



# Aprao

How Capital Value Surveyors uses Aprao to build trust with lenders and value properties estimated in total over £3bn annually

Capital Value Surveyors, the UK's Best Surveyors 2024 (Bridging & Commercial Awards), uses Aprao to:



Present valuations in a formal way to lenders



Quickly deliver accurate sensitivity analysis on projects



Save time on stamp duty calculations on each project



Generate appraisals daily (over 2000 appraisals since 2019)

# The Company

Founded in 2018, Capital Value Surveyors is a digital-first valuation firm with leading local market knowledge across the UK; servicing a variety of clients from banks to specialist lenders, private funds and financial institutions across London, Birmingham, Bristol and the South-East. Due to their range of multi-sector expertise, they have valued more than an estimated £15 billion in property across the UK, with a focus on bespoke, paperless services for every client.



Capital Value Surveyors' ability to provide clients with a fast valuation service, without sacrificing on quality, is the primary reason why the firm has been shortlisted every year since 2019 in the Best Surveyor category at the Bridging & Commercial Awards, going on to win the category in 2024.

## The Challenge

Great surveyors with specialist market knowledge need a great tool to complement them

When Capital Value Surveyors launched in 2018, they used their in-house expertise to design their own spreadsheets and appraisal templates, producing accurate assessments of real estate value, and this, alongside their strong market experience, has built their credibility with lenders as leading surveyors.

However, whilst they worked comfortably with spreadsheets to deliver their own value for their projects and clients, they wanted to find a solution to enhance their paperless promise, that would enable them to present their appraisals in a well-designed way, whilst still boosting their great relationships with lenders and development finance teams.

Additionally, using spreadsheets would often be more time-consuming when calculating elements like multiple scenarios, and stamp duty within a project, as adapting these in a fixed spreadsheet could take time and various versions.

# The Solution

According to Director Sean Mansfield FRICS, switching over to Aprao in 2019 gave them more flexibility in tweaking calculation variables, whilst elevating their professional appearance above market standard. It allowed them to remain agile in responding to lender's quick requests without compromising on quality presentation, particularly Aprao's sensitivity analysis feature, which allows users to assess risk with automatic sensitivity analysis on every project.

He states; "the lenders insist upon providing and presenting appraisals in a more attractive way – a more formal way – but importantly, with the sensitivity analysis, which obviously a spreadsheet doesn't really do in the same way," whilst the finance options features are useful due to their customisability, as "you can break it down to more than one lender, or more than one type of finance. We take all this for granted."



2-3 minutes on average to run an appraisal in Aprao



Greater flexibility when changing variables



Multiple finance calculation features

In particular, Aprao's ability to work adaptably with stamp duty calculations; often working between multiple stamp duty options is a "real-time saver" as "it's very difficult to reverse engineer the stamp duty element on an Excel spreadsheet". Capital Value Surveyors have estimated that it takes approximately 20 minutes to run an appraisal in Aprao, with little things like "the right hand tab always being visible" being very helpful as "you can always see what everything's doing to the overall numbers".

"It certainly makes the reports look more professional than a spreadsheet would...we've done our bit in terms of recommending it to lenders, because the cost of Aprao for a subscription, for a lender, or an individual, is far more appealing than their competition."



**Sean Mansfield FRICS**

Founding Director,  
Capital Value Surveyors

# The Result

Since its inception, Capital Value Surveyors has seen a huge growth trajectory in business; increasing in headcount by 3.6x and moving from a new player in the market to an established leading UK surveyor.



3.6x headcount  
since first using  
Aprao



Valuing the largest  
house being built in  
Britain



Over 2000  
appraisals in Aprao  
since 2019

“The awareness of Aprao has grown in line with our growth as well. It’s just really nice to see...everything we need now in Aprao is there. There is nothing we could do with that is lacking.”

During the last five years they have used Aprao for nearly 2000 appraisals, on development sites ranging from single unit, ground up residential developments, to commercial sites. Recently, Capital Value used Aprao to value the biggest house currently being built in Britain; using Aprao to run four or five different scenarios to validate the valuation figure, with each varied scenario returning a similar value.

Sean Mansfield FRICS explains that the feedback from lenders is also overwhelmingly positive and using it over the years has only converted more users to its intuitive approach to real estate valuations:

“We were using Aprao when lenders didn’t know what it was, and we don’t get that feedback at all from anybody anymore...We explain why it might be better than the alternatives, and they’re genuinely interested in getting it in-house.”

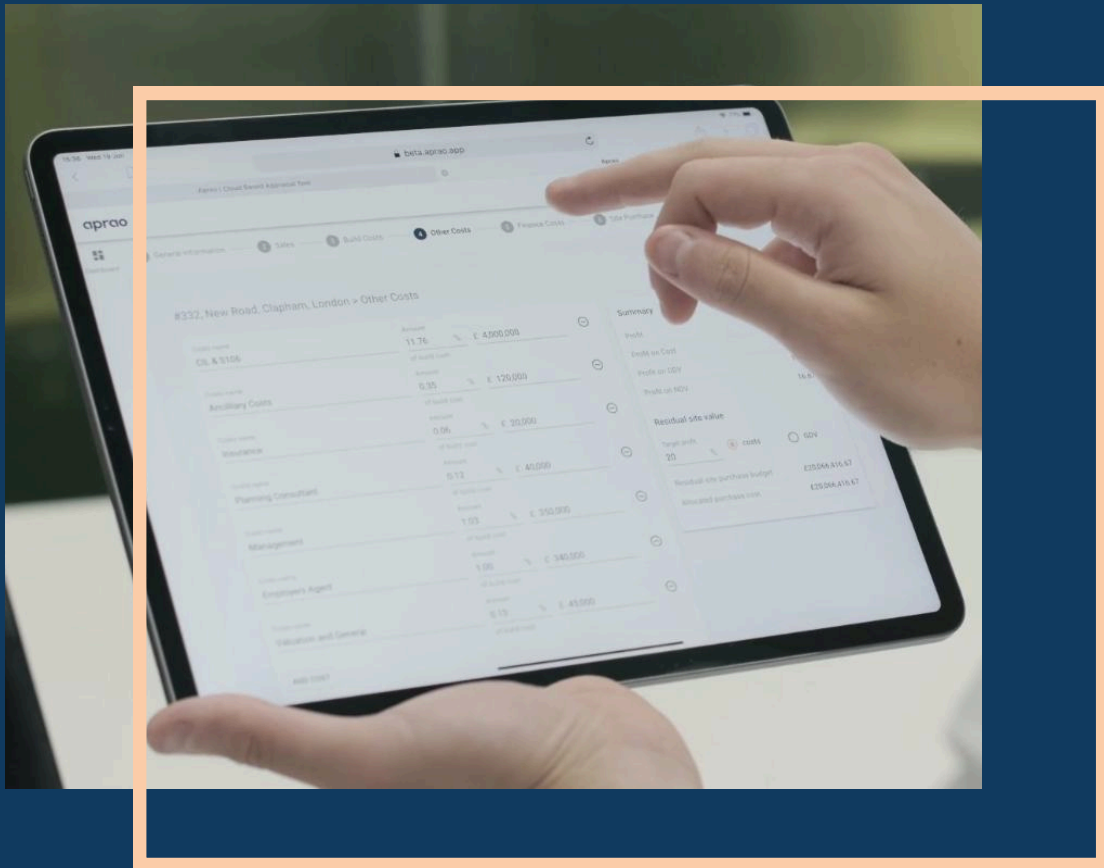


aprao



## Property development appraisal software

Reduce risk and save time on every project



Aprao is a fully cloud-based proptech platform that gives property professionals the ability to manage their development appraisals with increased accuracy, consistency, and efficiency; whether you're a residential or commercial developer or a surveyor.

You can instantly assess the financial viability of a project, calculate residual site value, produce a sensitivity analysis, and produce a detailed development cashflow - all in a format pre-approved and endorsed by many major lenders. Sign up for your 14-day free trial now.

[Arrange a demo](#)

[or start a free 14 day trial](#)