



## Lawrence Owho, Consultant

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Lawrence joined AspinallVerdi in October 2017 as an assistant consultant in the London office. He is currently enrolled as a student with the University College of Estate Management undertaking a Bachelor's degree in Real Estate Management. The course is RICS accredited and will allow Lawrence to undergo his Assessment of Professional Competence and become a Chartered Surveyor.

Since joining AspinallVerdi, Lawrence has been actively involved in a number of plan wide studies and site-specific projects for planning purposes. Lawrence undertakes property market assessments, developer and agent consultations, GIS mapping, development appraisals and regularly presents at stakeholder events.

### Qualifications\

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- BSc (Hons) Real Estate Management Student (Present)

### Project Experience\

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#### Employment Studies\

- **Bridgend Employment Land Review (Bridgend County Borough Council)** – AspinallVerdi were appointed alongside Peter Brett Associates to conduct an assessment of the local economy in the Borough. Lawrence conducted office and industrial research for the different areas of the borough using data from the VOA and CoStar. Lawrence also organized and conducted consultations with local agents, stakeholders and developers, which informed the market report.
- **North West Leicestershire ELR (North West Leicestershire District Council)** – Lawrence undertook this work on behalf of the council, collating evidence of B1, B2 and B8 property transactions. This was achieved using data from the VOA and CoStar Lawrence also organized and conducted consultations with local agents, stakeholders and developers, which informed the market report. Lawrence tested his findings by engaging in a stakeholder workshop.
- **Windsor and Maidenhead supplementary market analysis for ELR (Royal Borough of Windsor and Maidenhead Council)** – Lawrence undertook this work on behalf of the council, collating availability data for different areas in the borough, he also collated evidence of B1, B2 and B8 property transactions. This was achieved using data from the VOA and EGi. Lawrence also arranged and engaged in telephone consultations with active agents, stakeholders and developers.
- **Lewisham Local Economic Assessment (London Borough of Lewisham)** – AspinallVerdi were appointed alongside CAG Consultants to conduct an assessment of the local economy in the Borough. Lawrence conducted office and industrial research for the different areas of the borough using data from the VOA and EGi. Lawrence also organized and conducted consultations with local agents, developers and stakeholders which informed the market report. Lawrence also attended an initial stakeholder event where his findings were tested.
- **Charnwood ELR (Charnwood Borough Council)** – Lawrence undertook this work on behalf of the council, collating evidence of B1, B2 and B8 property transactions. This was achieved using data from the VOA and EGi. Lawrence attended a stakeholder workshop where his findings were tested.
- **Lewisham Employment Land Study (London Borough of Lewisham)** – Lawrence undertook this work on behalf of the council, collating evidence of B1, B2 and B8 property transactions. This was achieved using data from the VOA and EGi. He also conducted detailed site assessments of existing strategic and local employment sites. Lawrence also attended a workshop where his findings were tested.
- **East Northants and Kettering ELR (East Northamptonshire and Kettering Borough Councils)** – Lawrence undertook this work on behalf of the council, collating evidence of B1, B2 and B8

property transactions. This was achieved using data from the VOA and EGi. He also conducted site assessments of existing and potential employment sites. Lawrence also arranged and engaged in telephone consultations with active agents, stakeholders and developers and also attended a stakeholder workshop where his findings were tested.

- **Swale ELR (Swale Borough Council)** – Lawrence carried out a commercial property market assessment of B1, B2, and B8 uses. This was used as additional evidence to support the council in allocating /deallocating employment land. Lawrence completed a desk-based analysis, along with consultations with local agents, stakeholders & developers.
- **Property Market Review and Assessment of Employment Sites (Corby Borough Council)** – Lawrence undertook this work on behalf of the council, collating availability data for different areas in the borough, he also collated evidence of B1, B2 and B8 property transactions. This was achieved using data from the VOA and EGi. Lawrence also arranged and engaged in telephone consultations with active agents, stakeholders and developers. Lawrence undertook the market analysis using published data and telephone consultations with local agents.
- **Taunton Deane and West Somerset ELR (Taunton Deane and West Somerset Borough Councils)** – Lawrence undertook this work on behalf of the council, helping to provide a market report to informed allocations or deallocations of employment sites in the development plan. He completed a market assessment using published B1, B2, and B8 employment data and undertook telephone consultations with active local agents, stakeholders and developers.
- **Corby ELR (Corby Borough Council)** – Lawrence carried out a commercial property market assessment of B1, B2, and B8 uses. This was used as additional evidence to support the council in allocating /deallocating employment land. Lawrence completed a desk-based analysis of EGi rental and investment sales data.

#### Independent Expert Advice\

- **Maybrey Works Planning Appeal (London Borough of Bromley)** – Lawrence undertook this work on behalf of the council. This job focused on the potential loss of an employment site in Bromley. Lawrence collated evidence of B1, B2 and B8 property transactions. This was achieved using data from the VOA and EGi. Lawrence also arranged and engaged in telephone consultations with active office and industrial agents in the area. He also attended a conn with the barrister where his findings were put together as part of the appeal strategy. Lawrence also attended the appeal hearing.

#### Economic Viability Assessments\

- **31 Ewell Road EVA (London Borough of Sutton)** – Lawrence undertook a review of the applicant's viability assessment on behalf of the council. The scheme comprised a redevelopment of an industrial unit. Lawrence undertook property market analysis, conducted a planning policy review and a planning history assessment to inform the appropriate level of affordable housing the development could viably support. Lawrence also undertook research into the industrial rents and yields to inform the EUV of the site. Lawrence then ran development appraisals to show the maximum level of affordable housing the scheme could provide.
- **102-104 Rose Hill EVA (London Borough of Sutton)** – Lawrence undertook a review of the applicant's viability assessment on behalf of the council. The scheme comprised a redevelopment of retail and residential units. Lawrence undertook a property market analysis to inform the value of the completed scheme, conducted a planning policy review and a planning history assessment to inform the appropriate level of affordable housing the development could viably support. Lawrence also undertook research into the retail rents and yields as well as residential values to inform the EUV of the site. Lawrence also ran development appraisals to show the maximum level of affordable housing the scheme could provide. The scheme comprised 14 residential units with ancillary car parking.
- **94-108 Benhill Road EVA (London Borough of Sutton)** – Lawrence undertook a review of the applicant's viability assessment on behalf of the council. Lawrence undertook a property market

analysis to inform the value of the completed scheme, conducted a planning policy review and a planning history assessment to inform the appropriate level of affordable housing the development could viably support. Lawrence also ran development appraisals to show the maximum level of affordable housing the scheme could provide.

- **Sutton Point, Sutton Point EVA (London Borough of Sutton)** – Lawrence undertook a review of the applicant's EVA on behalf of the Council. The scheme comprised the provision of an eleven storey building, a twenty storey building and a twenty two storey building all to provide 332 residential units in a mix of 1, 2 and 3 bedroomed self-contained flats (36 affordable units), commercial floor space for uses falling within classes A1 (Shops), A2 (Financial and Professional Services), A3 (Restaurants and Cafes), A4 (Drinking Establishments), B1 (Offices) and D1 (Health and Fitness); a 80 bed hotel and 59 bed apart-hotel (Class C1) together with car parking at ground basement levels. Lawrence conducted research on the residential and Build to Rent markets in Sutton. Lawrence was responsible for acquiring capital values, rents and yields for properties in the area. Lawrence used a range of sources including published research by commercial and residential agencies, He was also responsible for consulting residential agents active around the site area to get a general tone of the rented market and the achievable values for the scheme. The market assessment was used to check and challenge the applicant's assumptions.
- **Brewers Quay Car Park, Brewers Quay EVA (Brewers Quay Investment LLP)** – The scheme consists of 46 residential units in a mix of 1,2,3 and 4-bedroom self-contained flats, and 2- and 3-bedroom terraced houses, museum; wet weather/ exhibition space and cultural experience space and 4 Class A1/A3 units. Lawrence undertook research on the Residential, Retail and F&B markets in Weymouth and surrounding areas, Lawrence also acquired capital values, achievable rents and yields. This was achieved by consulting a range of published sources such as EGi and published yield statistics. He also consulted with local agents regarding the state of the residential market in Weymouth and the values being achieved for different property typologies. The market assessment was used to inform the assumptions in the development appraisal.
- **Henderson Hospital EVA (London Borough of Sutton)** – Lawrence undertook property market analysis, planning policy review and a planning history assessment to inform the appropriate level of affordable housing the development could viably support. The scheme comprised 12-units (4-bed terraced houses) and a doctors' surgery. Lawrence supplemented property market analysis through telephone consultations with local agents.
- **Victoria House Planning Appeal (London Borough of Sutton)** – Lawrence undertook a property market analysis, planning policy review and a planning history assessment to inform the appropriate level of affordable housing the development could viably support. The scheme comprised 88 residential units with ancillary cycle stores, bin stores and parking together with 537.4m2 GIA of retail space.

### Plan Viability Assessments\

- **Waveney Whole Plan Viability (Waveney District Council)** – The purpose of this study was to inform the appropriate level of S.106 obligations and CIL charges. Lawrence undertook a market assessment to inform values for schemes in different areas of the district. Lawrence performed widespread residential market research consisting of land registry data and Rightmove/Zoopla data analysis. Lawrence also consulted a range of residential and commercial agents to determine the values of residential land commercial properties across the district. The output of the market assessment was used to inform the assumptions in the development appraisal.
- **NECAPP and Whole Plan Viability Assessment (Cambridge City Council & South Cambridgeshire District Council)** – The purpose of this study is to advise on two distinct viability assessments, firstly the emerging North East Cambridgeshire Area Action Plan; and subsequently the emerging Local Plan. Lawrence is undertaking a market assessment to inform appraisal inputs. Lawrence is also consulting a range of residential and commercial agents to determine the values of residential land commercial properties across the districts. He is also undertaking a review of emerging policies.

- **Northampton Whole Plan Viability (Northampton Borough Council)** – The purpose of this study was to inform the appropriate level of S.106 obligations and CIL charges in the emerging local plan. Lawrence undertook a market assessment to inform values for schemes in different areas of the borough. Lawrence performed widespread residential, office, industrial and retail market research consisting of land registry data and Rightmove/Zoopla, EGi and planning portal data analysis. Lawrence also consulted a range of residential and commercial agents to determine the values of residential land commercial properties across the borough. The output of the market assessment was used to inform the assumptions in the development appraisal.
- **Suffolk Coastal Whole Plan Viability (Suffolk Coastal District Council)** – The purpose of this study was to inform the appropriate level of S.106 obligations and CIL charges. Lawrence undertook a market assessment to inform values for residential schemes in different areas of the district. Lawrence also performed widespread residential market research consisting of land registry data and Rightmove/Zoopla data analysis. The output of the market assessment was used to inform the assumptions in the development appraisal.
- **Swale Whole Plan Viability (Swale Borough Council)** - The purpose of this study is to inform the appropriate level of S.106 obligations and CIL charges. Lawrence undertook widespread residential market research consisting of land registry data and Rightmove/Zoopla data analysis. Lawrence also consulted a range of residential and commercial agents to determine the values of residential land commercial properties across the borough. The work is currently ongoing.
- **Babergh and Mid Suffolk Whole Plan Viability (Babergh and Mid Suffolk District Councils)** – The purpose of this study was to inform the appropriate level of S.106 obligations and CIL charges. Lawrence undertook a market assessment to inform values for residential schemes in different areas of the district. Lawrence also performed widespread residential market research consisting of land registry data and Rightmove/Zoopla data analysis. The output of the market assessment was used to inform the assumptions in the development appraisal.
- **Kettering Whole Plan Viability (Kettering Borough Council)** – The purpose of this study was to inform the appropriate level of S.106 obligations and CIL charges. Lawrence undertook a market assessment to inform values for residential schemes in different areas of the district. Lawrence also performed widespread residential and commercial market research consisting of land registry data, Rightmove/Zoopla and CoStar data analysis. The output of the market assessment was used to inform the assumptions in the development appraisal.

### Masterplanning\

- **Leiston Masterplan, (Navigus Planning)** – Lawrence undertook a market assessment to inform values for residential properties in Leiston. Lawrence performed widespread residential market research consisting of land registry data and Rightmove/Zoopla data analysis. Lawrence also consulted residential agents to determine the values of comparable residential properties in the area.