

**MONTAGU
EVANS
ADVISES ON...
VIABILITY**



WHY MONTAGU EVANS?

Our expert Viability team have an excellent track record of optimising schemes to meet their clients' objectives. Working in partnership with leading town planners we provide holistic market-focused advice from scheme inception through to the granting of planning permission and beyond.

HOW CAN WE HELP?

**PLOTTING A CLEAR
ROUTE THROUGH LOCAL
AFFORDABLE HOUSING
POLICY AND POLITICS.**

**ASSESSING THE POTENTIAL
TO USE VIABILITY TO JUSTIFY
PLANNING GAIN, FOR
EXAMPLE HIGHER DENSITY.**

**IDENTIFYING THE MOST
SUITABLE AFFORDABLE
TENURES FOR YOUR SCHEME,
AND ADVISING ON THEIR
VALUE.**

**ASSESSING THE LEVEL OF
AFFORDABLE HOUSING
THAT YOUR SCHEME CAN
SUPPORT.**

**PREPARING A FINANCIAL
VIABILITY ASSESSMENT
IN SUPPORT OF YOUR
PLANNING APPLICATION.**

**NEGOTIATING AND REACHING
AGREEMENT WITH THE
LOCAL AUTHORITY AND THE
GLA.**

**DRAFTING THE VIABILITY
REVIEW CLAUSE IN YOUR
S106 AGREEMENT.**

**NEGOTIATING WITH THE
LOCAL AUTHORITY WHEN
A REVIEW MECHANISM IS
TRIGGERED.**

IN FY 2019/20 THE VIABILITY TEAM...

ADVISED ON DEVELOPMENTS THAT WILL DELIVER OVER 31,000 HOMES ACROSS LONDON AND THE SOUTH EAST

WORKED WITHIN 29 OF THE 32 LONDON BOROUGHGS

ADVISED ON SCHEMES PROVIDING 1,630 BUILD-TO-RENT UNITS AND 1,705 STUDENT BEDS

ADVISED ON SCHEMES RANGING FROM 3 UNITS TO 5,000 UNITS



ALL OF OUR SCHEMES FROM FY 2019/2020.

OPTIMISING YOUR DEVELOPMENT...



CHESHUNT LAKESIDE, CHESHUNT, EN8 9SU BROXBOURNE (HERTFORDSHIRE)

CLIENT: Inland Homes
FORMER USE: Mixed commercial
SCHEME: Major regeneration including 1,725 apartments (inc. 205 for BtR); 19,000 sq. m. commercial; primary school
VALUE: £650m
AFFORDABLE PROVISION: Minimum requirement of 11% across wider site. Phase 1 (796 units) includes no affordable housing



WINSTANLEY & YORK ROAD ESTATE, CLAPHAM JUNCTION, SW11 2EL LONDON BOROUGH OF WANDSWORTH

CLIENT: Taylor Wimpey & LB Wandsworth (Joint Venture)
FORMER USE: Housing estate with supporting commercial and community uses
SCHEME: Major estate regeneration including 2,550 apartments (including BTR), a 15,000 sq. m. community and leisure centre and a 2.5 ha park
VALUE: £1.25bn
AFFORDABLE PROVISION: 35% affordable as a range of tenures



24-34 SUTTON COURT ROAD, SUTTON, SM1 4SL LONDON BOROUGH OF SUTTON

CLIENT: Watkin Jones
FORMER USE: Cleared site
SCHEME: 165 BtR apartments within a 22 storey building
VALUE: £50m
AFFORDABLE PROVISION: 20% Discounted Market Rent by habitable room



1 VINYL SQUARE, THE OLD VINYL FACTORY, HAYES, UB3 1DG LONDON BOROUGH OF HILLINGDON

CLIENT: Joseph Homes
FORMER USE: Vacant site
SCHEME: 125 apartments and 395 sq. m. of commercial space within an 11 storey building
VALUE: £52m
AFFORDABLE PROVISION: 35% affordable with a 70% Shared Ownership and 30% Affordable Rent split



WEST HERTS COLLEGE, KINGS LANGLEY CAMPUS, WD4 8LZ THREE RIVERS DISTRICT COUNCIL

CLIENT: West Herts College
FORMER USE: Educational facilities
SCHEME: 65 apartments within a 5 storey building
VALUE: £21m
AFFORDABLE PROVISION: 0%



709 HARROW ROAD, SUDBURY, HA0 2LL LONDON BOROUGH OF BRENT

CLIENT: Private Individual
FORMER USE: MOT testing centre
SCHEME: 22 apartments and 210 sq. m. of B1 offices within a 6 storey building
VALUE: £10m
AFFORDABLE PROVISION: 3 Shared Ownership units (14% by unit)

SOME OF OUR CLIENTS INCLUDE...



MEET THE TEAM...



JONATHAN GLAISTER IS A PARTNER SPECIALISING IN VIABILITY

Jonathan has over 12 years' experience of providing development consultancy advice, specialising in the provision of Financial Viability Assessments and advising developers on S106 Agreements.

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WILL SEAMER IS A PARTNER SPECIALISING IN VIABILITY

Will advises landowners and developers on wide-ranging viability matters in order that their schemes are optimised.

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HARRY WACKETT IS A SENIOR SURVEYOR SPECIALISING IN VIABILITY AND AFFORDABLE HOUSING

Harry has significant experience in financial modelling of proposed developments, appraising various affordable housing tenures as well as assessing the existing use value of a development site.

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**FOR MORE INFORMATION ABOUT
OUR THINKING
MONTAGU-EVANS.CO.UK**



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