

MONTAGU EVANS ADVISES ON... VIABILITY

2025

WHY MONTAGU EVANS?

Montagu Evans provides expert viability advice to unlock residential development. We understand the challenge of balancing affordable housing and other development benefits with scheme deliverability amidst evolving planning policy and political landscapes. Our focus is on providing practical, commercial advice to ensure projects are deliverable and meet objectives.

Regardless of your access point to residential markets, our **Residential:Connected** experts look beyond the obvious to unlock opportunities, providing bespoke advice to help you achieve your objectives.

HOW CAN WE HELP?

- Plotting a **clear route** through local **affordable housing** policy and politics.
- Assessing the potential to use **viability** to justify **project enhancements** including higher density.
- Identifying the most suitable, **affordable tenures** for your scheme, and advising on their **value**.
- **Assessing** the level of **affordable housing** and **affordable workspace** that your scheme can support.
- Assessing the case for **enabling development**.
- Considering the case to apply for **Exceptional Circumstances CIL Relief** and preparing the supporting viability submission.
- 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 2024/25 THE VIABILITY TEAM...

ADVISED ON DEVELOPMENTS THAT WILL DELIVER OVER **21,000** NEW HOMES ACROSS LONDON AND THE SOUTH EAST

ADVISED ON SCHEMES PROVIDING OVER **10,000** BUILD TO RENT, CO-LIVING, SENIOR LIVING, EXTRA-CARE AND STUDENT ACCOMMODATION UNITS

ADVISED ON 42 SCHEMES IN LONDON THAT WILL DELIVER OVER **17,000** NEW HOMES

ADVISED ON SCHEMES RANGING FROM 2 UNITS TO **3,500** UNITS



ALL OF OUR SCHEMES FROM FY 2024/2025.



SOME OF OUR RECENT VIABILITY SUCCESSSES...



ELMSLEIGH ROAD, STAINES, TW8 SPELTHORNE BOROUGH COUNCIL

CLIENT: Fairview New Homes
FORMER USE: Masonic Hall and Old Telephone Exchange
SCHEME: 206 Build to Sell apartments
AFFORDABLE PROVISION: Payment in Lieu equivalent to the 70 consented affordable homes via a S.73 application.



20 LYDDEN ROAD, WANDSWORTH, SW18 LONDON BOROUGH OF WANDSWORTH

CLIENT: EDF Ltd
FORMER USE: Secondary industrial with ancillary office
SCHEME: New build 35,000 sq. ft. industrial
AFFORDABLE PROVISION: £200,000 Payment in Lieu towards affordable workspace (equivalent to 5%)



BYRON QUARTER, HARROW, HA3 LONDON BOROUGH OF HARROW

CLIENT: Wates Residential
FORMER USE: Driving School
SCHEME: 149 Build to Sell houses and apartments
AFFORDABLE PROVISION: 27%



WATFORD POLICE STATION, WATFORD, WD17 WATFORD BOROUGH COUNCIL

CLIENT: McLaren
FORMER USE: Police Station and Magistrates Court
SCHEME: 314 Build to Rent apartments and 35,000 sq. ft. of commercial floorspace
AFFORDABLE PROVISION: 10% Discounted Market Rent



SPRINGFIELD HOSPITAL PHASE 2B, SW17 LONDON BOROUGH OF WANDSWORTH

CLIENT: Barratt Homes
FORMER USE: Hospital
SCHEME: 449 Build to Sell apartments
AFFORDABLE PROVISION: 50%, including 50% Social Rent and 50% Shared Ownership



65 FLEET STREET, EC4Y CITY OF LONDON

CLIENT: Dominus
FORMER USE: Office
SCHEME: Conversion to 856 PBSA beds with cultural uses and extension to Listed pub
AFFORDABLE PROVISION: 35% with Viability required to justify loss of office use



FORMER SAVILLE THEATRE, WC2H LONDON BOROUGH OF CAMDEN

CLIENT: Yoo Capital
FORMER USE: Cinema within Grade II Listed former theatre
SCHEME: Refurbishment and 5 storey extension to provide new theatre, providing the first UK-based permanent home for Cirque du Soleil and 211 hotel beds.



FORMER SGN SITE, EPSOM, KT17 EPSOM & EWELL BOROUGH COUNCIL

CLIENT: ZenCap Holdings Ltd
FORMER USE: Former gas holder and offices
SCHEME: 456 Build to Sell apartments and the reposition of a theatre arts building
AFFORDABLE PROVISION: 10% Social Rent



9-11 THE FORUM, STEVENAGE, SG1 STEVENAGE BOROUGH COUNCIL

CLIENT: Bluecastle
FORMER USE: Retail
SCHEME: 225 BtR apartments
AFFORDABLE PROVISION: Payment in Lieu equivalent to 7% Discounted Market Rent



GLASGOW ROAD, KILMARNOCK, KA3 EAST AYRSHIRE COUNCIL

CLIENT: Hargreaves Land
FORMER USE: Existing house and farmland
SCHEME: 80 Build to Sell houses
AFFORDABLE PROVISION: 13% Discounted Market Sale

SOME OF OUR CLIENTS INCLUDE...



GET IN TOUCH WITH OUR VIABILITY EXPERTS TO FIND OUT HOW WE CAN HELP.

CLICK TO CONTACT



WILL SEAMER
IS A PARTNER SPECIALISING IN VIABILITY
M: 07818 012 438



KEITH HUTCHISON
IS A PARTNER SPECIALISING IN DEVELOPMENT AND VALUATION
M: 07867 655 594



HARRY WACKETT
IS A SENIOR ASSOCIATE SPECIALISING IN VIABILITY AND AFFORDABLE HOUSING
M: 07919 499 633



SARAH GIBBS
IS AN ASSOCIATE SPECIALISING IN VIABILITY
M: 07825 437 220



CAMERON BROWN
IS A SENIOR SURVEYOR SPECIALISING IN VIABILITY
M: 07919 307 118