

APPENDIX 2 | Pre-App Plans & Savills 2021 Report

5.1 Proposed Basement Floor

Note: The measured areas and drawings within the scheme relate to the current state of design and are reliant upon the information available at the time. Any decisions to be made on the basis of these predictions should allow for variations in the design development and construction process.





5.3. Proposed First Floor

Notes: The measured areas and drawings within the scheme relate to the current state of design and are reliant upon the information available at the time. Any decisions to be made on the basis of these predictions should allow for variations in the design, development and construction process.



Dormer windows / projecting bays to be designed in contemporary style and developed further during pre-application process

Setback at first floor

5.4. Proposed Second Floor

Note: The measured areas and drawings within the scheme relate to the current state of design and are reliant upon the information available at the time. Any decisions to be made on the basis of these predictions should allow for variations in the design development and construction process.



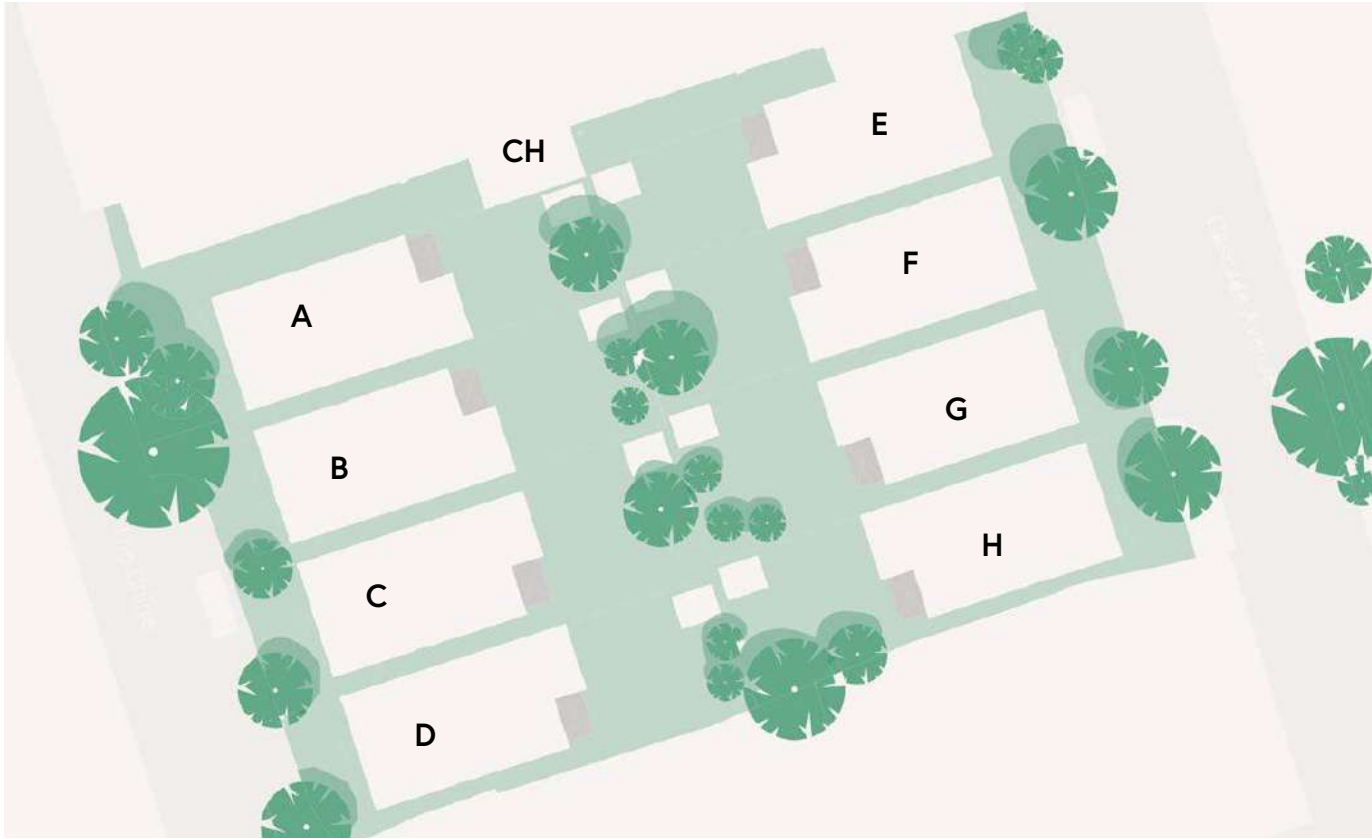
5.5. Schedule of Areas

Unit No.	GIA:	Bedrooms:	Private Rear Amenity:	Private Front Amenity:	Total Amenity:	Cycle Parking:
A: House Type	300m ²	5	c.120m ²	c.65m ²	c.185m ²	3
B: House Type	300m ²	5	c.100m ²	c.40m ²	c.140m ²	3
C: House Type	300m ²	5	c.125m ²	c.40m ²	c.165m ²	3
D: House Type	300m ²	5	c.95m ²	c.35m ²	c.130m ²	3
E: House Type	300m ²	5	c.70m ²	c.45m ²	c.115m ²	3
F: House Type	300m ²	5	c.95m ²	c.40m ²	c.135m ²	3
G: House Type	300m ²	5	c.125m ²	c.40m ²	c.165m ²	3
H: House Type	300m ²	5	c.95m ²	c.50m ²	c.145m ²	3
Coach House (G+1)	100m ²	2	N/A	c.40m ²	c.40m ²	2
Total: 9 homes		2500m ²				

Note: Layouts and dimensions on the drawings included in this report are not to scale and are subject to design development and are not to be relied upon. Base Associates take no responsibility for any dimensions obtained by measurement or scaling from this report and no reliance may be placed on such dimensions. All subject to planning.

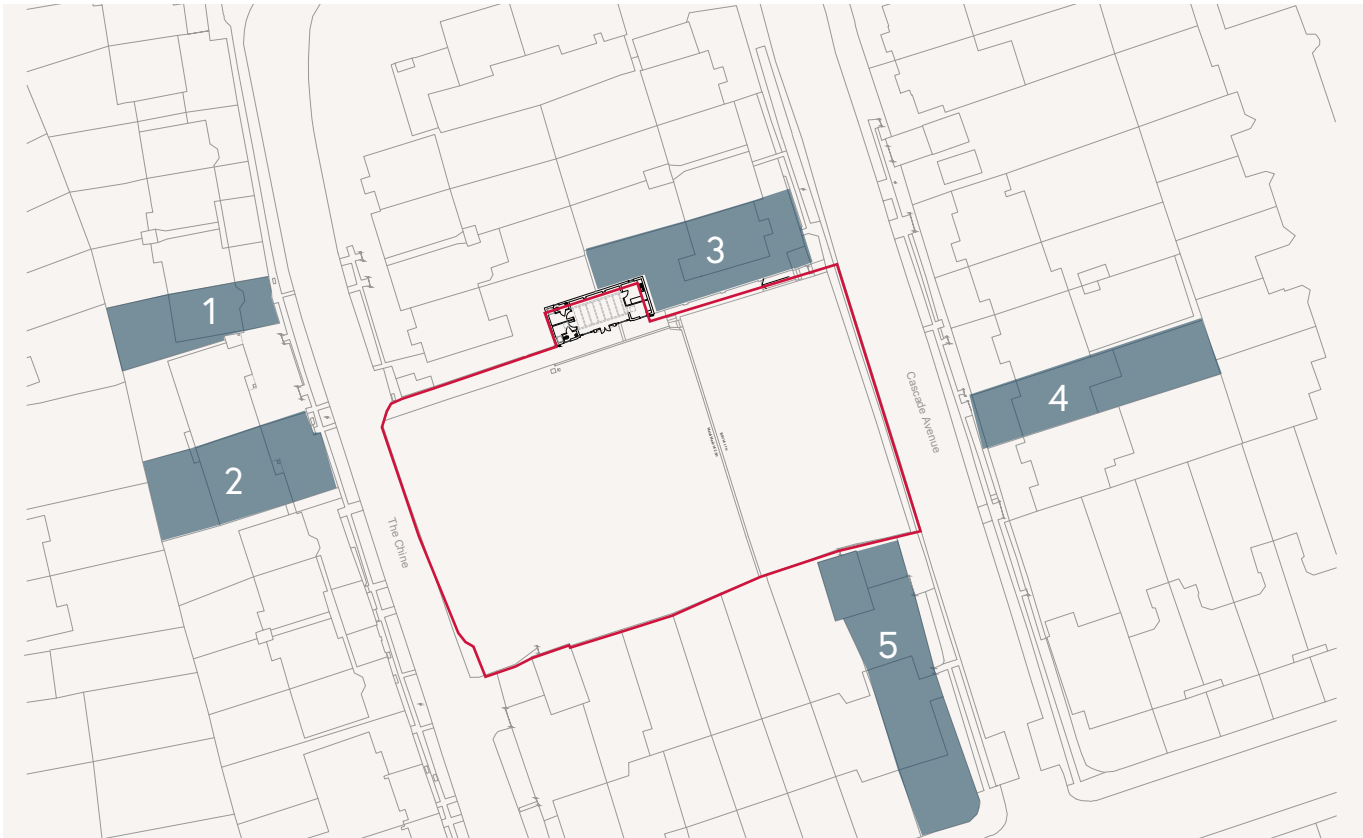
In summation the proposal will include:

- 9 high quality homes
- Exceptional landscaping design
- 10 on-street parking spaces (as per existing) & 1 off-street parking space

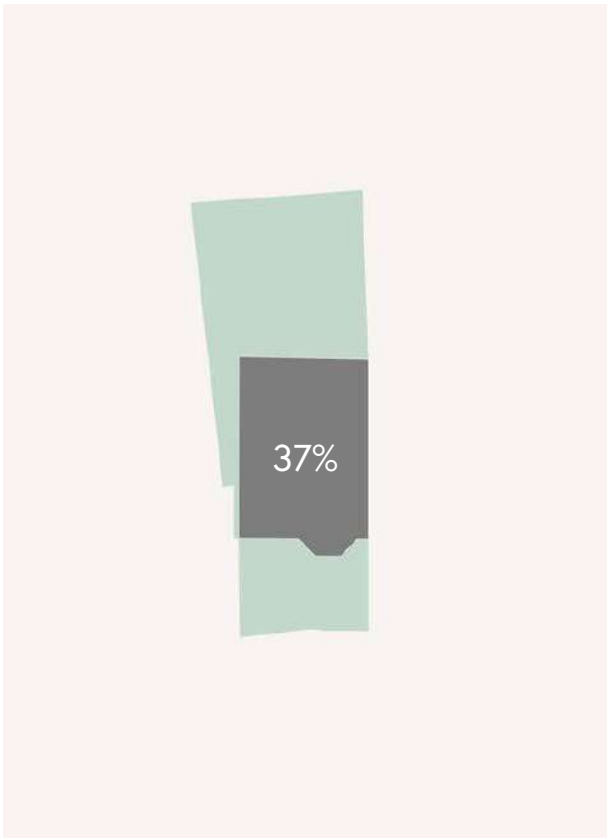


Proposed Site Plan

5.6. Footprint Analysis



Site Location



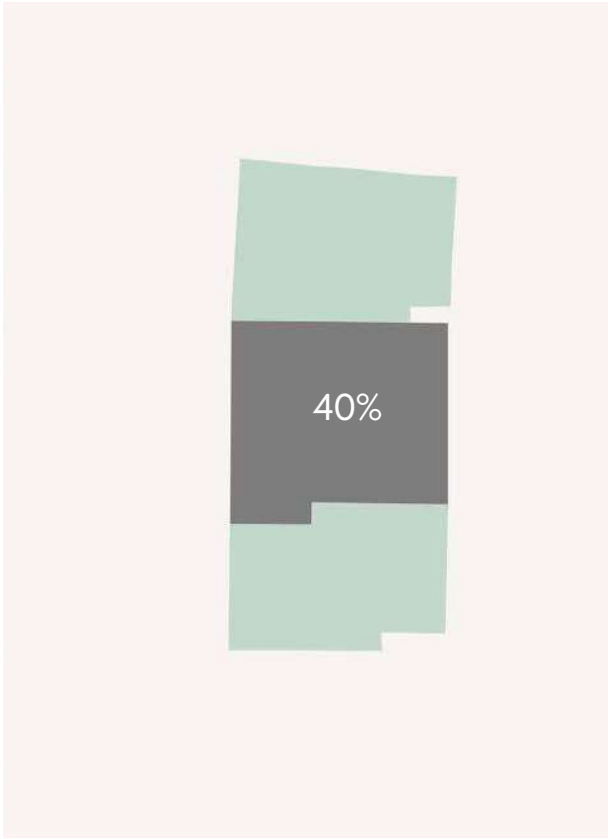
1. 27 The Chine

We have analysed the immediate neighbouring properties to the site.

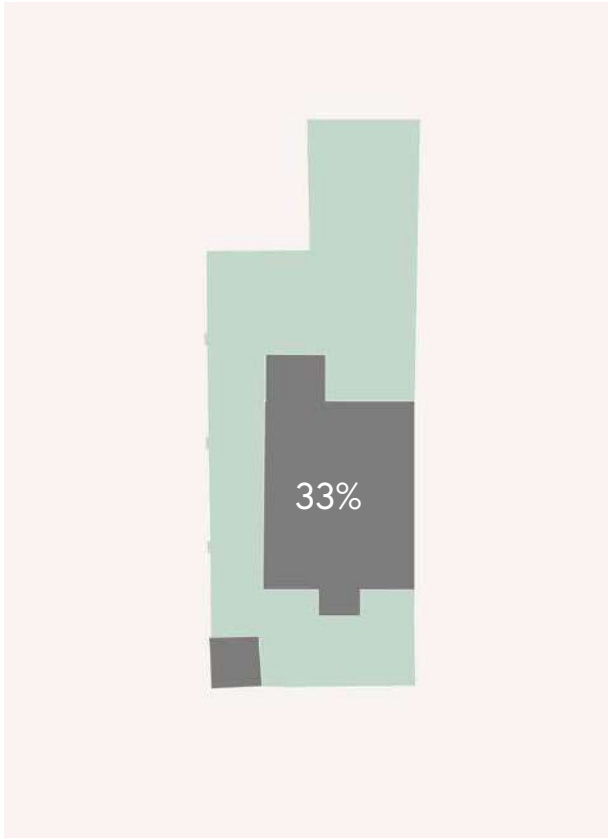
As the diagrams illustrate, the footprint to plot ratio varies with an average proportion of 38%.

Amenity areas are as follows:

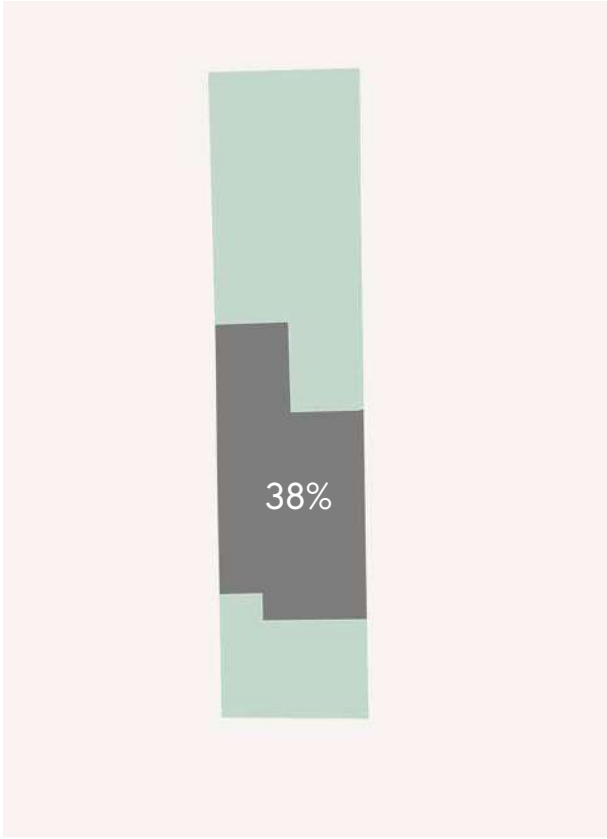
- 1. 90m²
- 2. 135m²
- 3. 150m²
- 4. 130m²
- 5. 195m²



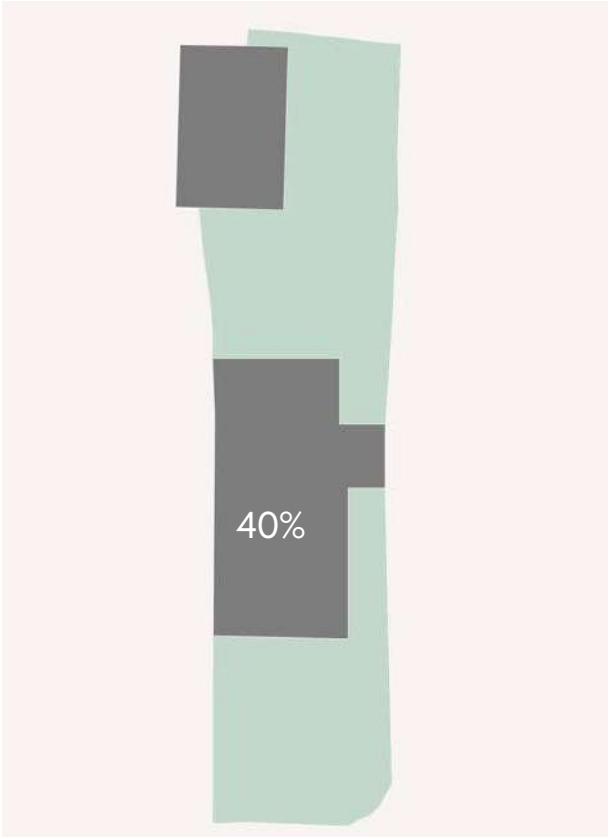
2. 21 The Chine



3. 37 Cascade Avenue



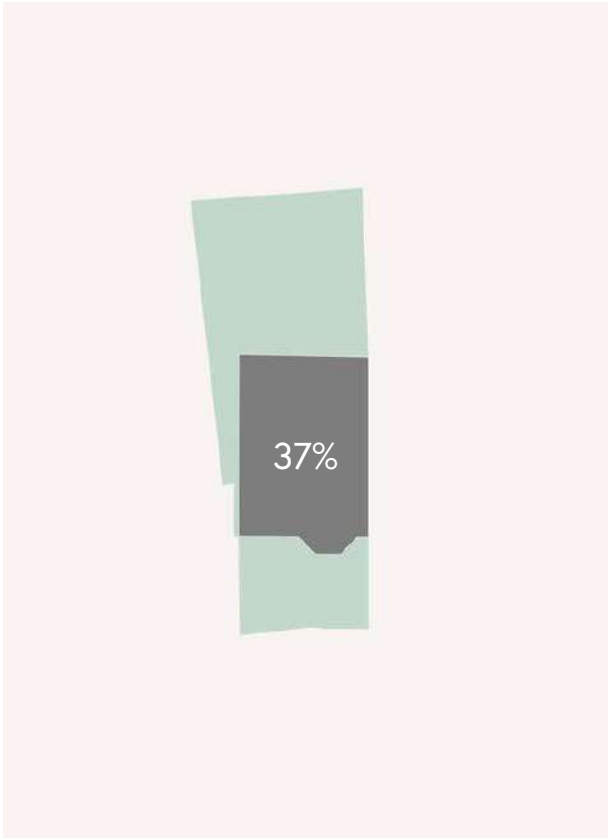
4. 50 Cascade Avenue



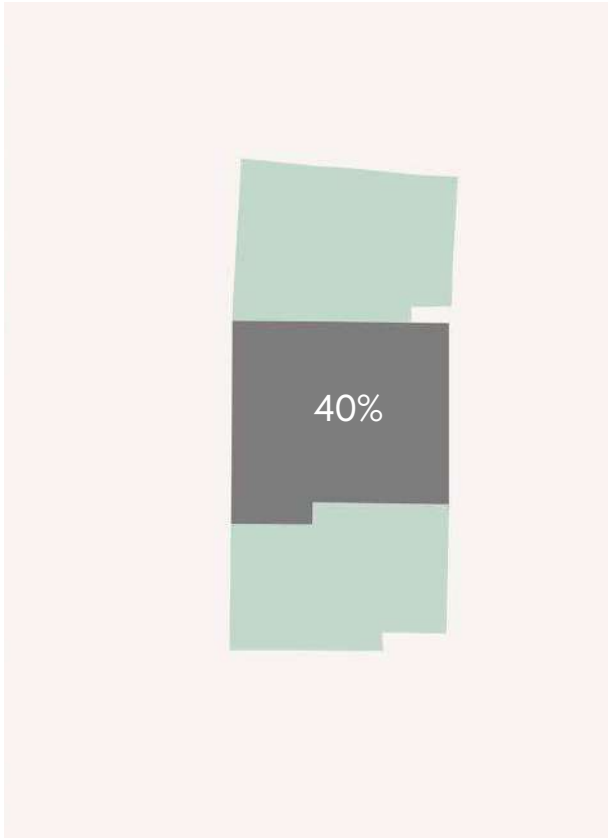
5. 57 Etheldene Avenue

5.7. Proposed Footprint

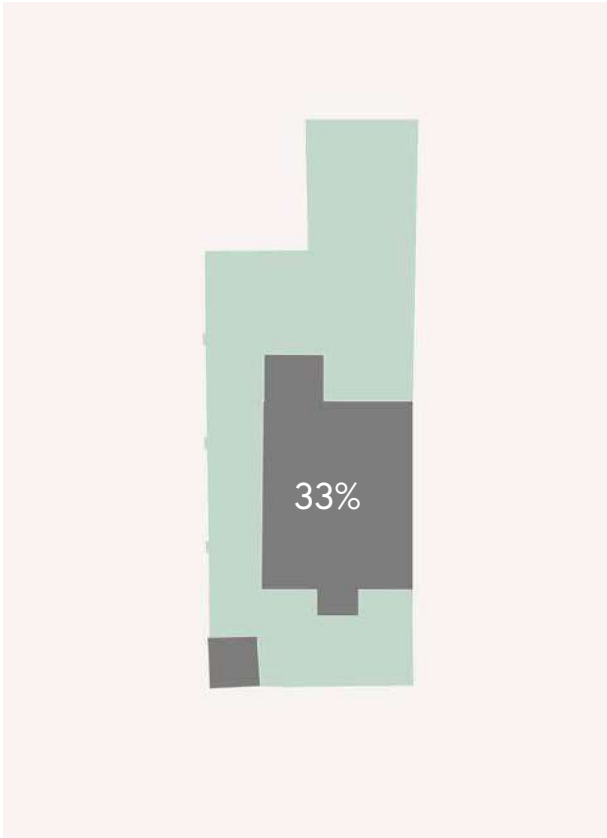
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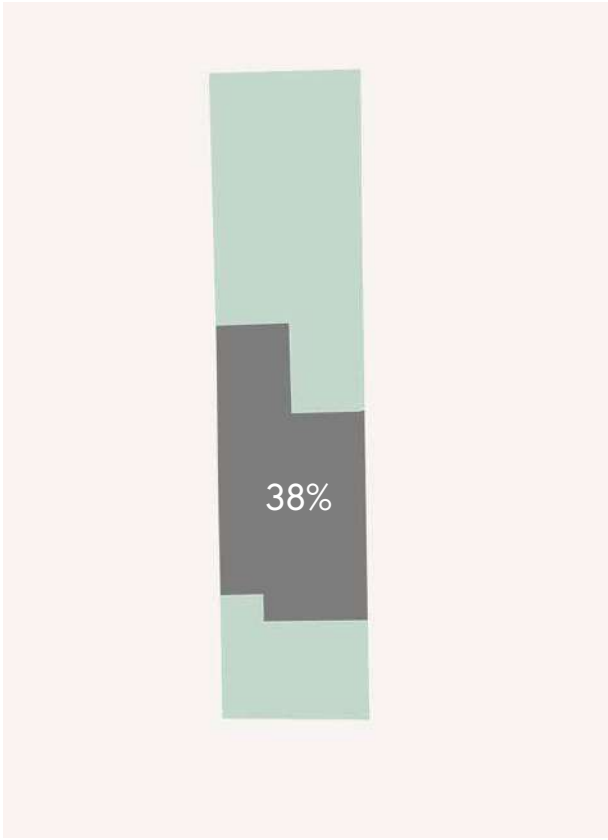
1. 27 The Chine



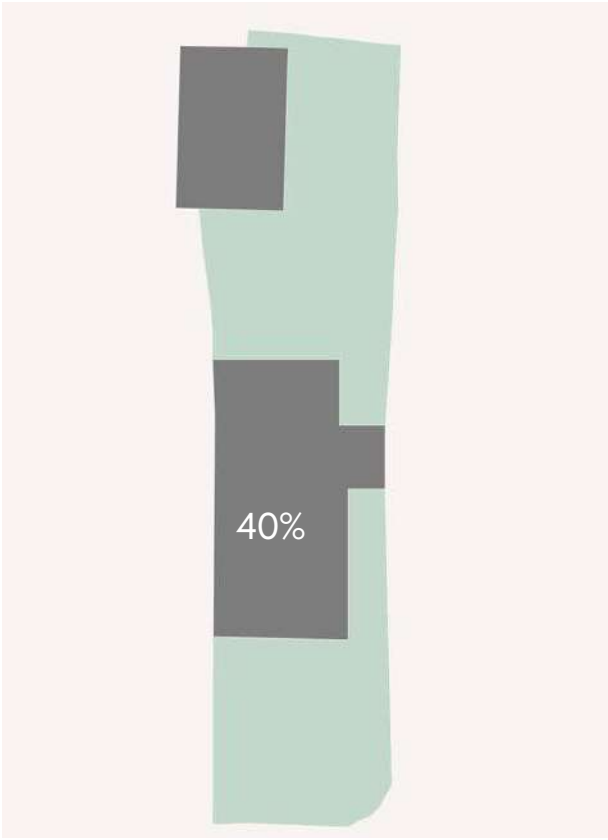
2. 21 The Chine



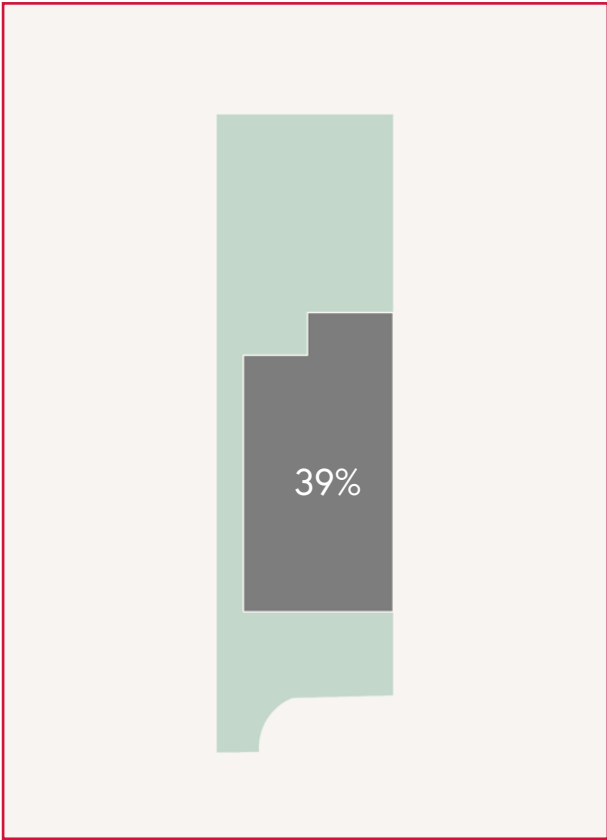
3. 37 Cascade Avenue



4. 50 Cascade Avenue



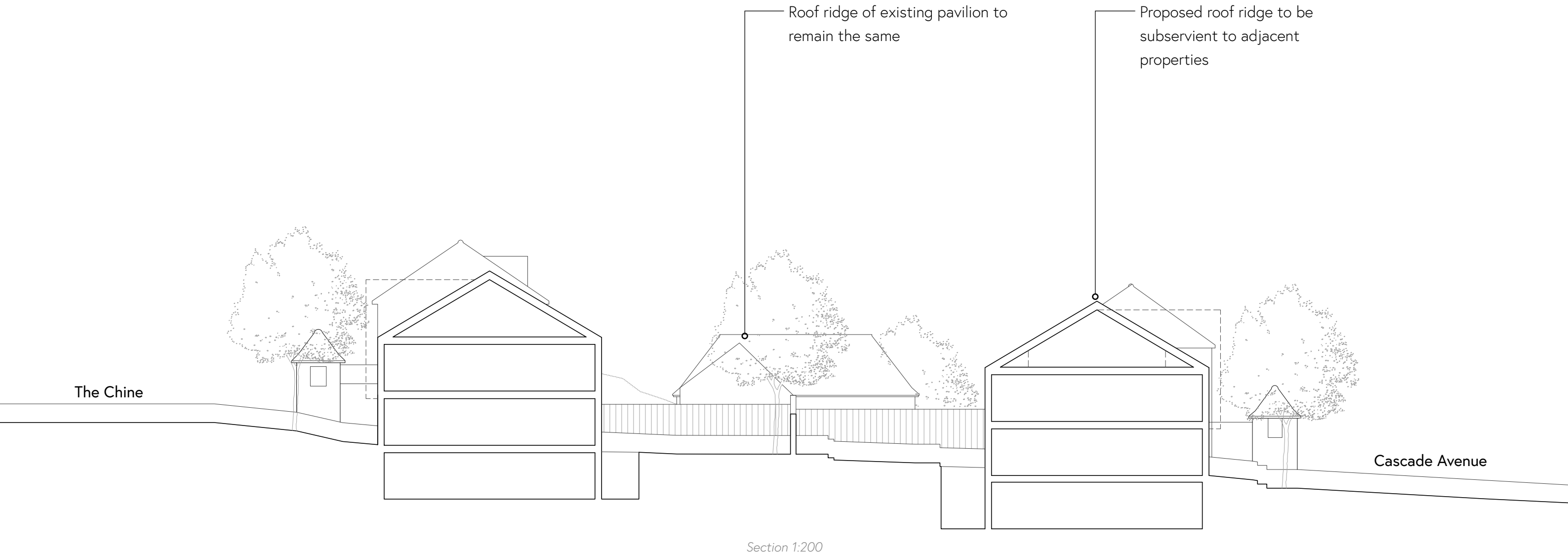
5. 57 Etheldene Avenue



Typical Proposed Plot

The (average) proposed plot size of houses A to H are in-keeping with the average ratios of the immediate properties (as per adjacent diagrams).

Each proposed plot will have between 115 and 185m² of amenity space - which is in-keeping (or greater) than the neighbouring properties.



The section responds the topography of the site. Both front and rear amenities will be landscaped around the existing slope and trees. The proposed basements will not be visible from the street.

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Leisure Viability Report



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1.0. CONTEXT



The highlighted area above shows the subject site located at The Chine, Muswell Hill, London. We understand the site is classed for F2 use and existing provision includes three outdoor tennis courts.

Realia Capital Group have instructed Savills to explore the viability of retaining the existing F2 use at the above address in Muswell Hill.

In this report, we will firstly consider the existing provision within the area by looking at what tennis courts are available in the locality as well as the wider market, having consideration for smaller tennis clubs as well as larger clubs with associated tennis facilities. Then we will explore the viability of the existing use from an occupational demand perspective, followed by an overview of our opinion for potential operator demand for the space. We will then present both rental and investment evidence where possible to consider an ERV and investment case for the various potential uses before delivering our recommendations on next steps with regards to marketing the site.

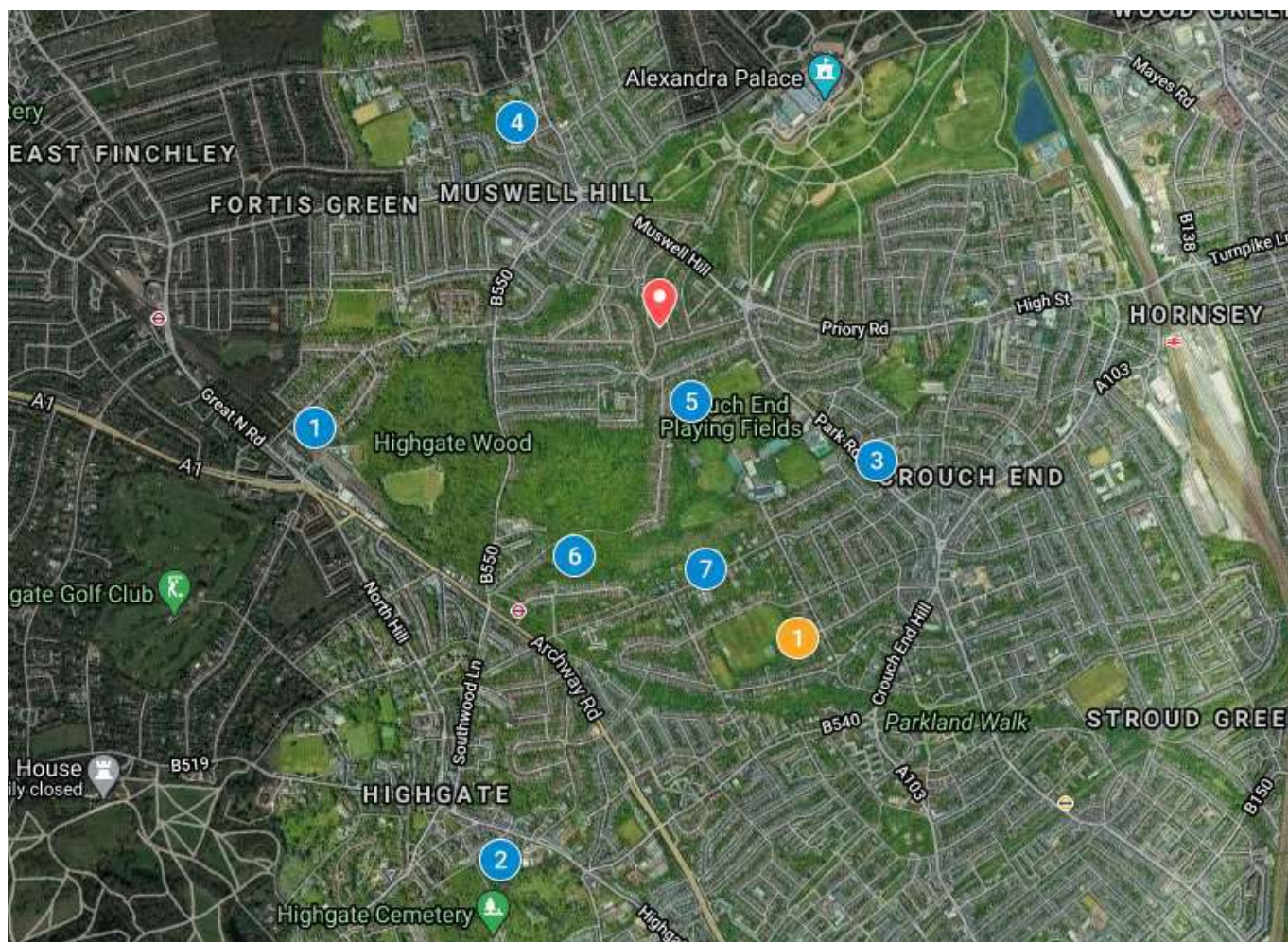
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2.0. EXISTING PROVISION

The subject site offers outdoor recreational sports use in the form of outdoor tennis courts. In order to appraise the viability of this use on site, we have first considered the existing provision within the locality.



Outdoor Tennis Courts (Blue)

No.	Club	No of Courts	Distance from Subject Site (km)
1	Stormont Tennis and Squash Club	3	1.6
2	Waterlow Park Tennis Courts	6	2.4
3	Highgate Cricket and Lawn Tennis Club	9	0.9

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4	Muswell Hill Methodist Tennis Club	4	1.2
5	Wood Vale Lawn Tennis Club	6	0.3
6	Hanley Tennis Club	4	0.6
7	Georgians Tennis Club	7	0.6

Indoor and Outdoor Tennis Courts (Orange)

No.	Club	No of Courts	Distance from Subject Site (km)
1	Coolhurst Tennis and Squash Club	14	2

We have highlighted 7 outdoor tennis courts and 1 indoor and outdoor tennis courts and larger sports clubs within 3km of the unit. This suggests that there is a very high provision of outdoor sport and recreation already in area.

The closest and most similar provision to the subject site is Wood Vale Tennis Club which is located 0.3 km, approximately a 4 minute walk from the subject site. Wood Vale Tennis Club has 6 outdoor tennis courts which include two recently built hardcourts with LED floodlights and also 2 refurbished hard courts have also been refurbished in the last 2 years.

The nearest larger tennis provision that includes both indoor and outdoor would be Coolhurst Tennis and Squash Club which is located 2 km, approximately a 27 minute walk or 8 minute drive from the subject site. The facilities here include 14 tennis courts with a range of surfaces, a gym complex and large clubhouse.

Overall it is noted that there is an abundance of tennis court offers within the area and whilst many of these operate as members only clubs, we would still consider this level to be close to saturation and believe this provision will have a significant impact on potential operator demand for the space with an extremely high level of competition.

3.0. EXISTING USE VIABILITY CONSIDERATIONS

The site was previously listed within in the D2 Use Class of the Town and Country Planning Act, however in light of the recent changes to planning legislation, we have been advised by planning consultants that it would now fall under the F2 Use Class as a place for outdoor sport and recreation. We therefore have had regard to outdoor sport uses when assessing the viability of this site.

5.1 Location

The site is located Muswell Hill, an affluent suburb of North London. The residential population of Muswell Hill in 2018 was 38,174 making up to 16,123 households (Pitney Bowes). Of this, 19% were ACORN Affluent achievers and 72% were in the rising prosperity group, making up the majority. This reflects an annual retail spend of £97,747,246.

The site is located between The Chine and Cascade Avenue within a built up residential area and is immediately over looked by houses on both the north and south elevation, and is also overlooked by houses on the other side of the road on both the east and west elevations.



North Elevation



South Elevation



East Elevation



West Elevation

The closest local amenity to this site is located on Park Road, 0.48 km from the subject site which offers a number of small retail shops and restaurants.

Overall, the location presents a challenge when considering potential operators for this site. The location within a quiet residential street with no supporting amenity means it will be a purely destination location, with no passing trade to capitalise on.

The proximity of the residents will also present a challenge for any future operator as they will be bound to deliver an operation which is deemed acceptable by the local residents. For example, we are already aware that there is a restriction on erecting signage in this area and also suspect this will extend to the installation of floodlights, which will impact the financial business model if they have to restrict trading hours without the ability to provide lighting to capitalise on evening trade. Concerns over noise and customer access to the site also have potential to impact business operations, which will be a key consideration for any potential operators of this space.

5.2 Accessibility

We have also had specific regard for the public ease of access to this site, as any potential operator would look to assess this for potential members/ customers. We have split this into the most dominant means of transport which we consider as tube, trains, bus and car.

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Leisure Viability Report



Muswell Hill does not have a dedicated tube or over ground station although there are several stations within a relatively close proximity to the site. The closest tube stations are:

Tube Station	Underground Line	Distance from site (Km)	Approx. Walking Time	Approx. Drive Time
Highgate	Northern Line	1.93	18 mins	10 mins
East Finchley	Northern Line	2.4	30 mins	8 mins
Bounds Green	Piccadilly Line	2.89	36 mins	8 mins
Finsbury Park	Piccadilly Line, Victoria Line	4.35	47 mins	12 mins
Wood Green	Piccadilly Line	3.7	36 mins	10 mins

The closest mainline train station to the site is either Alexandra Palace or Hornsey both of which are around, 2.1 km or approximately a 26 minute walk and 7 minute drive from the site. Regular services are provided at both, linking in to Moorgate in Central London within 20 minutes.

Muswell Hill is also accessible by bus, with a number of bus connections with direct routes to both the City and the West End throughout the day. Specifically, buses such as the W7 (to Finsbury Park) connect to the nearby underground stations, while the 43 runs to London Bridge and 134 has a 24 hour service to Tottenham Court Road. The nearest bus station to the unit is a 4 minute walk and it picks up the W7 bus route.

In terms of major roads, the M1 is only a 15 minute drive away via the North Circular Road, providing easy access to locations North of London.

The unit is located in a residential area, with some of the nearby roads being subject to controlled parking zones (CPZs) which are established by Haringey Council.

There are also residential parking restrictions across most of the streets in the surrounding area, including both The Chine and Cascade Avenue, leaving very little opportunity for customer parking. The fact that there is a lack of dedicated parking is not necessarily a 'deal breaker' in its own right, but this coupled with the lack of close public transport links will present a challenge when marketing this opportunity.

Whilst the site is located within an affluent suburb of Northern London, the lack of transport links within the immediate vicinity of the site make accessibility more challenging. For any operator considering this site, the catchment and therefore potential customer base is limited to the local residents within the area due to the lack of accessibility from public transport links allowing for a wider customer base.

5.3 Visibility

The site is located within a quiet residential neighbourhood and therefore does not benefit from any strong visibility, further contributing to the destination nature.



View of site from The Chine



Access via Cascade Avenue

We have also been made aware of restrictions on signage within the area from the local residents association. This further limits the potential exposure for any operator to establish their presence in the area and restricts their ability to capitalise on an already limited passing trade.

These challenges with visibility coupled with the accessibility limitations from a lack of direct public transport serve to limit the catchment for any potential new operator. Therefore we would view this as a challenge when letting the space and believe it will have an impact on the value of the site for leisure operators.

5.4 Condition of Existing Facility

The site was previously occupied by a local sports club, however we believe they stopped operating the tennis courts in 2007. Since then, the courts have been out of use and there has been very little maintenance to the site.



Western view of courts



Lower level court



Lower Tennis Court



Stairs between upper and lower courts

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Club House



Upper Tennis Court

From our inspection of the site, we believe the facilities are currently in a state of disrepair. The courts have not been maintained and have suffered wear and tear over the years including the growth of moss and therefore would need to be resurfaced in order to be functional.

The former club house building (pictured above) previously provided the changing facilities and locker rooms, but has been boarded up and is not currently in a useable condition. We have not undertaken any kind of structural survey of the building and so cannot advise on the condition of the fabric of the building. From a visual inspection it is clear that the building would require extensive refurbishment to become operational. However it should be noted that we believe the current size of the building would not accommodate most requirements for commercial operators, as it offers minimal space for customer changing.

It is important to consider these factors of location, accessibility, visibility and condition of facilities in the context of the high amount of surrounding provision. Whilst each factor alone might not serve to deter any potential operators from the space, the fact that there are multiple other local facilities that do not face the same constraints whilst in many cases providing an enhanced offer make this specific site less appealing and therefore we would anticipate any demand that would come forward to do so at a discounted rate in order to reflect these issues.

4.0. OPERATOR DEMAND

Having considered the existing use viability of the site, we have now had regard for any potential operators that could consider this site as an outdoor sports arena opportunity.

In terms of tennis courts, most operators for these dedicated outdoor facilities of this size are community led and are often formed by local residents. We have been made aware that there were previous historic discussions with local residents for this site, but it has been confirmed that they are not in a position to proceed and therefore this is no longer live interest.

Within the last 12 months, there has been rising demand from padel operators for space within the UK. One of the fastest growing sports in the world with an estimated 20-25 million players globally, padel is played in a doubles format on an enclosed court the third of the size of a tennis court. Players use a stringless racquet and the ball can be played against the wall in a similar way to squash, making for an exciting and often unpredictable game. We are currently aware of 4 live requirements in the market for new padel courts and this site could present an opportunity for them:

Operator	Size Requirement (Sq Ft)	Comment
Rocket Padel	15,000 + sq ft	Established Swedish padel operator. Looking for sites in London and UK. Under offer on one location.
Padel Social Club	10,000+ sq ft	Looking in Zone 1 & 2 for first location. Will consider leases from 3 years upwards.
Air Padel	6,000 – 30,000 sq ft	Looking to secure 6-8 UK sites. Considering opportunities in London, Oxford, Cambridge and Birmingham.
Total Padel	8,000 – 15,000 sq ft	Considering opportunities within Central London. Will consider pop up locations.

Despite these requirements, we would question whether the constraints previously detailed, coupled with the size of the site would impact on the demand from a commercial operation. On a site of this size (c.0.5 acres) an operator could get 6 courts, however often the preference is for a minimum of 10 courts in order to maximise financial return. Any padel operators would need to take a view on this smaller opportunity as well as considering the location and accessibility vs anticipated membership base as well as putting considerable investment into the space in order to make the facility fit for purpose.

In terms of other uses within the F2 Use Class, we believe there would be little demand from an outdoor swimming operator due to the size of the site, coupled with prohibitively expensive development costs associated with excavating the ground to provide such a facility. We would also discount a skating rink due to the size of the site and the quiet neighbourhood residential location. There could potentially be interest from outdoor football/ rugby facilities, but we are not aware of any commercial operators currently looking for space in this sphere and we would anticipate that the restrictions around the lack of floodlights and inability to offer increased facilities will make this a more difficult site for those uses to consider.

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Whilst the site does have some significant constraints as explored above, we do believe that the most likely potential demand will come from a padel operator, albeit potentially at a discounted rate for this space.

5.0. ASSUMPTIONS & EVIDENCE

7.1 Local Tennis Club

Rental Market

The use of sports facilities in built up areas is generally strictly controlled by the Council and local planning authority and would therefore be deemed a protected use, coming with a strict set of criteria which would need to be met before considering any alternate use development. This has become more prevalent in recent years as increasingly development potential is realised on otherwise underutilised sites.

The market for leasing sports grounds is small and we would generally consider it to be divided into the following three groups:

1. The commercially driven sports facility such as household brand gyms (David Lloyd, Bannatyne, Virgin etc), golf clubs and other pay to play large space sporting facilities
2. The privately supported sports facilities such as League football and Rugby and corporately owned facilities for staff use
3. Club sports facilities operating for the community on a not-for-profit basis but providing surplus capital for improvement expenditures

Rental levels vary significantly between each of these different markets, but in the case of the subject site in Muswell Hill, we would consider the third level of community use club sports to be the most relevant. We would therefore have regard to the following evidence when considering a proposed lease structure for this space, on the basis of a local community run operation:

Property	Facilities	Rent	Rent
Wokingham Tennis Club, Berkshire	4 courts (floodlit), modern clubhouse, dedicated parking	£3,500 per annum, per acre	More parking available but not dedicated. Tennis club funded full construction of tennis courts and is responsible for ongoing maintenance. Clubhouse funded and maintained by Cricket Club.
Riseley Tennis Club, Bedfordshire	4 courts (floodlit), dedicated parking, dedicated clubhouse	£3,000 per annum	Modern clubhouse. Club responsible for maintenance.
Wargrave Tennis Club, Berkshire	8 courts (floodlit), small clubhouse	£100 per annum (peppercorn)	Responsible for all maintenance and court replacement costs.

Purley-on-Thames Tennis Club, Surrey	3 courts (not floodlit), no dedicated clubhouse (access to adjoining local social club facilities)	£1,100 per annum	Open to public who can hire courts by the hour. Occupies 0.5 acres of land. Ability to resurface courts when required at no cost to club.
BCS Tennis Club, Surrey	4 courts (not floodlit), no dedicated clubhouse (access to social club facilities)	£1,800 per annum	Occupies 0.8 acres of land. Access to parking area, shared with social club. Maintenance of surrounding land by social club at no cost to the tennis club.

With most of these outdoor courts, it is really driven by a site specific deal largely driven by the upfront investment and where the ongoing maintenance cost falls. It is quite clear from the comparables that the maintenance and cost of the courts greatly influences the income as the cost of installation and the ability to maintain courts affects the earnings of a tennis court operator. For this reason, transactions of this nature are likely to be arranged as a ground rent and profit share arrangement with any surplus profit, following the reinvestment into the facility, split between the Landlord and the Tenant. The Landlord would typically receive between 20% to 40% of this surplus depending upon how much capital expenditure they have invested into the facilities

Therefore on the basis of the comparable evidence provided, we would assume a ground rent of £2,500 - £5,000 per annum for the subject site, potentially with a profit share on top of this, once all maintenance costs are covered.

Investment Market

The market for recreational sports facilities is small, with most transactional evidence being within conurbations, where companies have disposed of their private sports and social facilities, many having been purchased for redevelopment into other uses. Purchasers are commonly either individuals interested in the sports or events use of the site, professional sports clubs, trusts/groups of individuals seeking to acquire a club for continued use or developers with plans for alternate uses. In addition, some companies have acquired such sites for redevelopment into associated leisure uses, which remain compatible with the planning status of the site.

The small number of purchasers for each site can give rise to significant variations in value, as the limited competition between purchasers affects the level of bids attracted. Many sports clubs hold leases over clubhouse accommodation, but only licences over the pitches, at subsidised levels, with use secured through block bookings.

In the private sector, freehold values range significantly depending upon the quality and extent of any buildings on site, the location, the size of the site and development potential. Values inside London tend to be significantly higher than the remainder of the country, although around 50% of the evidence available is located in the capital. The principal influencing factors on value include potential change of use, the potential to flood, the local community within which the property is located, the planning and Council sentiment and demand for the facilities in existing use. However due to the relatively individual nature of each property it is difficult to confirm to what extent these factors influence the sale price achieved.

We would consider the following transaction to be the most relevant in this instance:

Templars Lawn Tennis Club, St Andrew's Road, London NW11 0PJ



At the time of sale, the property comprised a 1.01 acre freehold site currently in use as a tennis club (use class D2). Pre-applications discussions had taken place with the Council in regards to a potential residential development, however there was no planning in place. Two schemes were presented totalling between 42,500 – 47,900 sq ft NSA of residential accommodation.

In April 2018, the freehold interest of the site was sold with vacant possession for £5.00M, reflecting between £104 - £117 per sq ft on the proposed NSA.

However, we have also considered the following evidence, though please note that due to limited evidence, comparables are taken from nationwide and over a longer time period than for standard commercial property.

Property	Description	Analysis
Former North Harrow Tennis Club, Harrow	A 17,500 sq ft triangular plot, comprising a pavilion and three unlit tarmac tennis courts. The tennis courts had been unused for 2-3 years prior to announcement of sale and had not been maintained meaning moss covered playing surfaces. The property was marketed with development potential.	Put on the market in Q2 of 2014 with a guide of £800,000. This guide price equates to £266,000 per court including pavilion and development potential. Withdrawn in August 2014 for further consultation with members and the local community. The trustees have sought an Order from the Court to sell the property.
The Elms Lawn Tennis Club, Middlesex	- Detached timber-framed building, outbuildings, three full-sized tennis courts and four junior tennis courts. - Parking for approximately 15 cars.	Sold at auction 20 July 2016 for £830,000. This equates to £118,000 per court including a pavilion and parking.

	• Let on a 15 Year lease, commencing on 25th March 2011. • The site extends to approximately 0.354 Hectares (0.876 Acres). • Current Rent Reserved (£10,868 per annum).	
St. Luke's Tennis Club, Wirral	Two fenced hard surface tennis courts with a small club house and toilet facilities on site.	On the market in June 2015 for offers in the region of £450,000. Bought by a development company in 2015. This equates to £225,000 per court including a pavilion and development potential.

7.2 Padel Operator (Outdoor Courts)

We have indicated previously there would be demand from Padel operators, however at this point they are new entrants into the UK market and therefore there is restricted outdoor padel court comparables.

However, these operators could potentially generate up to 100% more revenue for the site on the basis they could double the number of courts with the smaller format courts than traditional tennis courts and therefore may reasonably be expected to be able to pay a larger base rent and generate higher turnover than the locally run community tennis court operations.

7.3 Other Leisure Uses (Purpose Built Facility)

If you as the Landlord were to build a purpose built leisure unit at a cost of c.£100-£150 psf for a basic shell, you could potentially get an operator interested on a traditional lease basis at a higher rental level. At present, we believe that due to the recent changes to the planning use classes, this sort of use is not included within the existing planning permission for the site and therefore there would still be the need for planning permission for the use as well as the structure.

Rental Market

On this basis, we have however included some comparable evidence below for an indication of likely rental terms in this scenario:

Address	Size (sq ft)	Rent	Date	Comment
Buzz Gyms, Harrow	10,580	£140,000 (£11 psf)	Q4 2019	New Lease. £100k Capital Contribution, 12 months Rent Free & further 3.5 months Half Rent. 2 hour Free car parking. Prominent & opposite train & bus station. Additional T mezzanine of 1,000 sq ft (not valued)
Anytime Fitness, King's Cross	2,957	£40,200 (£16 psf)	Q3 2019	Lease re-gear. Unit is poorly configured, arranged over basement ground and mezzanine floors.
The Gym, Kingsbury	14,375	£160,000 (£11 psf)	Q4 2018	Rent Review. Free car parking. Opposite Kingsbury Tube Station.
The Gym, 570-590 Tottenham High Road	11,605	£142,500 (£12 psf)	Q3 2018	Rent Review. Free parking. 7,847 sq ft mezz not valued.

Having regard for this evidence, we would assume a rent of c. £10-£14 psf at this location. However we would comment that when considering this type of operation, demand could be impacted due to the leisure viability points highlighted previously relating to location, accessibility and visibility.

Investment Market

The Bradfield Club, Peckham, SE15 6DQ



The property comprises a community centre on a rectangular site of 0.29 acres. The existing club buildings provide a GIA of 7,156 sq ft however are in poor condition. An indicative redevelopment scheme has been prepared proposing a 32,000 sq ft NSA of residential and 7,535 sq ft of accommodation for a replacement community club. The site was to be sold subject to planning permission.

In November 2018, the freehold interest was sold for a price in the region of £4.00M, subject to planning and with a requirement to lease back the community centre to the Trustees on a 999 year lease. A purchase at this level reflects £101 per sq ft on the combined proposed area.

6.0. RECOMMENDATIONS

In terms of next steps, in order to better understand the demand we would want to market test the opportunity.

Our first recommendation would be to erect a marketing board with our contact details on the site in order to encourage any local interest or enquiries. However we note that there are restrictions in place from the Chine and Cascade Residents Association preventing any kind of commercial signage within the Rookfield Conservation Area.

We have therefore produced a marketing flyer (attached separately) in order to outline the salient details of the opportunity and provide this to the wider market to make them aware of the site. This would allow us to engage in conversations with any potentially interested operators and provide further supporting information with regards to the financial potential of this site as an outdoor sports facility, or indeed engage in conversations with any other leisure uses who may want to consider a purpose built leisure facility in this location.