

## **APPENDIX 1 – INTRODUCTION TO CO-LIVING**

The following section has been prepared to set out the guiding principles which have informed the proposals at 47A Lower Mortlake Road. The proposed co-living scheme is an innovative development which responds to the growing demand for a flexible living environment where occupants experience the benefits of community living while retaining their own personal private space.

The vision for the scheme is driven by the desire to provide a flexible living environment, where residents feel like members of a household and a community. Each member will have a private co-living unit comprising a double bed and mattress, private en-suite bathroom, private kitchenette, wardrobe, bedside table and storage space. In addition, each member will have access to shared amenity space including indoor and outdoor amenity space, shared workspace, a gym, washing machines and dryers, and a shared kitchen / lounge.

The target market for members will be University Graduates who wish to retain a sense of community living, but also need their own private spaces. It will also be aimed at people who wish to be connected to the amenities offered by Central London, but at the same time desire the relative tranquillity that Richmond has to offer. It is anticipated that approximately 50% of members will be from the UK, with a further 40% from the EU and 10% from China and Australia. Market research indicates that prospective members are likely to be recent entrants to the jobs market, with average salaries of circa £27,000 p.a.

Westlake Property Limited are an experienced housing provider within Richmond. Based on their own operations, as well as borough specific research, the likely age range of prospective members is between 22 and 42 years old, with a higher concentration of those in their early twenties. It is expected that the development will be primarily used by single occupancy members. The average length of stay for members is anticipated to be in the region of 6 months, with occupancies ranging from 3 months to 5 years.

A shared workspace has been included in the scheme, as it is expected that approximately 25% of members will either work from home or freelance. The proposals respond to the changing nature of work – the traditional office is becoming increasingly obsolete in an age of digital connections, and the demand for desk space outside of the conventional work environments is continuing to grow. Additionally, the scheme offers members excellent networking and collaborative opportunities, as it is anticipated that members will work in a range of professional fields.

## APPENDIX 2 – MARKETING SUMMARY REPORT

Paragraph 18.0.4 of appendix 5 of Richmond’s Local Plan requires that a marketing report is submitted alongside planning applications for changes of use from employment uses, in order to demonstrate that there is no demand for a site in its current use. The following report sets out the nature of the marketing for the site at 47a Lower Mortlake Road.

The site was used as a car wash from 1st October 2008 – 28th February 2016, and has since been vacant. The site has been actively marketed by Martin Campbell Commercial Property Consultants as open storage space since 1st February 2017, at a rate of £30,000 per annum. The site was marketed for a period of 29 months, up until July 2019 when the Martin Campbell board was taken down. The property continued to be advertised on the Martin Campbell website.

The site was advertised online at the following link: <http://www.martincampbell.co.uk/Property-Details/47a-Lower-Mortlake-Road-Yard-Area-TW9-2LW/497.html?Location=&QueryLocation=&Type=&QueryType=&Tenure=&QueryTenure=&MinSize=&MaxSize=>.

A marketing board was erected at the site (see below image) when marketing commenced and remained there until July 2019.



Although enquiries were received in relation to the site, ultimately the restricted access and lack of turning circle meant that the site was seen by potential occupiers as unsuitable for storage uses.

Westlake Property Limited purchased the site on 18<sup>th</sup> September 2018 and have relied on the following reports received by the vendor and Martin Campbell, the letting agent, for background marketing and lettings information prior to their period of ownership:

From the vendor, J Burman:

***“Car wash – 1<sup>st</sup> October 2008 – 28<sup>th</sup> February 2016 at the rate of £1,500 per calendar month. With our permission, they sold Christmas trees from the premises during December each year. The yard has been empty since this date and Martin Campbell took on the letting of it with no success.”***

From the letting agent, Martin Campbell:

***“There would be demand for storing ‘light’ building materials, but the restricted access and lack of turning circle for larger vehicles would render it unsuitable for a builders merchant. There would be more demand from other users, such as a car wash or car storage, but the same site restrictions would deter applicants and most parties would be unsuitable covenants for a standard lease.”***

Marketing Particulars:



**MARTIN CAMPBELL**  
COMMERCIAL PROPERTY CONSULTANTS

**INDUSTRIAL / WAREHOUSE TO LET**

**47A LOWER MORTLAKE ROAD, (YARD AREA), RICHMOND UPON THAMES, TW9 2LW**





**SUMMARY**

- 2,695 sq ft (250.46 sq m)
- Open Storage Area
- Excellent access to the A316
- To Let
- Available
- Rent: £30,000

**AMENITIES**

- Mains Services
- Potential Reception Building
- Remote Electric Gates
- Secure Perimetre Brick Wall



<b>LOCATION</b>	<b>RENT</b>								
Richmond is a highly affluent town located some 8 miles south west of London and boasts a generous selection of shops, restaurants and attractions including the very popular riverfront and Village Green. This site is situated just off Richmond Circus Roundabout, a 5 minute walk from Richmond Station (District Line, Overground and National Rail). The A316 is easily accessible and provides quick access to the M3, M4 & M25.	£30,000								
<b>DESCRIPTION</b>	<b>RATES</b>								
The property comprises an area of hard standing open storage with a former 'reception office'. The property benefits from electric security gates, mains water, waste and electricity. The site is bound by a high brick wall which provides excellent security and privacy.	£3,062								
<b>ACCOMMODATION</b>	<b>VAT</b>								
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>FLOOR</th> <th>SIZE</th> </tr> </thead> <tbody> <tr> <td>Yard</td> <td>2,000 sq ft (185.87 sq m)</td> </tr> <tr> <td>Reception Office</td> <td>200 sq ft (18.50 sq m)</td> </tr> <tr> <td><b>Total</b></td> <td><b>2,200 sq ft (204 sq m)</b></td> </tr> </tbody> </table>	FLOOR	SIZE	Yard	2,000 sq ft (185.87 sq m)	Reception Office	200 sq ft (18.50 sq m)	<b>Total</b>	<b>2,200 sq ft (204 sq m)</b>	VAT is applicable
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<b>Total</b>	<b>2,200 sq ft (204 sq m)</b>								
<b>LEASE</b>	<b>EPC RATING</b>								
The property is available by way of a new lease - terms to be agreed	N/A								
	<b>LEGAL COSTS</b>								
	Each party to be responsible for their own legal costs.								
	<b>VIEWING</b>								
	Viewing strictly by prior appointment with the agent: Richard Farndale T: 020 8940 2266 E: r.farndale@martincampbell.co.uk								

**020 8940 2266**  
6 Duke Street Richmond TW9 1HP

[www.martincampbell.co.uk](http://www.martincampbell.co.uk)



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