



Land Buying, Selling & Promoting for  
**Residential Development**





**TOM MAYES** MRICS  
Director

Tom is experienced in the sale and acquisition of freehold residential development land and is particularly skilled in identifying new sites for strategic residential development land. He hails from a arable farming background so is particularly experienced working alongside farmers and landowning families to realise the potential of their land assets. Having worked in the sector for over 10 years he has built up a wide range of contacts within the planning, housebuilding, construction and development industry.



**Stage 1:****EXPERTISE & CONTACTS**

We have the expertise and contacts within the industry including planning consultants, architects and land promoters to source land, leading to opportunities to sell land to a range of developers within the market place.

Due to our relatively small size, and unlike many larger companies, we can offer a tailored service which understands your exact requirements to ensure that the desired outcome occurs within the shortest possible timeframe, or one that meets with your needs and requirements.

**Stage 2:****MARKET KNOWLEDGE**

We have knowledge of the marketplace which ensures that we have an up to date understanding of the housebuilders and developers in the marketplace.

**Stage 3:****CONTACT BASE**

Due to our extensive knowledge of the marketplace, we are able to offer land on an “on market” and “off market” basis to suit individual needs and requirements.



## LAND SALES

Our core business is to source on and off market residential development land. Due to our knowledge of the market place and the contacts within it, we are able to often very quickly identify the likely purchasers of development land, regardless of land size, type or planning status.

We can sell land either: -

- On Market (Private Treaty or Informal Tender)
- Off Market (often direct with a single housebuilder or developer)

We do not consider, nor do we market or sell land on the usual property portals designed for selling residential property such as Rightmove or Zoopla as these are not designed or do they serve any useful purpose for selling land.

We firmly believe that quality development land (of which we involve ourselves with) and parcels will sell either on a direct marketing basis (to a range of restricted developers with a requirement of the land being offered), or off market transactions whereby one developer can be identified to work alongside to broker a one to one deal.



**We are particularly keen to hear from anyone with the following types of land:**

- ✓ Farmland close to the edge of villages and towns
- ✓ Former/existing commercial premises close to existing residential premises
- ✓ Complete Farms
- ✓ Any land that is close by/near to existing residential settlements

## LAND PROMOTION (UK WIDE)

Not only are we able to secure purchasers for land with the benefit of an existing planning consent in place, we also actively work with selected partners on a “one to one basis” who will secure land without planning consent (“Land Promoters”) to promote land in partnership with landowners in the hope that planning consent will be granted using a partnership arrangement for the mutual benefit of all parties.

Land Promoters will upfront all of the costs (and it should not be forgotten expertise) in attempting to obtain planning consent (at risk). Therefore there is no cost or risk to the landowner. Once the land has obtained planning permission, the land is marketed on the open market to ensure the best value has been obtained for the land and the landowner and promoter share the proceeds of the sale on the agreed terms at the outset.

**WE WILL ASSESS ANY LAND ACROSS THE UK FOR LAND PROMOTION. PLEASE GET IN TOUCH**

## OTHER LAND RELATED COMPANIES

We have a wide contact base specifically with:-

- Planning consultants
- Land promoters
- New homes agents
- Architects
- Housebuilders

Due to our size, we are always able to recommend possible companies to work with in relation to any project that you may be contemplating or that you need specific assistance with. We base our recommendations on the service that they have provided in the past and their quality of work. Please contact us for further information.



## INITIAL MEETING

An initial meeting to discuss the land or development opportunity, usually on site to ascertain the extent of the opportunity.

## RESEARCH

We will assess the opportunity and recommend the best way forward whether that is a sale of the land on an agreed basis, or whether there are other solutions best suited to the land (such as land promotion if the land does not have planning permission).



## INSTRUCTION

Once we have agreed a course of action we will get to work to secure a purchaser for the site, or pass onto a suitable promoter partner for the site in question.

## OUTCOMES

We will work to secure a purchaser of the land in as short a time frame as possible, or in the case of a land promotion project, secure a suitable promoter to take the site forward as soon as possible.

In each case, work will be carried out as soon as is possible, although please note that land is not always the quickest commodity to transact due to various abnormal issues and obstacles that can sometimes arise!



Tel: 01603 931178

Email: [tom@mayesandco.co.uk](mailto:tom@mayesandco.co.uk)

Web: [www.mayesandco.co.uk](http://www.mayesandco.co.uk)

6 Upper King Street, Norwich, Norfolk NR3 1HA