond upon Thames

May 2016

S Devitt

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Bespoke Property Consultants

maximising development potential

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1.0 Instructions

- 1.1 Bespoke Property Consultants (BPC) has been instructed by The London Borough of Richmond upon Thames to review the applicant's viability assessment of the proposed development at 60 – 68 Station Road TW12 2AX which comprises 28 units of which two on shared ownership.
- 1.2 In carrying out this review, BPC has been issued with a report dated February 2016 by HEDC which assesses the viability of the proposed development.
- 1.3 BPC have not inspected the property.
- 1.4 This assessment is provided for the purposes of agreeing appropriate S.106 and affordable housing obligations and is not a valuation of the subject site or scheme. It is provided for the sole use of the party to whom it is addressed. It is confidential to the addressee and their professional advisors. Bespoke Properties Ltd accepts responsibility to the Client named at the start of this report alone that this report has been prepared with the skill, care and diligence reasonably to be expected of a competent consultant, but accept no responsibility whatsoever to any person other than the client themselves.
- 1.5 Neither the whole nor any part of the report nor any reference thereto may be included in any published document, circular, or statement, or published in any way, without the prior written approval of Bespoke Properties Ltd of the form and context in which it may appear and should remain confidential in accordance with the terms of the Freedom of Information Act.

2.0 Executive Summary

- 2.1 We have reviewed the report by HEDC dated February and concluded that the main issues relating to the viability of the scheme are the base build cost used in the applicant's appraisal and the level of return for risk and profit.
- 2.2 The HEDC appraisal of the scheme shows a residual land value (RLV) of £1.3M which is £1.1M less than the benchmark land value of £2.4M. This level of deficit calls into question if the scheme is deliverable.
- 2.3 We have carried out an independent appraisal of the scheme and the results of this are shown at Appendix A.
- 2.4 We have reviewed the inputs and assumptions used by HEDC as set out in Section 4 below and found them on the whole to be reasonable, with the exception of
- a) The build cost allowance, which is £676,183 above the total in the independent cost plan review by Silver
 - b) The level of return for risk and profit which the applicant has set at 20% but we believe 17.5% is more appropriate in the current market for this type of scheme.
- 2.5 We have carried out our own appraisal based on build cost in the Silver report but maintaining the other inputs adopted by the applicant apart from the level of return for risk and profit.
- 2.6 Notwithstanding the changes made as noted above, this appraisal shows a residual land value of £2,057,000 which is below the benchmark land value of £2,400,000 by £343,000. Therefore the proposed scheme is not viable and could not provide additional affordable housing contributions. We assume the applicant is satisfied with the assumptions they have made and therefore the offer of two shared ownership units.

3.0 Policy Context

3.1 NPPF

3.1.1 Para 173 of the NPPF states *'To ensure viability, the costs of any requirements likely to be applied to the development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.'*

3.1.2 The NPPF therefore allows for a profit for the developer, which reflects the risks in developing and funding the scheme.

3.1.3 The NPPF also allows for a 'return' to encourage the land owner to bring the site forward for development. This 'return' or premium is generally dependent on three factors:

- i) The planning status of the site and the lawful alternative uses it can be used for
- ii) The aspirations and needs of the landowner
- iii) The need of the local authority to see the scheme developed

3.2 Planning Practice Guidance March 2014

3.2.1 The Department for Communities and Local Government provided Planning Practice Guidance on 6th March 2014. This includes a section on viability, with site specific viability covered in the sub section on Viability and Decision Taking.

3.2.2 In this sub section the guidance states that "in making decisions, the local planning authority will need to understand the impact of planning obligations on the proposal. Where an applicant is able to demonstrate to the satisfaction of the local planning authority that the planning obligation would cause the development to be unviable, the local planning authority should be flexible in seeking planning obligations. This is particularly relevant for affordable housing contributions which are often the largest single item sought on housing developments. These contributions should not be sought without regard to individual scheme viability. The financial viability of the individual scheme should be carefully considered in line with the principles in this guidance."

3.2.3 The guidance then continues to set out some general principles on how the key factors of gross development value, costs, land value and the competitive return to developers and land owners should be calculated and evidenced. This is really a summary of established known good practice in the sector.

4.0 Assessment Inputs and Assumptions

4.1 Assessment methodology

4.1.1 The applicant's appraisal uses the Argus Developer (version 6) appraisal model, whereas the alternative model used by Bespoke Property Consultants is the GLA Development Control Toolkit. Both appraisal models are acceptable and should give similar answers if the same inputs are used.

4.2 Unit Mix

4.2.1 The scheme comprises 28 residential units (including 2 shared ownership units) as set out in the accommodation schedule of the applicant's report.

4.3 Values of residential units

4.3.1 The values used within the applicant's appraisal are based on comparable evidence contained in a report provided by Savills

4.3.2 The comparative data used by Bespoke Property Consultants is based on market research undertaken on the internet, for similar properties in the locality of the proposed development (listed with floor areas in Appendix C). An average value per square metre of £6,936 for 1 bed flats; £6,071 for 2 bed flats and £6,842 for houses based on 95% of asking price to allow for negotiation. Our pricing results in significantly lower values for the flats but higher values for some of the houses. Overall there is a difference of £125,850 or 0.6% between our estimate and that of Savills and we have therefore used the Savills pricing for our appraisal.

4.3.3 The assumptions used by the applicant and BPC for Ground Rents are similar and result in a capitalise figure of £81,120

4.3.4 In addition the HEDC appraisal allows for 40 parking spaces to be sold separately at £20,000 each so £800,000 has been included in our appraisal to account for this.

4.3.5 Based on these figures the Gross Development Value for the scheme is £22,640,000.

4.4 Development Timescale

4.4.1 We have assumed a development timetable of one and a half years

4.5 Build costs

- 4.5.1 A summary build cost analysis is included in the report by HEDC. This estimate was based on a cost plan by Selwyn Joyce resulting in a total build cost figure of £12,904,484.
- 4.5.2 Silver DCC has been commissioned by the Council to undertake an independent review of the Selwyn Joyce cost plan. They estimated a total cost of £12,228,302 – a difference of £676,183. We have used the Silver estimate for our appraisal.

4.6 Other assumptions

- 4.6.1 **Professional Fees** – a figure of 12% has been used for professional fees by the applicant. The applicant's assumption is a reasonable/unreasonable allowance.
- 4.6.2 **Contingency** - the applicant's appraisal allows a contingency of 7.5%. The Silver cost plan review suggests that 5% should be sufficient and we have used this figure for our appraisal.
- 4.6.3 **CIL** –The HEDC report includes allowance for Mayoral and Borough CIL and indexing. We have adopted this figure for our appraisal
- 4.6.4 **Sales and Marketing** – 3.5% has been allowed for by the applicant, which in our view is acceptable in the current market. In addition the applicant has allowed for the affordable housing marketing and sale costs which we believe is acceptable.
- 4.6.5 **Site acquisition costs** – the applicant's site acquisition costs have been set within the normal range for this type of site.
- 4.6.6 **Finance costs** – an interest rate of 7% has been used by the applicant, which is within the range of current market activity allowing for this to be inclusive of arrangement and monitoring fees
- 4.6.7 **Profit** – the applicant has adopted a figure of 20% of GDV for the return for risk and profit. The stronger, more competitive land market that now exists is pushing this margin down to 17.5% for smaller and 'oven ready' developments. For this development we consider 17.5% is appropriate in the current market and that is the figure adopted in our appraisal which reflects the risks involved in the scheme. This level of profit has been agreed with many developers of small, less complex schemes in Richmond.

4.7 Benchmark Land Value

4.7.1 HEDC have based their assessment of viability on an Existing Use Value of £2,400,000 estimated rental values.

4.7.2 We believe the rents quoted and the yield applied are reasonable and appropriate for the type of property. The HEDC calculation allows for significant rent free periods to allow for the current condition. It is not clear whether this allowance is sufficient to allow for the state of repair. However, as no premium has been allowed on this value we have accepted it as the Benchmark Land Value for our appraisal.

5.0 BPC Assessment and Conclusions

- 5.1 The HEDC appraisal of the scheme shows a residual land value (RLV) of £1.3M which is £1.1M less than the benchmark land value of £2.4M. This level of deficit calls into question if the scheme is deliverable.
- 5.2 We have re-run the appraisal, taking account of all the comments on the applicant's inputs and assumptions as noted above. The results of this analysis are shown at Appendix A to this report. The main changes between our assessment and the HEDC submission are as follows:
- a) We have reduced the Build Cost to £12,228,302.
 - b) We have reduced the allowance for return for risk and profit to 17.5% of GDV.
- 5.2 Our own assessment of the scheme shows a residual site value of £2,057,000 which is below the benchmark land value with the inclusion of 2 shared ownership units. This suggests that the scheme is not viable and could not support additional affordable housing contributions.

Appendix A

----- Site Details -----

Use these arrows to navigate Toolkit pages. You should ensure there are no warning messages on a page before continuing.

Site Address	60 -68 Station Road TW12 2AX
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Site Reference	
Application Number	
NLUD Reference	
UPRN or Grid Reference	

Scheme Description	Conversion/new build to provide 28 residential units
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Development Control Model - Greater London Authority - 2014

For queries on viability, development schemes and the Toolkit generally, please contact Dr Andrew Golland - Tel: 01162 701 772 and E-Mail: drajg@btopenworld.com

For queries on spreadsheets and technical aspects of the Toolkit (including bug reports and feature requests), please contact Dr Adam Watkins - Tel: 07746 809 748, and E-Mail: Toolkits@Dread-IT.co.uk

----- **Basic Site Information** -----

You must complete this page

Site Area	
Total Size of Site In Hectares	0.3

Dwellings	
<input checked="" type="radio"/> Number of Dwellings (Density is then calculated)	28
<input type="radio"/> Density (Enter a value, or choose from the listbox)	93.33
	users own value

You can test a percentage increase or decrease on the resulting density by either entering a value in the box below, or by using the buttons.

Percentage increase/decrease	%	Reset
Resulting Number of Dwellings	28	
Resulting Density	93 dph	

----- **Toolkit Application** -----

There are two ways to use the Toolkit;

Choose from either:-

Option 1 - Forward Planning

Select this option for policy testing and development control using benchmark unit types and data

or

Option 2 - Scheme Specific Appraisal

Select this option for assessing a scheme using specific unit types and data. Some benchmark data is available

← --- **Mix of Units and Tenures** --- →

There are two ways to determine how the total number of units in the scheme is distributed between the different dwelling types and tenures.

You can either enter units:-

By Percentage

Enter the percentage of units to assign to each dwelling type and the percentage to assign to each tenure.

or

By Quantity

Enter the number of dwellings to assign to each dwelling type and tenure combination

← --- Unit Types by Percentage --- →

Select a previously saved percentage mix from the list below or select "Scheme Specific Values" from the list and enter your own values in the white cells

Scheme Specific Values

Warning:
Total Percentage must equal 100%

		Percentage of total	Number of units of this type
Studio flat			0.0
Flats	1 bed		0.0
	2 bed		0.0
	3 bed		0.0
	4 bed		0.0
Terrace / town house	2 bed		0.0
	3 bed		0.0
	4 bed		0.0
Semi / detached	2 bed		0.0
	3 bed		0.0
	4 bed		0.0
Total		0.0%	0.0

← ----- Tenure Mix by Quantity ----- →

Enter the number of units in the white cells of the table below.

Warning: Total units does not match that previously given		Sale	Affordable					Total Affordable	Overall Total (Affordable plus Sale Units)
			Low Cost Sale	Equity Share	Shared Ownership	Intermediate Rent	Affordable rent		
Studio flat									
Flats	1 bed								
	2 bed								
	3 bed								
	4 bed								
Terrace/ town house	2 bed								
	3 bed								
	4 bed								
Semi/ detached	2 bed								
	3 bed								
	4 bed								
Total units									
% of Total									

Expected Total Number of Units 28

Percentage purchased by purchaser for Shared Ownership

Percentage purchased by purchaser for Low Cost Sale

Percentage purchased by purchaser for Equity Share

← --- Tenure Mix by Percentage --- →

Enter the percentage of the total number of dwellings to assign to each tenure in the white cells below. The percentage is applied evenly across all dwelling types, this may lead to values which are not whole numbers.

Percentages must all add to 100%

		Sale	Affordable				Total Affordable	Overall Total (Affordable plus Sale Units)
			Low Cost Sale	Equity Share	Shared Ownership	Intermediate Rent		
Studio flat								
Flats	1 bed							
	2 bed							
	3 bed							
	4 bed							
Terrace/town house	2 bed							
	3 bed							
	4 bed							
Semi/detached	2 bed							
	3 bed							
	4 bed							
Total Units								
% of Total								

Percentage purchased by purchaser for Shared Ownership	<input type="text"/>
Percentage purchased by purchaser for Low Cost Sale	<input type="text"/>
Percentage purchased by purchaser for Equity Share	<input type="text"/>

← Flats →

The Toolkit needs to have additional information about flats.
Enter the number of storeys in the box below

Total number of floors in the scheme:

← ----- **Market Values** ----- →

Select a previously saved set of market values from the list below or Select "Scheme Specific Values" from the list and enter your own values in the white cells

Scheme Specific Values

You can adjust all market values by entering a percentage in the box to the right.

Description of Unit Type		Total Units	Market Value	Adjusted Market Value
Studio flat				
Flats	1 bed			
	2 bed			
	3 bed			
	4 bed			
Terrace / town house	2 bed			
	3 bed			
	4 bed			
Semi / detached	2 bed			
	3 bed			
	4 bed			

← ----- Rents ----- →

For the Affordable and Intermediate tenures you can either apply a percentage reduction to the benchmark rental value or enter your own value.
 For Social Rent you can enter your own rental value per week.
 If you leave any blank then the benchmark value for that row will be used.

		Benchmark MARKET values £ per week	Affordable Rent			Intermediate Rent			Social Rent		
			Total Units	Benchmark Reduction	User values £ per week	Total Units	Benchmark Reduction	User values £ per week	Total Units	Benchmark values £ per week	User values £ per week
Studio flat		£161.69	-			-			-		
Flats	1 bed	£161.69	-			-			-		
	2 bed	£203.87	-			-			-		
	3 bed	£239.01	-			-			-		
	4 bed	£267.13	-			-			-		
Terrace / town house	2 bed	£203.87	-			-			-		
	3 bed	£239.01	-			-			-		
	4 bed	£267.13	-			-			-		
Semi / detached	2 bed	£203.87	-			-			-		
	3 bed	£239.01	-			-			-		
	4 bed	£267.13	-			-			-		

← -- Rental Costs & Capitalisation -- →

These values are used to calculate capitalised value when no grant is available. If you wish to use your own values then you can enter them in the white cells below. If you leave any blank then the Toolkit Value for that row will be used

Social Rent		Benchmark	User Values	
Costs per annum	Management	£555.00		per dwelling (+30% for flats)
	Maintenance	£550.00		per dwelling (+10% for flats)
	Voids/bad debts	4.38%		of gross rent
	Repairs reserve	0.38%		of development costs
Capitalisation		7.00%		of net rent

Shared Ownership		Benchmark	User Values	
	Rent	2.75%		of gross rent
Capitalisation		7.00%		of net rent

Affordable Rent		Benchmark	User Values	
Costs per annum	Management costs	6.00%		of gross rent
	Maintenance	£1,260.00		per dwelling
	Voids/bad debts	6.00%		of gross rent
Capitalisation		7.00%		of gross rent

Intermediate Rent		Benchmark	User Values	
Costs per annum	Management costs	6.00%		of gross rent
	Maintenance	£1,260.00		per dwelling
	Voids/bad debts	6.00%		of gross rent
Capitalisation		7.00%		of gross rent

←----- **Development Costs** -----→

Toolkit values will be used unless you enter your own value in the white cells. The CSH level is for reference purposes only.

Build Costs per sq m		
Building Type	Toolkit Values	User Values
Flats (40+ storeys)	£3,494	
Flats (16-40 storeys)	£2,623	
Flats (6-15 storeys)	£2,037	
Flats (5 & less storeys)	£1,497	£3,867.89
Houses <= 75m2	£1,113	
Houses > 75m2	£976	£3,869.89
Code for Sustainable Homes level (3-6)		

Exceptional Development Costs	
Total For Scheme	
Cost per dwelling	
Cost per hectare	
Cost per habitable room	No Info

Other Development Costs			
Additional Cost	Toolkit Values	User Values	
Professional Fees %	12.0%		of build costs
Interest rate (Market)	6.75%	7.0%	of build costs (Sale, Equity Share and Low Cost Sale units)
Interest Rate (Affordable Housing)	6.75%		of build costs Rental tenures and Shared Ownership)
Marketing Fees	3.0%	3.5%	of market value
Developers Return	20.0%	17.5%	of market value applies to market housing
Contractors Return	6.0%		of development costs (excl finance) (affordable housing)
Construction Period (1+ Years)		1.50	

You may also enter SCHEME totals for other exceptional costs. Enter the name of the cost in the left hand cells and the SCHEME value in the right hand cell

Costs incurred for Sustainable homes level of 3,4, 5 or 6	£	-
acquisition costs	£	71,644
<Enter cost description>	£	-
<Enter cost description>	£	-

← **----- Planning Obligations -----** →

For each type of contribution you may either enter a total figure (for that row) or you may enter values per unit (for each tenure). If you choose the second option, the Toolkit will calculate the total obligation 'cost' for the scheme.

To enter one total value for a row, tick the corresponding box in the "Enter Total?" column and enter a value in the "User Total" column : To enter the values by tenure leave the box un-ticked

	Input by Total		Input by Unit						Calculated Total (Affordable and Sale)	
	Enter Total?	User Total	Sale	Affordable						
				Low Cost Sale	Equity Share	Shared Ownership	Intermediate Rent	Affordable Rent		Social Rent
Education Contribution	<input type="checkbox"/>									£0
Highway works	<input type="checkbox"/>									£0
Contribution to public transport	<input type="checkbox"/>									£0
Contribution to community facilities	<input type="checkbox"/>									£0
Provision for open space	<input type="checkbox"/>									£0
Contribution to public art	<input type="checkbox"/>									£0
Environmental improvements	<input type="checkbox"/>									£0
Town centre improvements	<input type="checkbox"/>									£0
Waterfront improvements	<input type="checkbox"/>									£0
Support for employment development	<input type="checkbox"/>									£0
Employment related training	<input type="checkbox"/>									£0
Other	<input checked="" type="checkbox"/>									£0

Does CIL apply on this scheme? Yes No Please select Yes or No

Total for Scheme	£0
Total for Scheme per hectare	£0
Total for Scheme divided by total number of units	£0
Total for Scheme divided by number of sale units	£0

← - Community Infrastructure Levy - →

You must enter CIL in one of two ways. Either as a calculated figure or by entering a pre-calculated figure.

- CIL is a calculated figure
- CIL is a pre-calculated figure

Overall Borough CIL	£	615,600
Overall Mayoral CIL	£	168,183

Total pre-calculated CIL	£	783,783
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For each type of contribution you may either enter a total figure (for that row) or you may enter values per unit (for each tenure). If you choose the second option, the Toolkit will calculate the total obligation 'cost' for the scheme.

To enter one total value for a row, tick the corresponding box in the "Enter Total?" column and enter a value in the "User Total" column : To enter the values by tenure leave the box un-ticked

	Input by Total		Input by Unit						Calculated Total (Affordable and Sale)	
	Enter Total?	User Total	Sale	Affordable						
				Low Cost Sale	Equity Share	Shared Ownership	Intermediate Rent	Affordable rent		Social Rent
European Union funding										£0
Local Authority capital grant	<input type="checkbox"/>									£0
Other regeneration funding										£0
English Heritage grant										£0
Lottery grant										£0
Contribution from Payment in Lieu fund										£0
Employer contribution										£0
Capitalised ground rent figure	<input checked="" type="checkbox"/>	£81,120								£81,120
Other (1)	<input type="checkbox"/>	£800,000								£800,000
Other (2)										£0
Other (3)										£0

Total for Scheme	£881,120
Total for Scheme per hectare	£2,937,067
Total for Scheme divided by total number of units	£31,469
Total for Scheme divided by number of sale units	£33,889

← - Revenue from Affordable Housing - →

Please choose the method by which the payment is made by the affordable housing provider to the developer

Payment by affordable housing provider to developer based on fixed assumption on social housing grant (including no grant)

Payment by affordable housing provider to developer fixed. No information available on grant availability or affordable housing provider's revenue income.

←----- Known Payments for ----- --→
Affordable Housing --

Enter the fixed payments for each tenure below.

Affordable Housing Tenures							Total
	Low Cost Sale	Equity Share	Shared Ownership	Intermediate Rent	Affordable Rent	Social Rent	No. Of Affordable Units
Number of units	0.0	0.0	2.0	0.0	0.0	0.0	2
Payment By Unit							
Or Payment By Tenure							
Or Scheme Total	Enter a lump sum payment for all Affordable Housing Tenures						
Tenure Total	£	£	£	£	£		
Method by which Affordable Housing Revenue is calculated	N/A	N/A	Value Required	N/A	N/A	N/A	
Total Known Payment for Affordable Housing	£						

Please select one of the below options;

- There is no grant, or it is included in the above values
(in which case grant will not be shown separately on the results page)
- Grant is included in the above value and I would like to show it separately on the Results page for information (Total revenue for the tenure will use figures in table above, grant shown on the next page will not be added)

← ----- Grant ----- →

Please choose whether a grant is available for the scheme

No - Grant is not available

Yes - Grant is available and is a known value

Specify grant by unit or tenure

Affordable Housing Tenure	Number of units	Grant	Per Unit or by Tenure
Social Rent	0.0		per unit
Shared Ownership	2.0		per unit
Intermediate Rent	0.0		per unit
Affordable Rent	0.0		per unit

Specify total grant

Total known Affordable Housing Grant
£ -

← -- Oncosts for Affordable Tenures -- →

If applicable, the user can provide information about on-costs. You have one of 3 options: i) use the Toolkit benchmark percentages ii) enter your own % iii) enter your own on-cost value (in £s) per unit. If there are no on-costs, either clear the tick box called 'Apply on-costs' or enter '0' in the User rate per unit for that tenure (shown as '£ -', press delete to clear the box and allow oncosts).

Apply On-costs

Affordable Housing Tenures							Total
Low Cost Sale	Equity Share	Shared Ownership	Intermediate Rent	Affordable Rent	Social Rent	Affordable Units	
Number of units	0.0	0.0	2.0	0.0	0.0	0.0	0

Toolkit benchmark on-costs rate	9.00%	9.00%	9.00%	9.00%
User on-cost rate (%)				

User rate per unit (£)						
------------------------	--	--	--	--	--	--

On-cost per unit	£ -	£ -	£ 23,941	£ -	£ -	£ -
------------------	-----	-----	----------	-----	-----	-----

Intermediate calculation	£ -	£ -	£ 47,882	£ -	£ -	£ -
--------------------------	-----	-----	----------	-----	-----	-----

Total on-cost per tenure	£ -	£ -	£ 47,882	£ -	£ -	£ -
--------------------------	-----	-----	----------	-----	-----	-----

Total on-costs for affordable housing	£ 47,882
---------------------------------------	----------

←
→

----- Contribution from -----

-- Commercial Elements --

This page allows the user to input data relating to a commercial property element of a scheme. The user will need to complete the white boxes relating to size of scheme, rent, yield and capital value. In addition cost related data will need to be inputted

Revenues	Office	Industrial	Retail	Hotel	Leisure/Community Services	Other
Net area in Sq. m						
Rent (£ per sq.m per annum)						
Yield (%)						
Capital value	£ -	£ -	£ -	£ -	£ -	£ -

Costs						
Gross Internal Area in Sq. m						
Build costs (£ per GIA sq m)						
Professional fees (% of Build Costs)						
Interest Rate (% of Build Costs)						
Marketing fees (% of Capital Value)						
Return (% of Capital Value)						

Total build costs	£ -	£ -	£ -	£ -	£ -	£ -
Professional, other fees and finance costs	£ -	£ -	£ -	£ -	£ -	£ -
Return	£ -	£ -	£ -	£ -	£ -	£ -

Total development costs	£ -	£ -	£ -	£ -	£ -	£ -
-------------------------	-----	-----	-----	-----	-----	-----

Site value for commercial element	£ -	£ -	£ -	£ -	£ -	£ -
-----------------------------------	-----	-----	-----	-----	-----	-----

Total site value for all commercial Elements	£ -
--	-----

← Land Finance →
& Site Value Comparisons

Land Finance

Reduction of Residual (%)	12%	Guide Values
---------------------------	-----	--------------

Values entered below will be shown on the results page compared to the scheme residual. These values cannot be calculated by the toolkit.

Existing use value	£	2,400,000
Acquisition cost	£	-
Value for offices	£	-
Value for industrial	£	-
Value as hotel site	£	-
Value as other alternative use	£	-

← ----- Results -----

Site	60 -68 Station Road TW12 2AX
Address	
Scheme Description	Conversion/new build to provide 28 residential units

Site Reference Number	
Application Number	
NLUD Ref. Number	
UPRN or Grid Ref.	

View Results

RESIDUAL before land finance	£2,338,000
RESIDUAL after land finance	£2,057,000
Per hectare	£6,857,000
Per dwelling	£73,000
Per market dwelling	£79,000
Per habitable room	£19,000
Per bedspace	£27,000

SCHEME UNITS		per ha.
No. of Dwellings	28	93
No. of Habitable rooms	111	370
No. of Bedrooms	76	253
Total floorspace (m2)	3,294	10980
% Wheelchair Units	11%	

Discounting Function

Floor Space Analysis

Costs Analysis

Child Occupancy & Bedrooms

SCHEME REVENUE	£22,640,000
Contribution to revenue from:	
Market housing	£21,295,000
Affordable Housing	£464,000
- Low Cost Sale	
- Equity Share	
- Shared Ownership (inc. grant)	£464,000
- Intermediate Rent (inc. grant)	
- Affordable Rent (inc. grant)	
- Social Rent (inc. grant)	
Grant	
Capital Contribution	£881,000
Commercial Elements	

LAND FINANCE	
Total land finance	£281,000

AFFORDABLE UNITS							
	Low Cost	Equity Share	Shared	Intermediate	Affordable	Social Rent	Total
Units			2				2
Units %			7%				7%
Hab rooms			5%				5%
Bedrooms							
Persons			5%				5%
Floorspace			4%				4%

SCHEME COSTS	£20,302,000
Contribution to costs from:	
Market housing	£18,884,000
Affordable Housing	£563,000
- Low Cost Sale	
- Equity Share	
- Shared Ownership	£563,000
- Intermediate Rent	
- Affordable Rent	
- Social Rent	
Planning Obligations	
Community Infrastructure Levy	£784,000
Exceptional Development Costs	£72,000
Commercial Elements	

PUBLIC SUBSIDY (GRANT)	
Whole scheme	£ -
Per Social Rent dwelling	
Per Shared Ownership dwelling	£ -
Per Intermediate Rent dwellings	
Per Affordable Rent dwelling	

Alternative Site Values		Against residual
Existing Use Value	£ 2,400,000	-£343,000
Acquisition Cost	£ -	
Value for offices	£ -	
Value for industrial	£ -	
Value as hotel site	£ -	
Value as other alternative	£ -	

←----- Costs Analysis -----

	Sale	Low Cost Sale	Equity Share	Shared Ownership	Intermediate Rent	Affordable Rent	Social Rent	Commercial Elements
Number of units	26			2				
Base build costs	£12,291,769			£454,477				
Prof fees	£1,475,012			£54,537				
Finance	£645,318			£23,008				-
Marketing	£745,325			-	-	-	-	-
Developer's Return	£3,726,625			-	-	-	-	-
Contractor's Return	-	-	-	£30,541				
Total Costs	£18,884,000			£563,000				
Exceptional Development Costs	£66,857			£5,143				

NB: Exceptional Development Costs are apportioned across tenures and all values rounded to nearest thousand

Site Reference Details	
Site Reference Number	
Application Number	
NLUD Reference Number	
UPRN or Grid Reference	

Site Details	
Site Address	60 -68 Station Road TW12 2AX
Scheme Description	Conversion/new build to provide 28 residential units

Result set:

Basic Site Information

Size of site in Hectares (gross)	
Total Number of Dwellings	
Total Number of Habitable rooms	
Total Number of Bedrooms	

Site Notes

Use these boxes to record any notes on the scheme variation (eg, % change in houseprices or additional CIL values)

Tenure Division

Sale	
Low Cost Sale	
Equity share	
Shared Ownership	
Intermediate Rent	
Affordable rent	
Social Rent	
Total affordable	

Key Economics

Revenue	
Costs	
Land Finance	
Residual (after land finance)	
Per hectare	
Per dwelling	
Per market dwelling	
Per habitable room	
Per bedspace	

Cost Contributions

Planning Obligations	
Community Infrastructure Levy	
Exceptional Development Costs	
Commercial Elements	

Residual Contributions

Subsidy	Total for scheme
	per SR unit
	per SO unit
	per IR unit
	per AR unit
Capital Contributions	
Commercial Elements	

Market Tenures' Revenue				Time span (years)				
Inflation				1	2	3	4	5
House price inflation	- Expected house price inflation rate (%) (All market tenures)							
	- Compound house price inflation rate			100.00%	100.00%	100.00%	100.00%	100.00%
Annual Build Rate and Revenue		Total Entered	Total Expected					
Sale	- Annual sale completion	140 of:	26.00		40.00	60.00	40.00	
	- Annual sale percentage		100%	0.00%	153.85%	230.77%	153.85%	0.00%
	- Revenue for that year		£21,295,000	£0.00	£32,761,538.46	£49,142,307.69	£32,761,538.46	£0.00
	- Revenue with inflation			£ -	£ 32,761,538	£ 49,142,308	£ 32,761,538	£ -
Low Cost Sale	- Annual sale completion	42 of:	0.00		20.00		12.00	10.00
	- Annual sale percentage		100%	0.00%	0.00%	0.00%	0.00%	0.00%
	- Revenue for that year		£0	£0.00	£0.00	£0.00	£0.00	£0.00
	- Revenue with inflation			£ -	£ -	£ -	£ -	£ -
Equity Share	- Annual sale completion	52.5 of:	0.00			50.00	2.50	
	- Annual sale percentage		100%	0.00%	0.00%	0.00%	0.00%	0.00%
	- Revenue for that year		£0	£0.00	£0.00	£0.00	£0.00	£0.00
	- Revenue with inflation			£ -	£ -	£ -	£ -	£ -
Total Revenue with Inflation for these Market Tenures				£ -	£ 32,761,538	£ 49,142,308	£ 32,761,538	£ -

←----- Child Occupancy -----
 & Bedroom Count

BEDROOM MIX								
	Sale	Low Cost Sale	Equity Share	Shared Ownership	Intermediate Rent	Affordable Rent	Social Rent	Total units by bedroom
Total Studio Flats								
Total 1 bed units	3			1				4
Total 2 bed units	6			1				7
Total 3 bed units	10							10
Total 4+ bed units	7							7
Total units by tenure	26			2				

ANTICIPATED CHILD OCCUPANCY									
		Sale	Low Cost Sale	Equity Share	Shared Ownership	Intermediate Rent	Affordable Rent	Social Rent	Total Child Occupancy by Unit Type
No. Of Units		26			2				
Flats	Studio								
	1 bed	4							
	2 bed	6	1						1
	3 bed	2	1						1
	4 bed								
Houses	1 bed								
	2 bed	1							
	3 bed	8	5						5
	4 bed	7	8						8
	5 bed								
6+ bed									
Total Child Occupancy by Tenure		15							

Total Child Occupancy for this Scheme	15
---------------------------------------	----

[Return to Previous Page](#)

Benchmark Data - January 2014

This page shows the benchmark data compiled for each of the London Boroughs. Some of this data is unique to the borough whilst the rest is applicable across all the boroughs. All of these values can be overridden in the Toolkit by your own values.

Data Source	AG1213	Date	27.12.2013
Borough	Redbridge		

	band specific data
	borough specific data
	fixed data

	Market Rents	Size in m2	Market Value	Social Rent
Studio flat	£162	37	£136,000	£88.14
Flats	1 bed	50	£227,000	£88.14
	2 bed	66	£284,000	£107.40
	3 bed	86	£341,000	£123.48
	4 bed	95	£409,000	£145.66
Terrace / town house	2 bed	83	£327,000	£107.40
	3 bed	96	£424,000	£123.48
	4 bed	103	£510,000	£145.66
	2 bed	83	£354,000	£107.40
Semi / detached	3 bed	96	£460,000	£123.48
	4 bed	103	£552,000	£145.66

Area Type	Outer
Band	B1

Oncosts	
Social Rent	9%
Shared Ownership	9%
Intermediate/Affordable Rent	9%

Shared Ownership Costs	
Rent	2.75%
Capitalisation	7.00%

Development Costs	
Professional Fees %	12%
Finance (Market)	7%
Finance (Affordable Housing)	7%
Marketing Fees	3%
Developers Return	20%
Contractors Return	6%

Social Rent (by Bedrooms)	
1	£88.14
2	£107.40
3	£123.48
4	£145.66
5	£153.66
6	£0.00

Social Rent Costs		
Location	Outer	
Management	£555.00	
Maintenance	£550.00	30% extra for flats
Voids/bad debts	£0.04	10% extra for flats
Repairs Res	0.384%	
Capitalisation	7.00%	of man'ment & maintenance

Build Costs per sq m	
Flats (Over 40 storeys)	£3,494
Flats (16-40 storeys)	£2,623
Flats (6-15 storeys)	£2,037
Flats (5 stories)	£1,497
Houses <= 75m2	£1,113
Houses > 75m2	£976

Market Rent (by Bedrooms)	
1	£161.69
2	£203.87
3	£239.01
4	£267.13

Affordable/Intermediate Rent Costs	
Managemt costs	6.00%
Maintenance	£1,260
Voids/bad debts	6.00%
Capitalisation	7.00%

←----- **Saved Densities** -----

You can use this page to store a series of default densities. These can be recalled on the Basic Site Information page.

	Name of benchmark	DENSITY
user benchmark 1	My Benchmark 30	30
user benchmark 2	User density benchmark 2	
user benchmark 3	User density benchmark 3	
user benchmark 4	User density benchmark 4	
user benchmark 5	User density benchmark 5	
user benchmark 6	User density benchmark 6	

← --- Saved Dwelling Type Mixes ---

You can use this page to store a series of default mixes. These can be recalled on the Mixes page when using the Toolkit as a Forward Planning tool.

		User Mix set 1	user Mix set 2	user Mix set 3	user Mix set 4	user Mix set 5	user Mix set 6
name		user mix set 1	user mix set 2	user mix set 3	user mix set 4	user mix set 5	user mix set 6
	Studio flat						
Flats	1 bed						
	2 bed						
	3 bed						
	4 bed						
Terrace / town house	2 bed						
	3 bed						
	4 bed						
Semi / detached	2 bed						
	3 bed						
	4 bed						
Total		0%	0%	0%	0%	0%	0%

← Saved Market Values →

You can use this page to store a series of default market values for the given unit types. These can be recalled on the Market Values page when using the Toolkit as a Forward Planning tool.

		Main Default	user MV set 1	user MV set 2	user MV set 3	user MV set 4	user MV set 5
	name	Toolkit Benchmark Values	user MV set 1	user MV set 2	user MV set 3	user MV set 4	user MV set 5
		Studio flat		£136,000			
Flats	1 bed	£227,000					
	2 bed	£284,000					
	3 bed	£341,000					
	4 bed	£409,000					
Terrace / town house	2 bed	£327,000					
	3 bed	£424,000					
	4 bed	£510,000					
Semi/detached	2 bed	£354,000					
	3 bed	£460,000					
	4 bed	£552,000					

Appendix B



Silver Report on Selway Joyce Elemental Cost Estimate

60-68 Station Road, Hampton
Middlesex TW14 2AX

Prepared for Richmond Council
29th April 2016 | Rev A

**60-68 Station Road,
Hampton
Middlesex
TW14 2AX**

29th April 2016

Client

Richmond Council
Planning Services
Civic Centre
44 York Street
Twickenham TW1 3BZ

Prepared By

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Signed:



.....

60-68 Station Road

Silver Report on Selway Joyce Elemental Cost Estimate

Introduction

Silver have been commissioned by Richmond Council to independently review the Selway Joyce Elemental Cost Estimate Rev A submitted to support the planning application at 60-68 Station Road, Hampton TW12 2AX for 28 houses and apartments residential scheme, along with external and site development works.

The scheme provision in accordance with the HEDC Ltd Viability Assessment and PRP Architects schedule of accommodation is for 6 apartments and 2 houses converted from the existing police building and out buildings, 6 apartments and 14 houses new build with shared amenity space and basement car park.

Silver have not carried out our own independent cost plan but have carried out checks on elements and sub element items to validate or challenge the Selway Joyce assumptions.

As part of this exercise we have carried out some spot check measures to support or challenge the viability submission and Selway Joyce calculations and to check their mathematical calculations. However, due to the extensive detailed costs provided to validate against we have not carried out our own independent cost plan and have carried out checks on element and sub element items to validate or challenge the Selway Joyce assumptions.

Our objective was to establish on behalf of the Local Authority whether Selway Joyce Elemental Cost Estimate was truly reflective of a realistic build cost in the current market. We have done this by reviewing their allowances and allowed rates. We have used our extensive current data base of rates from similar schemes.

Executive Summary

We have carried out a detailed review of Selway Joyce Elemental Cost Estimate Rev A dated 9th March 2016 and summary of our assessment below:

28 No. Residential Units

Selway Joyce Elemental Cost Estimate **£12,904,484.00 (excluding design fees)**

Silver Assessment **£ 12,228,301.05 (excluding design fees)**

This represents a difference of **£676,182.95**

We have produced our own analysis summary of each element to check the arithmetic and to carry out our own adjustments on what we believe the realistic costs should be.

We consider costs used in this Viability Assessment are slightly high, but can be considered realistic for a scheme of this nature and as an intricate development and therefore the likely variance in Contractor pricing.

The site has a number of issues in respect of its development: Potential contamination issues including the removal of several underground fuel tanks; Provision of a basement car park; Conversion of the existing Police Station Building into suitable residential accommodation and consider that Selway Joyce have undertaken a detailed and realistic review of the proposed

scheme, including a site visit, to enable them to produce a detailed cost plan for the development.

The Selway Joyce revised elemental cost estimate is based on 13th January 2016 and the Silver assessment will be based on today's rates with no further allowances for inflation, due to the proximity of dates.

Silver have omitted Design Fees from the Selway Joyce cost estimate, as these have already been accounted for within the HEDC Viability Assessment.

The overall cost per m² rate equates to £2,476, based upon a revised GIFA of 5,211m², would normally be considered to be high, however, on this development the abnormal requirements (the provision of an underground parking facility plus the site remediation, removal of underground tanks and the structural underpinning requirements required for the conversion of the existing Police Station) and the necessary cost allowances are keeping the costs at an elevated level, although fairly reasonable generally.

Silver's cost estimate equates to an overall cost per m² of £2,347 based upon the revised GIFA of 5,211m².

Elemental Cost Estimate Analysis

Selway Joyce Elemental Cost Estimate Rev A is very well detailed in providing rates and areas and is greater than we would expect at this stage and is what we would term as “high level”.

Selway Joyce have divided the cost estimate into 3 separate sections – Basement, New Build and Refurbishment.

Each has been priced individually with Overheads & Profit, Preliminaries, Risk priced within each section. However, it should be noted that the cost estimate summary document within the Viability have been stripped out of the individual sections and amalgamated into their own headings on the summary page.

Selway Joyce have provided some notes on the estimate regarding the assumptions allowed (as noted below) and given the level of information, these assumptions would appear to be reasonable. Likewise, a number of Provisional Sums (as noted below) have been allowed for unknown factors and again these are considered reasonable.

Selway Joyce have stated their estimate is based upon PRP Architect drawings as listed within the viability assessment together with structural reports again as noted in the same document.

It is important to understand the likely sales values to be able to contextualize the specification enhancements appropriate to maximize developer return and provide a product that will easily sell in the market place. For the purposes of this exercise we have assumed that these units will be a mid-range unit value, based on the £627/sq.ft sales value noted within the HEDC Viability Assessment.

Selway Joyce have confirmed an assumed specification is included and would assume this is on a private for sale level of specification.

Selway Joyce’s exclusions contained are standard exclusions and there is nothing contained therein which is untoward. The following items have been noted by as excluded from their estimate and would appear to be reasonable assumptions based on the information made available:

- Insurances and any specific requirements
- Legal Fees, preconstruction design fees
- Finance Costs and Interest Charges
- Rights of Light
- Land Costs
- Inflation. Costs based at 1Q2016
- Contamination and abnormal ground conditions
- VAT
- Radon measures
- Party Wall Awards/ Costs
- Works Outside of the Site Boundary including Infrastructure Costs
- CIL and S106 Contributions.
- Sprinkler Installations
- Flood zone enhancement
- Archaeological Issues
- Affordable or Shared Ownership specification.

The following items have been included within the Selway Joyce Elemental Cost Estimate as Provisional Sums allowance within the summary:

- Asbestos removal - £25,000.00
- Removal of oil and gas tanks at ground level - £15,000.00
- Incoming Services - £150,000.00.
- External Works to front of building - £50,000.00
- Removal of oil and fuel tanks - £300,000.00

We consider these as reasonable allowance inclusions at this stage.

Due to the extent and level of detail provided within the Selway Joyce Elemental Cost Estimate, Silver have not produced a cost analysis comparison document as this is not necessary, but have included an elemental comparison summary within this report.

Silver have reviewed the detailed rates and quantities contained within Selway Joyce's 62 page cost estimate and generally Silver are in accord with the allowances made. In summary, we consider that the rates and allowances stated against the individual items of work within the estimate are considered reasonable.

The main elemental summary points of note reconciling the 3 separate build sections together with regard to the pricing are as follows:

Element	Selway Estimate	Silver DCC Review
---------	-----------------	-------------------

Facilitating Works	£477,330.00	£477,330.00
---------------------------	--------------------	--------------------

Selway have included Provisional Sum and lump sum allowance costs for asbestos removal (£25,000.00), removal of gas/oil (£315,000.00), contaminated land (£3,750.00) and wood rot repair (5,000.00), which Silver consider reasonable.

Selway also include allowances for structural, damp and infestation control equating to £10,000.00, which Silver consider reasonable and prudent for a scheme of this nature.

Selway include £118,580.00 in allowances and measured rates for demolition costs in total. Silver consider the requisite costs as reasonable.

Substructure	£2,900,254.00	£2,583,881.00
---------------------	----------------------	----------------------

Within the refurbishment substructure works, we would generally consider the rates reasonable, however, we would consider the rate of membrane and protection layer high at £50/m² and would suggest a rate of £15/m² as being more reasonable. However, we would suggest the rate of £60/m² as too low for 200mm thick insitu concrete slab and would suggest a rate of £110/m² as more reasonable.

Silver's assessment of the refurbishment substructure costs are £5,214.00 in lieu of Selway's assessment of £4,884.00.

Within the new build substructure works, we would generally consider the rates reasonable, however, we would consider the rate for two skins of 140mm block to party walls as high at £115/m² and would suggest a rate of £96/m² as being more reasonable.

Element	Selway Estimate	Silver DCC Review
---------	-----------------	-------------------

Silver's assessment of the new build substructure costs are £61,602.00 in lieu of Selway's assessment of £64,956.00.

Within the basement substructure works, we would generally consider the rates reasonable, however, we would consider the rate for basement excavation as high at £20/m³ and would suggest a rate of £15/m³ as being more reasonable. The rate for disposal of excavated material is considered reasonable at £40/m³.

Selway's rate of £25/m² for piling mat is considered high and Silver suggest a rate of £10/m² as being more reasonable. Silver consider pile tests at £5,000/nr as excessive and suggest a figure of £500/nr in lieu of, along with a piling rig mobilization de-mobilisation charge of £20,000.00 in lieu of £60,000.00. The inclusion of breaking through obstructions requirement is considered reasonable at this stage. Silver also consider the rate of 100mm block walls high at £50/m² and consider £42/m² as more reasonable.

Within the basement substructure works, we would finally consider the rate of membrane and protection layer high at £50/m² and would suggest a rate of £15/m² as being more reasonable.

Superstructure	£2,430,328.00	£2,354,970.00
-----------------------	----------------------	----------------------

Selway's rates for steel frame at £400/m are considered reasonable, along with the inclusions for concrete frame and shear walls.

With regard to the basement superstructure costs, Silver consider the rates included by Selway as reasonable, apart from single fire doors which Silver consider a rate of £1,500/door as high and suggest an all-in rate of £810/nr as more reasonable. Silver's basement superstructure costs are £235,250.00 in lieu of Selway's £237,320.00.

Element	Selway Estimate	Silver DCC Review
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With regard to the new build superstructure costs, Silver consider the rates included by Selway as reasonable generally.

Silver consider the timber stair case inclusion of £5,000/nr and £3,500/nr as high and would suggest a more reasonable rate of £2,250/nr as more reasonable. Silver's stairs costs equate to £61,500.00 in lieu of Selway's costs of £92,500.00.

Silver consider the rate of £125/m² for two skins of 140mm block wall excessive and suggest a rate of £96/m² as more reasonable, with a total cost of walls and partitions of £229,187.00 in lieu of £268,975.00.

All other rates included within the new build superstructure costs are considered reasonable. Silver's total new build superstructure costs equate to £1,812,217.00 in lieu of £1,883,005.00 Selway costs.

With regard to the refurbishment superstructure costs, Silver consider the rates included by Selway as generally reasonable.

Silver consider the timber stair case inclusion of £3,500/nr as high and would suggest a more reasonable rate of £2,250/nr as more reasonable. Silver's stairs costs equate to £4,500.00 in lieu of Selway's costs of £7,000.00.

All other rates included within the refurbishment superstructure costs are considered reasonable. Silver's total new build superstructure costs equate to £307,503.00 in lieu of £310,003.00 Selway costs.

Internal Finishes	£1,023,875.00	£1,023,875.00
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Generally the basement finishes costs are deemed reasonable.

With regard to the new build finishes costs, these appear reasonable generally.

Element	Selway Estimate	Silver DCC Review
----------------	------------------------	--------------------------

Selway have included a ceramic tile rate the equivalent of £70/m² to floors, which is high. However, given the tenure is private for sale we consider the inclusion of ceramic will be changed to porcelain, which the rate of £70/m² we consider as reasonable and therefore this has been left un-amended accordingly.

With regard to the refurbishment finishes costs, these appear reasonable generally with the same comment as the new build regarding ceramic floor tile finish.

FFE	£470,400.00	£441,150.00
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Silver consider Selway's furniture, fittings and equipment costs included as reasonable, apart from vanity at £1,500/nr. Silver have included rate as £750/nr for vanity units.

Services	£2,363,772.00	£2,363,772.00
-----------------	----------------------	----------------------

Silver consider Selway's services inclusion to all sections as reasonable for a high end installation and have no further comment at £453/m².

External Works	£304,282.00	£304,282.00
-----------------------	--------------------	--------------------

Silver consider Selway's external works inclusion to sections as reasonable and have no further comment.

Preliminaries	£1,196,429.00	£1,196,429.00
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In respect of the on costs the Preliminary allowance of 12% is acceptable, even a little low, given that the Preliminaries usually required for works to create basements normally attracts a premium especially if a specialist subcontractor is appointed.

Element	Selway Estimate	Silver DCC Review
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OH&P	£900,312.00	£900,312.00
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The main contractor overhead and profit allowance at 7.5% is considered to be within the upper region of an acceptable range which in our experience is between 6 – 8% and at an expected level due to the complex nature of the scheme.

Risk Allowance	£837,500.00	£582,300.05
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The Contingency allowance at 7.5% is on the higher end of an acceptable range, but it is considered prudent for works involving existing buildings requiring structural support and the possibility of contamination from potential leaking of underground tanks to allow for the higher percentage. Silver consider a 5% risk allowance should be enough to cover the risks and have adjusted accordingly, with further discrepancy in comparable costs due to adjusted net construction costs contained within.

Architecture & Design
Building Surveying
CDM/HSEQ
Cost Consultants
Project Management
Energy Design & Sustainability
Energy Facilities Management
Mechanical & Electrical Design
Party Wall / Licence Matters
Quality Control / Aftercare
Site Opportunities

Appendix C

60-68 Station Road TW12 2AX Market Research – Asking Prices May 2016

1 Beds

Address	Price (£)	Area m2	£/m2
High Street	525,000	58	9,052
High Street	495,000	60.7	8,155
Ormand Avenue	359,000	68	5,293
Ashley Road	349,950	56	6,249
Thames Close	325,000	41.9	7,757
Average			7,301

Discounted by 5% to allow for negotiation = £6,936/m2

2 Beds

Address	Price (£)	Area m2	£/m2
Thames Street	530,000	85.2	6,221
Thames Street	520,000	79.2	6,566
High Street	499,950	79.9	6,257
Mount Mews	399,950	61.4	6,514
Average			6,390

Discounted by 5% to allow for negotiation = £6,071/m2

Houses

Address	Price (£)	Area m2	£/m2
Ormond Crescent	1,395,000	210	6,643
Gloucester Road	1,725,000	182.5	9,452
Sheridan Place	1,450,000	162.6	8,918
Wensleydale Road	1,250,000	181.2	6,898
Oldfield Road	1,095,000	180.4	6,070
Gloucester Road	950,000	181.6	5,231
			7,202

Discounted by 5% to allow for negotiation = £6,842/m2