



Barafundle
Penn Green
Beaconsfield
Bucks
HP9 2RT

19th January, 2018

Dear Sirs,

Planning Ref: 17/01763/OUT – Wilton Park

We note that additional documents have been added to this application and having considered these additions, we wish to add the following points of objection in relation to the Applicant's claim that this scheme is financially unviable:

1. When assessed correctly (see below), the scheme is viable and, therefore should include 40% affordable housing or full payment in lieu.
2. The true gross development value of the residential units should be much higher as the sales figures have been under-estimated.
3. As a result of the sales figures being under-estimated, the Residual Land Value is actually higher than that stated by the Applicant which means that a surplus, not a deficit, is available for Affordable Housing or payment in lieu.
4. The Benchmark Land Value is too high. Again, this means that the Residual Land Value is lower than the BLV and again means that a surplus is in fact available.
5. Montagu Evans put the BLV at £72,550,000 which is far too high. The entire site was purchased for less than half that at £35,000,000 in July 2014 (see Title no. BM389665).
6. The MOD was a rational seller and, being a public body, was bound to achieve the best purchase price. Did the MOD dramatically under sell despite having a duty to obtain the best price? How can the value have more than doubled from £35 million to over £72 million in a couple of years? It is reasonable, therefore to take the price of £35 million (or near to it) as the BLV and this accords with RICS guidance bearing in mind the identity of the public body seller.
7. The Montagu Evans BLV is far too high as demonstrated by the fact that 34 of the existing ex MOD houses (plus very large area of the development site) were purchased in June 2015 for £5,724,000 (see Title no. BM407631).
8. Again, the BLV is far too high as demonstrated by the fact that 43 of the existing ex MOD houses (plus a very large area of land) were purchased for £12,122,000 in June 2015 (see Title no. BM407632).
9. This recent purchase price of £35m is acceptable as a BLV. As an example, see the recent case of 48 Penn Road (decided this month by SBDC Planning Committee) – the District Valuer took the purchase price as the EUV. The purchase price can be



THE BEACONSFIELD SOCIETY

taken as the EUV and it is appropriate to do so here where the MOD had a duty to obtain the best price.

10. Any uplift in EUV would not be appropriate.
11. The valuation of the 40 ex MOD houses to be demolished is far too high at £18 million. Not only 43 of these houses but also a huge part of the development site were bought for £12,122,000 in June 2015.
12. The 86 existing ex MOD houses are valued by Montagu Evans at £45,350,000. This is far too high for these ex MOD houses and more than the price paid for the whole development site. The ENTIRE development site was purchased for £35 million in July 2014 from the MOD.
13. The Vacant Building Credit does not apply as some of the buildings are occupied and the remainder were abandoned by the MOD when the Languages School was closed down due to changes in defence policy.
14. The site is a green belt site not brownfield. The application seeks to increase floor area, in breach of the Wilton Park Supplementary Planning Document.
15. The residential units have been valued at c. £617 per square foot yet the development is described as an “exemplar and prestigious development in what is an attractive and desirable area.” It is in the Green Belt. The site will be a site with private roads. As such, the usual Beaconsfield valuation for prime new builds of c.£800+ per square foot should be applied.
16. According to Montagu Evans, the proposed residential floor area is 569,698 sq.ft. When applying the value of £800 per sq.ft., this should give a residential gross development value of £455,758,400 which is far higher than the £351,354,526 residential sales figure quoted by Montagu Evans; in fact over £100 million higher.
17. Even if a lower price per square foot of £700 is applied, the residential sales value still increases to £398,788,600, almost £50 million more than quoted by Montagu Evans.
18. Examples of sales prices of new build flats can be found within the DVS report on 48 Penn Road (priced up to £839 per square foot), the Turner Morum report on 40 Penn Road (£750 per square foot) and 1 Marchington House 22 Grove Road (2 bed flat sold for £1.2 in 2015, now valued c.£1.3 or £1.4; these flats have sold at over £800 per sq.ft).
19. By applying the correct residential GDV of £455,758,400, the residual land value becomes £170,854,538. If the correct BLV of £35,000,000 is applied to this, the surplus available (on top of the usual 17.5% profit) becomes £135,854,538; of course the scheme is viable.
20. There are numerous examples on Zoopla of 5 bed roomed houses on private roads in Beaconsfield valued at well over £2 million e.g. 3 Penn Green and 4 Penn Green. Others such as the new build houses on Grove Road, new build new houses on Burgess Wood Road South, and new build houses on Ledborough Lane are also priced well in excess of £2 million. The Applicant’s sales prices are under-valued.
21. There are examples of flats at Marchington House on Grove Road valued at prices exceeding £800 per sq.ft. The flats in Marchington House sold in total for £2 million pounds more than the total price quoted by the developer in its viability statement (c.£12 million rather than £10 million). The public is becoming wise to how the viability policy is being manipulated.



THE BEACONSFIELD SOCIETY

22. No attempt has been made by the Applicant to submit a scheme compliant with affordable housing policy and the Wilton Park SPD which was drafted as a result of combined working between SBDC and the Applicant. The Applicant knew of its planning obligations.
23. The application cannot be sustainable because it does not deliver the maximum reasonable level of affordable housing. This current application should therefore be refused.

Please refuse this application.

Yours faithfully,

Alison Wheelhouse
For The Beaconsfield Society