



aprao

A “godsend”: Aprao saves Stirling Ackroyd Surveyors 50% of time spent on manual valuation appraisals

Stirling Ackroyd Surveyors, uses Aprao to:



Save 50% of their time on every project



Produce accurate sensitivity analysis on every project



Create instant professional grade reports



Streamline their daily appraisal process

The Company

With over 35 branches across the UK property market, Stirling Ackroyd has been an established estate agency since 1873, taking home a number of prestigious awards and being crowned 'National Large Estate Agency of the Year' consecutively in 2022 and 2023, due to its commitment to providing a high standard of customer service.

They also provide property surveying services, and specialise in residential surveys, including RICS Home Surveys (Levels 2 and 3), probate valuations and leasehold extensions. With offices in London, the North, the Midlands, and the South East, they serve residential and commercial clients throughout these regions.

Aprao has enabled surveyors in the Midlands team in particular, to deliver faster valuation turnaround times and to hand over more sleek and intuitive valuation reports to lenders than was possible with manual Excel spreadsheets, driving greater value for their projects.

The Challenge

How to save time on manual appraisals, to free up time for more value-added work

Much like many valuation professionals, Dean Wood FRICS, Commercial Director, and his team, found that lots of their busy schedules were spent working with manual, in-house spreadsheet calculations; both in analysing new opportunities, and presenting them in a consistent format.

On average, over 80% of spreadsheets are likely to contain human error; therefore a lot of time was taken up ensuring the numbers were robust. These manual processes often took time away from providing more value-added work for their clients. Additionally, the speed of delivering their reports across different scenarios depended entirely on the project at-hand, which would make appraisals labour-intensive to adapt.

With the variety of sites and properties Stirling Ackroyd work with across residential, mixed-use and retail, they knew they needed a highly adaptable tool that could seamlessly work with complex scenarios, and that would help them to format and calculate residual valuations in a consistently professional and intuitive way to lenders in the market.

The Solution

Dean Wood FRICS discovered Aprao for the first time, when he was sent it by his colleague in the Land and New Homes department. Now, a few years later, he considers it “a godsend”. Since using Aprao, Wood and his team have found it an intuitive tool which helps them present more accurate and highly presentable commercial valuation reports.

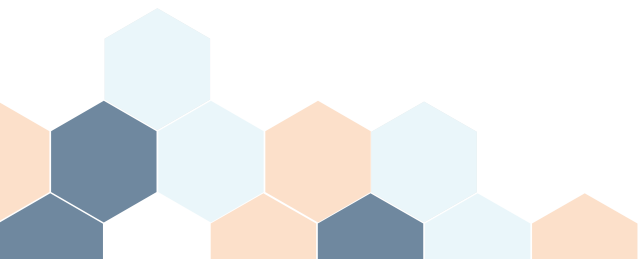
No matter the variety of projects ongoing and the complexity of the financial analysis, Stirling Ackroyd can present their reports in a consistent framework for consistent results. Aprao’s instant-pdf generation tool enables Wood and his team to generate professional-grade reports, which are then easily attached to any project, enabling stronger outcomes when presenting valuations to lenders. He states; “we use the Aprao system to help us format and work out residual valuations and put it into a nice format to be able to present to lenders.”

“Lenders say they’re happy with the service we’re providing, so I think that goes hand-in-hand with the quality of the report, because the quality of the report is based on using Aprao, as our financial analysis goes into the end of the report provided to lenders on projects.”



Dean Wood FRICS
Commercial Director,
Stirling Ackroyd

In particular, they have also seen huge value in Aprao’s sensitivity analysis tool, which instantly reviews over 80 project scenarios simultaneously, increasing confidence in the numbers by lenders due to the depth of contextual calculations, and ensuring true project-stress testing. As Wood tells us; the “sensitivity analysis just lets the lenders know what will happen if the market turns or prices go up, or cost of materials change, or the cost of work increases”.



These tools all help Stirling Ackroyd focus on what they do best: in providing a high quality report, using Aprao as a tool to provide the most value for lenders and clients. Wood states; “Aprao has really helped; it makes things a lot easier and it makes things a lot quicker...You don’t miss anything, so you don’t have to keep going back [to the numbers] and checking what you need to look at, because everything is there. It follows a logical sequence.”

During the onboarding process, the team felt supported by Aprao and empowered to start driving benefits straight away; “we had a couple of online demonstrations...the YouTube videos are very, very helpful. I think once you’ve done three or four [appraisals], it becomes second nature. You become familiar with the way it all works and it’s very, very easy to use once you know how.”

The Result

The surveyors at Stirling Ackroyd have used Aprao to create over 150 appraisal reports and estimate that it takes 50% less time to run appraisals in Aprao than their old methods in Excel spreadsheets.



Takes 50% less time to run appraisals in Aprao than Excel



Over 150 appraisals calculated using Aprao



Regularly uses Aprao 2-4 times a week



Uses Aprao for sites ranging from 10-60 units

From retail units, to commercial buildings, mixed-use and most regularly, a variety of residential properties ranging from ten-unit to 60-unit developments, Aprao helps the team respond quickly to a variety of different site scenarios and continue to maintain strong relationships with their lenders.

Dean Wood uses Aprao on average twice a week or more depending on the projects he has ongoing; “It’s quite intuitive in the way it works, so it’s very, very helpful.”

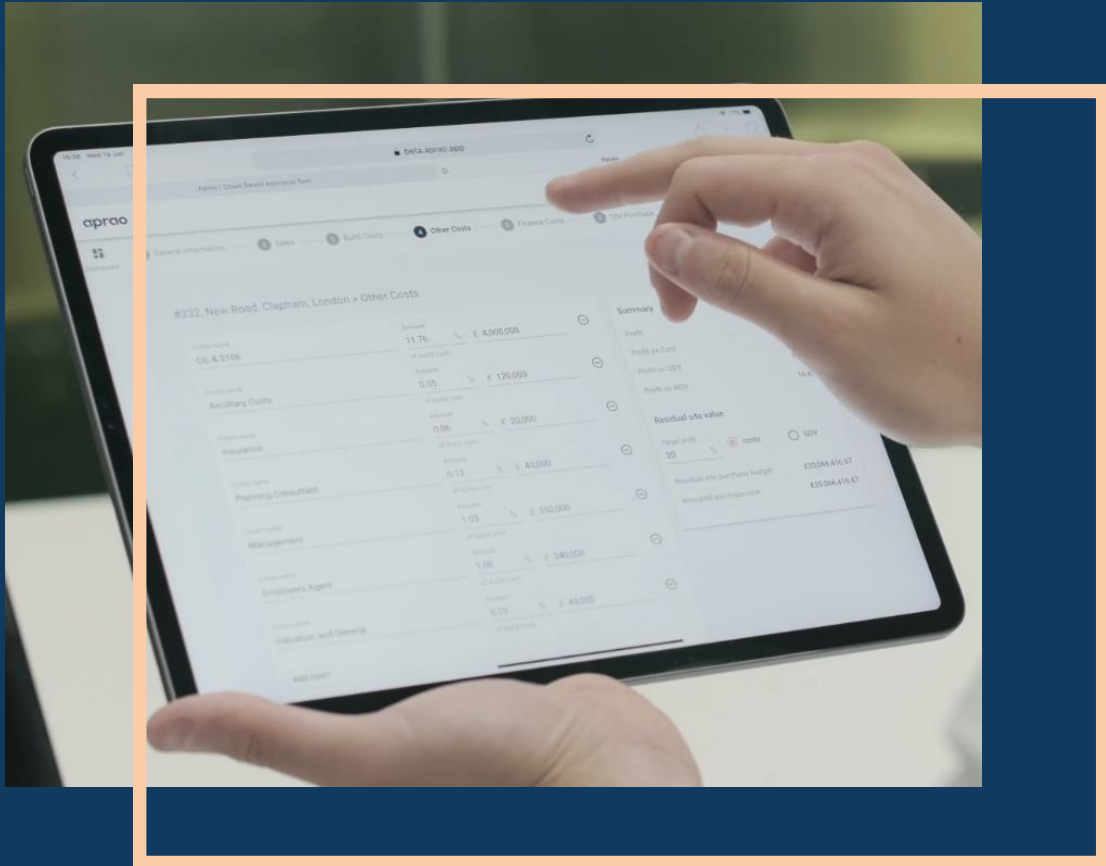
“The other software was useful, but it wasn’t as good as Aprao’s.”

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.

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