

Vickery Holman Property Consultants

Case Study

Atlantic Studio, St Ives

Valuation required for proposed office development creating a new product in established marketplace on a site with environmental issues

Poynton Wynter Bradbury Cole Architects were acquiring part of a former petrol filling station and garage site in St Ives with the intention of redeveloping to produce refurbished and new build office accommodation for their own occupation.

The valuation was not straight forward as the end product would be something new to an established and traditional office market in St Ives with an expectation that rental and capital values would exceed existing stock and most comparables within the marketplace. The site also had further complications from its previous use with concerns about possible environmental issues that would need to be accurately reflected and built into the residual appraisal required.



Throughout the process we pro-actively engaged in dialogue with the Bank, their client and third party experts as the information required to produce an accurate valuation was forthcoming. Environmental investigations and recommendations were discussed and agreed with Building Surveyors from within Vickery Holman who could provide direct, relevant experience of prices to ensure that suggested works and costs were at correct price levels.

In order to provide the required end value for the development research had to be carried out not just of the established St Ives office market but further afield looking for rental and capital values of similar new build, modern office accommodation. This would include other towns that would have factors which effect reported values compared to the proposed development. With regional knowledge and local expertise we were able to correctly analyse the information to provide an end value for the development, which was then explained and discussed with the Bank and client to ensure that all parties involved understood the valuation as well as the key information that was creating the reported level.

The valuation was submitted and finance provided enabling the scheme to progress with the property completed and opened in December 2013.

Key elements that led to a successful outcome were proactive liaison and discussions with all parties involved to find solutions to potential problems, the ability to liaise with Building Surveyors to ensure that the costs relied upon were a fair reflection of current market levels and the regional knowledge, local expertise offered at Vickery Holman required to value a property in a diverse marketplace such as Cornwall.

Summary	Client	High Street Bank
	Project	Valuation of commercial development site for secured lending
	Date	December 2012-13