

# APPENDIX 5



# DEVELOPMENT CONSULTANCY

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# DEVELOPMENT CONSULTANCY SERVICES

## OVERVIEW OF SERVICES



# DEVELOPMENT VIABILITY

## NATIONAL VIABILITY ADVICE

Turner Morum provide viability advice to a wide range of clients at all stages of the development process - from securing draft allocations to structuring and undertaking review mechanisms. We advise across the full spectrum of development sites - from small brownfield sites to large phased garden villages.

### **Long Lawford, Warwickshire** Bloor Homes

Viability submission for 149 unit scheme with evidence given at public inquiry in relation to viability and deliverability.

### **North Ely, Cambridgeshire** North Ely Consortium

Viability advice to support 1,035 unit application and structure of the review mechanism.

### **Gilston, Hertfordshire** Places for People

Viability advice for 8,500 unit garden village scheme comprising six villages.

### **Chepstow, Monmouthshire** Barwood Development Securities

Viability appraisal for 190 unit scheme with extra care facility to support local plan representations.

### **Highbridge, Somerset** Barratt & Bloor Homes

Viability assessment and negotiations to support application for 171 units with review mechanism drafting.

### **Ipswich, Suffolk** Crest Nicholson & Mersea Homes

Viability advice and review mechanism negotiations for outline planning applications comprising 2,920 dwellings.

### **Hicks Gate, Bristol** Crest Strategic Projects

Viability submission for 149 unit scheme with evidence given at Appeal in relation to viability and deliverability.

### **Trowbridge, Wiltshire** Persimmon Homes

Viability assessment for phased 2,200 unit residential scheme with employment land including proposed relief road.

### **Cardington, Bedfordshire** Gallagher Developments

Viability advice and assessment to support application for 592 unit scheme.

### **Chilmington Green, Kent** Housebuilder Consortium

Viability advice and review mechanism structuring for large 5,750 unit scheme.

### **Winnycroft, Gloucestershire** Barwood Homes

Viability advice concerning 420 unit scheme with viability evidence provided at Appeal following refusal.

### **Crews Hill, Enfield** Berkeley Homes

Local plan representations in respect of proposed 6,000 unit Sustainable Urban Expansion.

# LONDON VIABILITY

## VIABILITY ADVICE WITHIN GREATER LONDON

**Sweets Way, Whetstone,  
London Borough of Barnet**  
Taylor Wimpey

Viability and review mechanism advice. Representations on behalf of developer in respect of CIL.

**New Road, Rainham, London  
Borough of Havering**  
Ash Properties

Viability appraisal for 21 unit scheme and giving viability evidence at appeal.

**Dawlish Avenue, London  
Borough of Merton**  
Goldcrest

Viability advice and assessment for proposed 23 unit flatted development and alternative mixed use scheme.

**Northolt Retail Park, London  
Borough of Harrow**  
Northolt Retail Park LLP

Providing financial viability advice in respect of redevelopment of former out-of-town retail park for 191 units.

**Lodge Place, London  
Borough of Sutton**  
Capreon

Viability assessment for mixed use redevelopment. Evidence given at Appeal in respect of viability.

**Sedgewick Street, London  
Borough of Hackney**  
Nudo Properties

Extensive viability advice provided for 245 unit flatted development.

**Hayes Street Farm, London  
Borough of Bromley**  
The Rookery Estates Company

Providing viability and deliverability advice regarding residential and other uses, with evidence given at Public Inquiry.

**Larkhall Lane, London  
Borough of Waltham Forest**  
Larkhall Lane Developments

Undertaking viability assessment in regards to proposed 5 unit flatted development and negotiating commuted sum contribution.

**Priority Employment Area,  
London Borough of Hackney**  
Hackney LB Council

Viability advice considering whether additional commercial space could be delivered in lieu of residential development.

**New Malden, Royal Borough  
of Kingston-upon-Thames**  
Redrow Homes

Initial viability assessment for 15 storey 456 unit scheme and advice for review mechanism.

**Pools Motors, London  
Borough of Havering**  
Regent Land

Viability assessment relating to 50 unit mixed-use scheme on former garage site. Additional advice on review mechanism.

**College Tower, London Borough  
of Croydon**  
Croydon LB Council

Reviewing applicant's submission for 937 unit scheme comprising mixture of co-living and shared ownership dwellings.



# OPTION VALUATION ASSESSMENTS

## VALUATION ADVICE FOR OPTIONED PROPERTY

Turner Morum provide valuation advice to land owners and developers on land controlled via contractual agreements or where overages are due. Such advice is provided throughout the development process, from during the drafting of purchase agreements to providing Expert Witness evidence at dispute resolution.

### **Stratford on Avon, Warwickshire** L&Q Estates

Valuation advice and Expert Witness submissions relating to 270 unit development.

### **Tonbridge, Kent** Hallam Land Management

Advice provided on 125 unit scheme controlled under Option Agreement, prior to planning permission.

### **Faygate, West Sussex** Crest Nicholson

Advice in respect of Phase 1D of the 2,500 unit scheme and providing Expert Witness evidence relating to Overage.

### **Hatton, Derbyshire** Bellway

Valuation advice relating to 385 unit development and Expert Witness evidence during dispute resolution.

### **Keyworth, Nottinghamshire** Bloor Homes

Preparing appraisals for Price Notices and producing Expert Witness reports, leading to Negotiated settlement.

### **Aylesbury, Buckinghamshire** Ashfield Land

Advice concerning 2,450 unit scheme extending to 750 acres. Negotiated settlement reached during dispute resolution.

### **Highbridge, Somerset** Barratt Homes & Bloor Homes

Valuation advice and negotiations regarding overage due in relation to 171 unit greenfield development site.

### **Maidstone, Kent** Bellway Homes

Valuation advice relating to 421 unit scheme where land controlled under Option Agreement.

### **Bishops Stortford, Hertfordshire** Developer Consortium

Detailed advice concerning 2,065 unit scheme, relating to initial sale, Land Swap Arrangement and Overage.

### **Swindon New Eastern Villages, Wiltshire** Taylor Wimpey/Hallam/Hannick

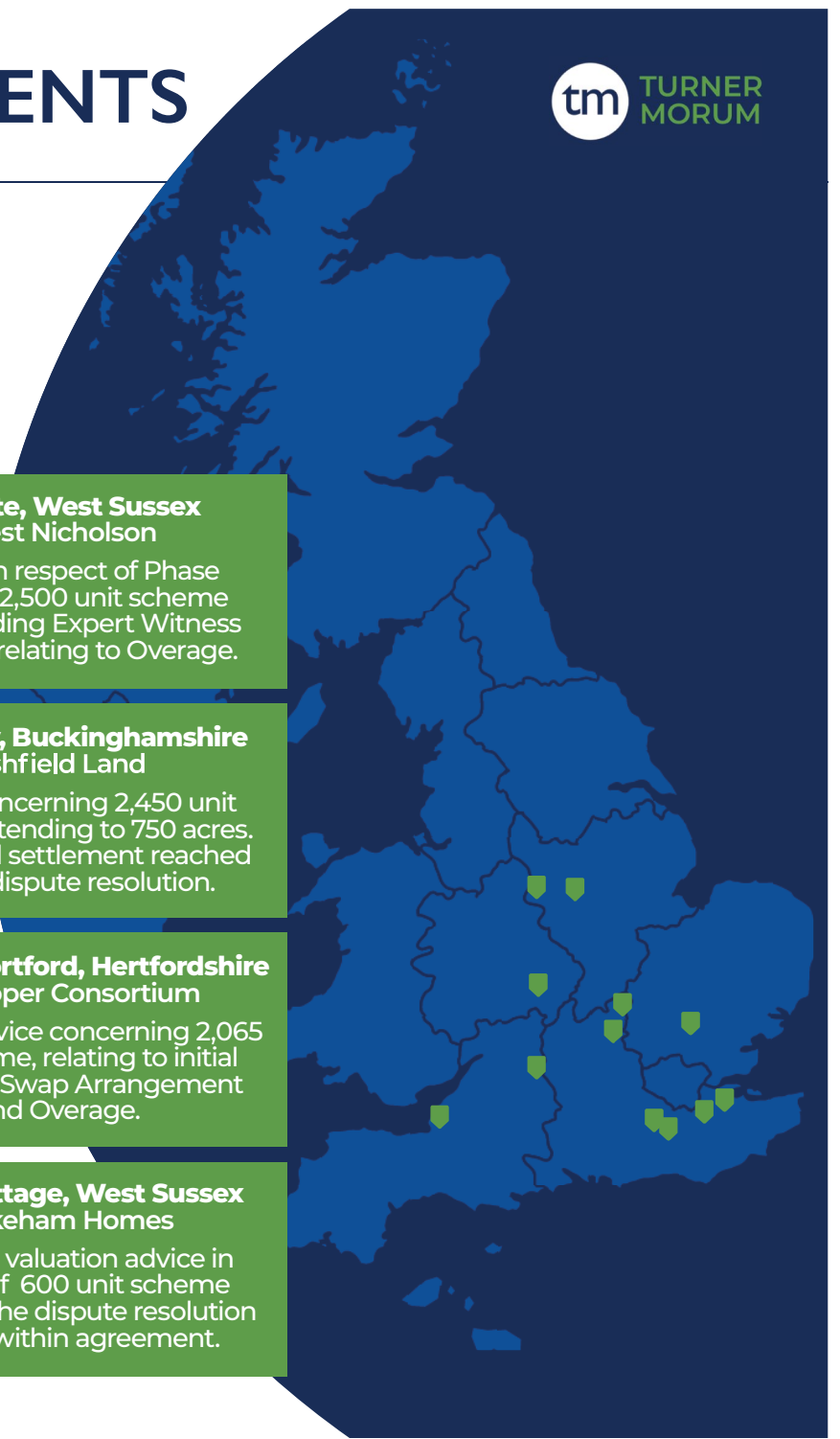
Valuation advice and negotiations with multiple landowners for 375 acre site delivering 2,380 units.

### **Wavendon, Milton Keynes** L&Q Estates

Detailed advice concerning value & cost equalisation mechanism relating to 327 acre "jigsaw" site.

### **Pease Pottage, West Sussex** Thakeham Homes

Providing valuation advice in respect of 600 unit scheme outside of the dispute resolution clauses within agreement.



# ADDITIONAL SERVICES

## FURTHER DEVELOPMENT CONSULTANCY

Turner Morum provide advice to clients throughout the development process. This includes making local plan representations, undertaking land supply assessments, advising land owners throughout the planning process, bringing sites to the market, negotiating terms and identifying Registered Providers for the affordable element.

### Wellingborough

Redrow Homes & others.

Comprehensive review of Borough Council of Wellingborough's 5 Year Housing Land Supply.

Reviewing delivery across major development sites delivering c.7,400 units.

Giving evidence in support of planning applications at several Appeals.

### Nuneaton and Bedworth Borough Council

North Warwickshire & South Leicestershire College

Analysing Borough Council's 5 year housing land supply.

Assessing deliverability of major sites exceeding 100 units.

Evidence relating to land supply given at Appeal.

### North East Chelmsford (Chelmsford Garden Village)

Ptarmigan Land, Countryside Properties & others

Providing viability and deliverability advice to secure allocation for 3,500 dwellings and co-ordination of Infrastructure Delivery Plan, with evidence given at Examination in Public.

### Royal School, Hindhead

United Learning

Marketing site to selected developers/promoters.

Shortlisting offers and advising on structure of purchase.

Negotiating Heads of Terms and terms of conditional contract.

### Toads Hole Valley, Hove

Private Landowners

Marketing site to selected developers/promoters.

Negotiating Heads of Terms.

Development consultancy advice throughout planning process.

### Banky Field, Ticehurst

Private Landowners

Marketing site with Outline Planning Permission.

Approaching identified housebuilders and registered providers.

Advising on structure of purchase and heads of terms.



# CLIENTS



## A SELECTION OF OUR CLIENTS

**Bellway**



Lands Improvement



**Persimmon**  
Together, we make a home.



**miller homes**

**L&Q Estates**

**BARWOOD  
HOMES**



WELBECK LAND



THAKEHAM  
HOMES

**SPITFIRE  
HOMES**

**BLOOR HOMES**

**Vistry Group**

**ilke  
HOMES**



**Hallam Land  
Management**



**COUNTRYSIDE**  
Places People Love

**Taylor  
Wimpey**



**BARRATT  
DEVELOPMENTS PLC**



**CREST  
NICHOLSON**

**CALA  
HOMES**

**CROYDON**  
www.croydon.gov.uk

**a2dominion  
group**

“Turner Morum’s highly professional team produce an excellent quality of work which is always provided in a timely manner. We would not hesitate to work with them again in the future, and I would highly recommend their services.”

**Thea Gregory** Development Director,  
Barratt Homes (Bristol)

“I have worked with Turner Morum for over 15 years. Their knowledge of valuation matters is exceptional, combined with a high level of commercial reality. They are very responsive and easy to work with and I look forward to continuing to work with them in the future.”

**Ian Hardwick** Managing Director,  
L&Q Estates

“Having worked very successfully with Turner Morum for over 10 years I would highly recommend them. They are highly experienced experts in large scale strategic sites and deliver their services in a very professional way, always meeting tight deadlines whilst offering very good value for money.”

**Martin Cumberworth** Director (Strategic Land and Development), Countryside Properties

“We have instructed Turner Morum on a range of sizes and types of schemes over a 10 year period. All members of their team work to the same ethos of providing a diligent, professional and ultimately helpful service. We have always received good advice, presented in a coherent way.”

**Andy Birch** Director - Hallam Land Management Limited





**THOMAS HEGAN MRICS  
PARTNER**

th@tmllp.co.uk 020 7668 3414

Tom specialises in providing viability and valuation advice on key strategic sites and regularly provides Expert Witness evidence at appeals/inquiries, arbitrations and court cases. Tom is an accredited Expert Witness with the advanced award in Expert Witness Evidence.



**NICK BIGNALL MRICS  
PARTNER**

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Nick is a specialist in residual valuations, cashflow appraisals, review mechanisms, land supply assessments and Infrastructure Delivery Plans. He has extensive viability experience within Greater London and provides Expert Witness evidence for Local Plans, Planning Appeals and within valuation disputes.



**JOHN TURNER MRICS  
CONSULTANT**

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John has extensive experience in providing an array of clients with valuation, viability & specialist advice and has advised on several of the country's largest sites. John regularly provides Expert Witness evidence at appeals/inquiries, arbitrations and court cases.



**RAMSAY EVANS MRICS  
ASSOCIATE**

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Ramsay provides valuation and viability advice and provides Expert Witness evidence as a RICS Registered Expert Witness.



**SAMUEL CARSON MRICS  
SENIOR SURVEYOR**

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Sam undertakes viability and valuation exercises and assists Partners with Dispute Resolution exercises.



**SAM FINDLAY  
SURVEYOR**

sf@tmllp.co.uk 020 7668 3402

Sam primarily works on development appraisals and associated analysis for residential led schemes, nationally.



**KATHERINE SEAGER  
SURVEYOR**

ks@tmllp.co.uk 020 7668 3416

Kat's primary role is assisting Partners with development appraisals for viability and valuation exercises across the country.