



Park Street, Cambridge – Marick Real Estate



Enabling the delivery of complex projects



WHY
NEWSTEER?

UNLOCK AND ENABLE THE
DELIVERY OF COMPLEX PROJECTS

AN EXTENSION
OF YOUR TEAM

CASE
STUDIES

GET IN
TOUCH

WHY NEWSTEER?

Newsteer provides responsive, bespoke, and collaborative advice focused around repurposing, enabling and delivering Real Estate projects

We enhance your assets, standing shoulder-to-shoulder with our clients to augment your team, combining your passion and focus for your purpose, with our knowledge and expertise of national planning and development plus an unparalleled network of contacts in the development industry.

We enable and accelerate complex project delivery.



Repurpose



Enable



Deliver



Goodmayes Tesco Store – Tesco PLC



Project Oriel – Camden and Islington Health Trust



ESG

We are a carbon positive company who take active steps to improve the natural environment as we shape the built environment.

**REAL
ESTATE
BALANCE**



Inclusive

We are a socially conscious employer that wants to play a part in improving representation and diversity throughout our industry.

Dynamic

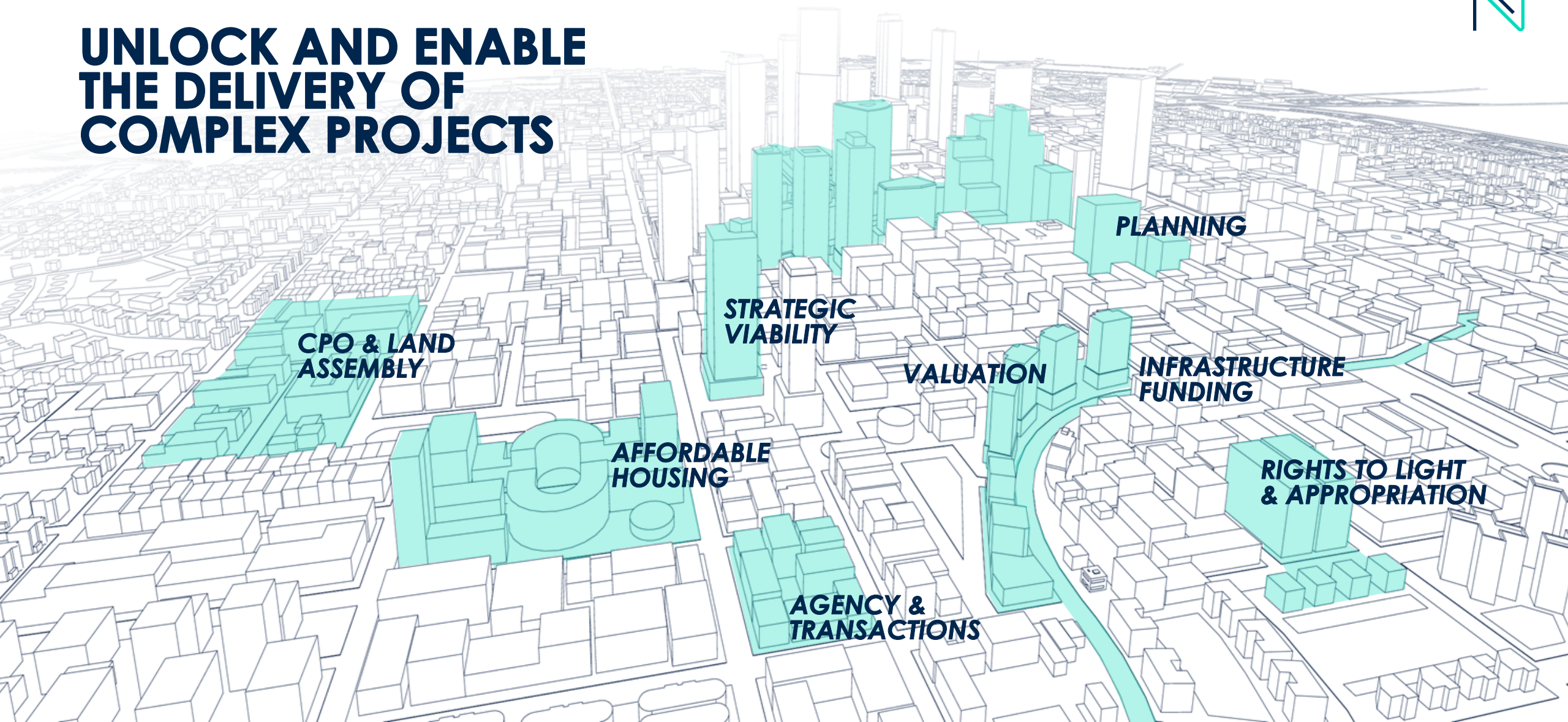
We are committed to ethical, responsible and professional conduct across all parts of our business, while also championing a dynamic and vibrant business culture.

Sustainable

We are an operationally carbon positive company and take active steps to improve the natural environment as we shape the built environment.



UNLOCK AND ENABLE THE DELIVERY OF COMPLEX PROJECTS



AN EXTENSION OF YOUR TEAM

Strategic Viability

Developer Procurement

CPO & Land Assembly

Agency

Rights to Light & Appropriation

Infrastructure Funding

Valuation

Planning

Affordable Housing

- Area-wide advice to appraise large complex projects or develop regional strategies
- Identifying key levers driving viability to optimise the commercial strategy and deliver successful projects

[Find out about some of our projects](#)

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- Trusted and experienced commercial advisors, helping you to deliver a market-facing, collaborative and efficient process
- From project visioning to contract award, tailored services including procurement document drafting and dialogue meeting project management

[Find out about some of our projects](#)

**AN
EXTENSION
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TEAM**

Affordable Housing

- All stages of the CPO process from Project Management to the preparation of CPO documents to facilitate land acquisition, and compensation claim management
- Track record in expert evidence at public inquires and tribunals for the most complex and challenging cases

Find out about some of our projects



AN EXTENSION OF YOUR TEAM

Affordable Housing

- Underpinned by our knowledge of valuation and regeneration we acquire or dispose of assets that unlock potential
- Our unparalleled network of major housebuilders, affordable housing providers and institutional investors gives you access to the best operators in the real-estate market

Find out about some of our projects

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- Advising on the use of s.203 'appropriation powers' to unlock development opportunities, including engagement strategies
- Specialist compensation advice on interferences with rights to light, rights of way, etc. to deliver you an optimised and realistic budget

[Find out about some of our projects](#)

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- Expert advice on the delivery of infrastructure including early viability, securing funding and recovery of expenditure
- Experienced with writing bids to secure funding from public bodies such as Homes England, One Public Estate and Brownfield Release Fund

[Find out about some of our projects](#)

**AN
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Affordable Housing

- Specialist valuation advice to establish the value of assets including land, residential and commercial property
- Highly experienced team of RICS Registered Valuers to deliver Red Book valuations, development appraisals, financial viability assessments, affordable housing appraisals, s.123 best consideration and Charities Act compliant valuations

Find out about some of our projects

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- Strategic and development management town planning advice to shape policy, delivery strategies and releasing development opportunities
- Utilising our deep understanding of the commercial and operational pressures on our clients, we provide tailored advice spanning all stages of the development process

[Find out about some of our projects](#)



AN EXTENSION OF YOUR TEAM

Affordable Housing

- Our Affordable Housing Team provides specialist advice to Registered Providers; Pension Funds and Investors; Developers and Public Sector Clients to achieve their commercial objectives
- We provide asset valuations, affordable housing strategies, input into s.106 negotiations, and viability assessments supporting informed decision making

Find out about some of our projects



OUR EXPERIENCE

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Lea Bridge SIL Study
LB Waltham Forest

New masterplan and framework vision

Services provided

Viability, Valuation, Strategic Advice

Outcome

Industrial and residential viability analysis to underpin a SIL vision framework and identify opportunities to consolidate and regenerate



Andover Town Centre Masterplan
Test Valley Borough Council

200 new homes, 4,000 sq. m. offices, 10,000 sq. m. retail

Services provided

Development Consultancy, Affordable Housing, Developer Partner Procurement

Outcome

Modelling relocation of Council's office into town centre, alongside major shopping centre regeneration; advising on funding options to secure delivery



Osney Mead, Oxford
Oxford University Developments

550 new homes, 1,200 student units, 185,000 sq. m. office / R&D

Services provided

Development Consultancy, Financial Modelling, Valuation, Compulsory Purchase

Outcome

Formulating strategic advice on the delivery of a key regeneration site in Oxford City Centre



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Lea Bridge Station Sites
LB Waltham Forest

345 new homes, new station entrance, 3,000m2 commercial space, public park

Services

Valuation, Developer Procurement, Strategic Viability, CPO, Appropriation

Outcome

Full property service – securing land assembly by agreement and competitive dialogue award under budget and within programme



The New Broxbourne School
The Broxbourne School

10FE secondary school plus sixth form, leisure centre and 3G pitch, 155 new homes

Services

Strategic Viability, Developer Partner Procurement

Outcome

2 Secretary of State consents, 2 restrictive covenants, hybrid planning application delivered, innovative modular solution used to build the school alongside housebuilder procurement



Project Oriel
Camden & Islington Health Trust

78 bed mental health facility, creation of St Pancras knowledge quarter

Services

Developer Partner Procurement, Strategic Viability, Planning

Outcome

Enable St Pancras transformation programme through finding the right partner

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Brent Cross Cricklewood
LB Barnet & Argent Related

6,700 new homes, c.280,000 sq. m. of offices, new retail focused town centre, new rail station

Services

CPO, Valuation, Planning, Development Consultancy, Infrastructure Funding

Outcomes

Secured 3 separate CPOs, acquired 24ac of land from Network Rail by agreement, acquired over +800 interests in land.



Woolwich Exchange
RB Greenwich, St. Modwen & Notting Hill Genesis

801 new homes, c.10,000 sq. m. of retail/leisure, multi-screen cinema

Services

Compulsory Purchase, Valuation, Rights to Light

Outcomes

Led on engagement with c.250 interests across site, developed relocation strategy to assist local businesses, secured agreement with major landowners in advance of CPO.



Canterbury Riverside
Canterbury City Council & Linkcity

189 new homes, 484 student units, multi-screen cinema and leisure

Services

Compulsory Purchase, Valuation

Outcomes

Secured CPO without need for inquiry, all major land parcels acquired by agreement, development advanced ahead of programme.

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Gascoigne Estate East and West
LB Barking and Dagenham

1,575 new homes, new schools and community facilities

Services

Valuation, Compulsory Purchase

Outcomes

Lead on land assembly process for Council, majority of properties secured by agreement, successfully secured three CPOs for project, land acquired within budget.



Marlowe Road Estate
LB Waltham Forest & Countryside Properties

436 new homes, new library and food store

Services

Compulsory Purchase, Valuation, Planning, Rights to Light

Outcomes

Advised on planning policy framework for development of site, planning and CPO evidence given at public inquiry with CPO confirmed, led local engagement with affected parties.



Excalibur Estate
LB Lewisham

371 new homes

Services

Compulsory Purchase, Valuation

Outcomes

Led buyback programme for phase 3 of redevelopment, presented expert evidence to Tribunal with positive outcome for Council, advised on disposal of land to partner under Development Agreement.

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Woolwich Leisure Centre
RB Greenwich

480 new homes, new leisure centre, 3,000 sq. m. retail

Services

Rights to Light, Valuation, Compulsory Purchase

Outcomes

Advised on strategy for implementation of s.203/appropriation relating to Rights of Light, successfully negotiated acquisition in advance of CPO with priority land owners, promoting CPO to acquire required third party land.



Northcote Library
LB Wandsworth

16 new homes, two retail units, a new library and community hall

Services

Appropriation, Rights to Light, Valuation, Compulsory Purchase

Outcomes

Informed Council's strategy and budget for utilising s.203/appropriation powers relating to Rights of Light, Rights of Use and Rights of Way. Ongoing compensation advice following the appropriation of the development land.



Park Street, Cambridge
Marick Real Estate

200 unit aparthotel, 225 space public car park

Services

Rights to Light, Valuation.

Outcomes

Advised on appropriate compensation provisions and assessments to inform discussions with affected parties.



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Anchorage Point
RB Greenwich

Multi-let 18 unit industrial estate

Services

Red Book Valuation, s.123 Best Consideration

Outcomes

Freehold valuation on an EUV and development value. Subsequent s.123 Best Consideration advice provided to support the delivery of a new primary school for 656 pupils.



Plumstead Power Station
RB Greenwich

Former 35,000 sq.ft. Grade II listed Power Station

Services

Red Book Valuation, s.123 Best Consideration

Outcomes

Freehold valuation on an EUV and refurbished value. Subsequent s.123 Best Consideration advice provided to secure investment from the Mayors Good Growth fund and repurposed employment space.



Treaty Centre
LB Hounslow

Long leasehold valuation of 330,000 sq.ft. shopping centre

Services

Red Book Valuation, Strategic Viability

Outcomes

Leasehold valuation and negotiation on the potential partnership delivery of the shopping centre for c. 1,200 homes and 40,000 sq.ft. employment space and 118,000 sq.ft. retail space.



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Charlton Riverside
RB Greenwich

8,000 new homes, new schools, employment space

Services

Development Consultancy, Financial Modelling, Valuation, Agency

Outcomes

Developed funding options and model for delivery of £25m of infrastructure funded through Homes England loan; advised Council on acquisition of land.



New Bermondsey
Renewal & LB Lewisham

3,500 new homes, c. 66,000 sq. m. of commercial/leisure

Services

Financial Modelling, Development Consultancy, Valuation, CPO, Rights to Light

Outcomes

Provided financial modelling and delivery advice to secure £10m Housing Zone Funding; viability advice in support of successful planning permission, advised on land assembly and use of CPO.



Abbey Barn Lane
Buckinghamshire Council

150 new homes, new infrastructure and highway works

Services

Financial Modelling, Development Consultancy, Valuation, CPO, Agency

Outcomes

Negotiated collaboration and infrastructure delivery/funding agreements with key stakeholder for promotion of land, assisted with Homes England funding reports, advised on use of CPO.

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Penhall Road, Charlton Riverside
RB Greenwich

Land acquired for regeneration

Services
Agency, Valuation

Outcome
Strategic land acquired within the Charlton Riverside Opportunity Area and SPD to deliver new homes.



Church Farm
LB Barnet

Disposal of former leisure centre

Services
Agency, Valuation

Outcome
Unconditional sale to a residential developer and conversion of the listed water tower



Ovalhouse Theatre/White House
Ovalhouse Theatre Charity

Disposal of surplus buildings in accordance with Charities Act

Services
Agency, Planning

Outcome
Secured disposal of two buildings, one which had consent for a 95 unit hotel. Proceeds of sale cross-funded delivery of new theatre provision in Brixton.



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Luton, Napier Gateway
Strawberry Star

Masterplan for 954 homes

Services
Planning

Outcome
Optimisation of original permission, delivering 3-phase masterplan, increasing homes by 39% including further optimisation through s73.



Tesco Hoover Building
Amro Real Estate Partners

276 Build to Rent homes

Services
Planning

Outcome
Asset optimisation to redevelop surplus car park and petrol station. Re-submission of application as original refused against officer recommendation



New Regional Hospital
West Suffolk NHS Trust

100,000 sq.m new hospital

Services
Planning

Outcome
18-month pre-application process with local authority and significant stakeholders. Dialogue with LPA through Local Plan process. Hybrid application submitted.

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Marleigh Cambridge
L&Q

Red book advice for delivery and sale of shared ownership units

Services

Red Book Valuation, Affordable Housing

Outcome

Instructed and retained to a total of 164 affordable units across Phase 1 & 2 at this scheme. In addition to the two Initial Red Book Valuation Reports we provide subsequent quarterly valuation updates at the scheme.



Acton Gardens, Phases 7.2 & 9.2
L&Q

Red book advice relating to multiple phases

Services

Red Book Valuation, Affordable Housing

Outcome

The team has provided Red Book Valuation advice relating to multiple phases of the shared ownership units at the ongoing Acton Gardens regeneration project.



Strategic Site Review London
Various

S106 and acquisition advice

Services

Red Book Valuation, Affordable Housing

Outcome

Valuations to support S106 and Land Acquisitions for RPs and FPRPs (for profit Registered Providers), advice to shape scheme design for affordable housing, Financial Viability Assessments and soft market testing.



MEET THE TEAM



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