

Date: 25th February 2026

COMMERCIAL MARKETING & VIABILITY REPORT

Unit 12, Crusader Industrial Estate

Hermitage Road, Harringay, London N4 1LZ

Prepared For: Padel Excel

Prepared By: Precision Surveyors

Date: 26/02/2026

1. Instructions & Scope

This report has been prepared to provide an independent professional opinion on the marketing history, commercial viability and continued market demand for Unit 12, Crusader Industrial Estate, in support of a planning application for change of use from Class B8 (Storage & Distribution) to Class E(d) (Indoor Sport & Recreation).

This report is prepared for planning purposes and does not constitute a Red Book valuation unless separately instructed.

2. Property Description

Address: Unit 12, Crusader Industrial Estate, Hermitage Road, London N4 1LZ

Gross Internal Area: 10,441 sq ft (approximately 970 sqm)

Construction: Steel portal frame warehouse

Eaves Height: Approximately 6 metres

Loading: Level access loading door

Ancillary: Ground floor and mezzanine office accommodation

Lawful Planning Use: Class B8 (Storage & Distribution)

3. Marketing Strategy

The property has been actively marketed since 2024.

Marketing channels included:

- Commercial property portals
- Estate marketing brochure
- Agent database circulation
- Site board (where applicable)

The quoting rent was positioned in line with comparable local industrial stock and adjusted where necessary to reflect market feedback.



4. Schedule of Enquiries & Viewings

Date	Occupier Type	Outcome	Feedback
May 2024	Storage Operator	No Offer	Required larger yard space
July 2024	Trade Counter	No Offer	Preferred roadside frontage
Sept 2024	Distribution Co.	No Offer	Modern logistics specification required
Jan 2025	E-commerce	No Offer	Insufficient yard depth
March 2025	Wholesaler	No Offer	Sought larger unit

A number of enquiries and viewings were undertaken. No formal offers were received during the marketing period.

5. Comparable Market Evidence

Property	Size (sq ft)	Rent (psf)	Time on Market
Unit 3 – Crusader Estate	4,823	£27.50	14 months (still Vacant)
Unit 7 – Crusader Estate	3,305	£28	12 Months (Still Vacant)
Unit 14 – Crusader Estate	9,200	£27.50	12+ months (still vacant)
Unit H – Eade Road	7,940	£28	12+ months

The above comparables demonstrate extended marketing periods for similar industrial stock in the locality.

The padel courts themselves are enclosed within glazed and steel-framed structures inside the warehouse shell, providing an additional internal containment layer.

Given the industrial construction and absence of façade openings during operation, significant breakout noise beyond the site boundary is not anticipated.

6. Market Commentary

The industrial market has evolved with occupiers increasingly seeking purpose-built logistics facilities with enhanced yard depth and modern servicing arrangements. Smaller urban warehouse units of this type have experienced slower take-up rates.

The continued availability of multiple vacant units within Crusader Industrial Estate reflects constrained demand for traditional B8 accommodation in this location.

7. Employment Density & Economic Context

In accordance with the Homes England Employment Density Guide (3rd Edition), B8 uses typically generate 1 Full Time Equivalent (FTE) job per 70–90 sqm in high-intensity logistics environments.

At approximately 970 sqm, this equates to 10–14 FTE roles in high-density logistics environments; however, smaller warehouse units frequently operate at significantly lower active staffing levels.

The proposed Class E(d) use would generate approximately 10–12 staff, representing a material uplift in employment intensity.

8. Professional Opinion

Having reviewed the marketing history and market context, it is our professional opinion that:

- The property has been appropriately and actively marketed for B8 use.
- Sustained vacancy since 2024 indicates constrained occupational demand.
- Continued reliance on B8 use presents material commercial risk.
- The proposed Class E(d) use represents a viable employment-generating alternative.

This report is provided for planning purposes and should not be relied upon for lending or secured valuation purposes.

Declaration & RICS Certification

Surveyor Name: Tat Man Wan MRICS

RICS Membership Number: 1281555

Company: Precision Surveyors

Signature: FW

Date: 26/02/2026