



Is your land fulfilling its financial potential?

Your questions answered!



Make the most of every opportunity and secure the very best price."



# Brock Taylor Property Consultants

## Delivering value for your land

As a land or property owner, you'll no doubt appreciate that you possess a valuable asset. But are you aware of all the development opportunities available to you? And if you have already applied for Planning Consent with a view to selling, did you know that there are many lucrative options open to you that are often overlooked? Put simply: your land could be worth more than you think.

We're Brock Taylor, and we're the local experts in providing landowners like you with unrivalled insight and intelligence, and on introducing them to trusted property buyers and local specialists. We've identified that your site has development potential and we wanted to offer you the benefit of our unrivalled advice and experience.

**If, after reading this, you want to find out more about what we can do for you, please get in touch. We'll help you make the most of every opportunity and secure the very best price.**

*The Brock Taylor way...*

We are not estate agents – although we do work with a trusted few on a regular basis. Our primary role is to help you navigate the many pitfalls that can occur when assessing a valued site. Plus, we've got the expertise and experience of dealing with a range of national, regional and local house builders, so if you're thinking of selling, we can often introduce you to a serious buyer.



HELPING YOU NAVIGATE  
THE BEST WAY FORWARD

## *The Brock Taylor way...*

We recently worked behind-the-scenes on a straightforward house sale that evolved into a subject-to-planning offer that will see 26 private properties built on a single piece of land – we're sure you'll agree, that's a significantly more profitable result for the landowner.

And whether your site is considerably bigger or you own a parcel of land that is more modestly-sized, it really is worth getting in touch for a no-obligation assessment.



EVERY SITE IS UNIQUE

## What types of sites are of interest?

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Currently, many shapes and sizes of land are in demand – from uniquely-shaped parcels that often suit bespoke properties in densely populated areas, to large, open plots more suited to mixed use developments. Gardens, office buildings and commercial properties are all also desirable.

Brownfield, Greenfield and Strategic Land all have potential for any number of prospective uses – from residential housing and care homes through to retirement developments and affordable housing.

It pays to seek advice – from a trusted expert like Brock Taylor – as even plots that might seem quirky or undesirable can be surprisingly sought-after.

We're sensitive to the needs of those thinking of selling land in close proximity to their homes and neighbours. So we'll work in partnership with you, carry out community consultations when necessary, and clearly explain the process to help you achieve the level of planning consent you require to secure a sale.



It really is worth getting in touch for a no-obligation assessment."

# Will I have to pay extra taxes?

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It depends on your circumstances. At the moment, in most cases any profit made from the sale of a Private Principal Dwelling (or part of it) is tax free. However, Capital Gains Tax may apply if you sell a property that you don't live in.

It's worth bearing in mind that many within the industry are predicting the introduction of a land tax of up to 40% at some point in the near future – so it may well be worth your while to act quickly to reap the full rewards of a windfall.



A service with total discretion.”

The information provided in this brochure does not constitute professional financial advice. We strongly recommend that you consult a professional adviser before proceeding with any financial transaction.

*The Brock Taylor way...*

Our clients range from private landowners to high net worth individuals and we are entirely comfortable working with those who demand a service with total discretion.



DISCREET SERVICE

## *The Brock Taylor way...*

If you own a property or piece of land that may have potential, we can help you navigate the planning system (if necessary) and negotiate with possible partners such as house builders. We can also offer advice and insight that will help you maximise its value.

We are adept at adding value for our clients at any stage of this process. Submitted planning? Awaiting a decision? Been refused? Consented? We can help.



CREATING VALUE

## What's involved in the process?

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There's no doubt that the various stages of the planning process can be complex and difficult to navigate – especially for those getting involved for the first time. Similarly, working to given timescales is an important consideration.

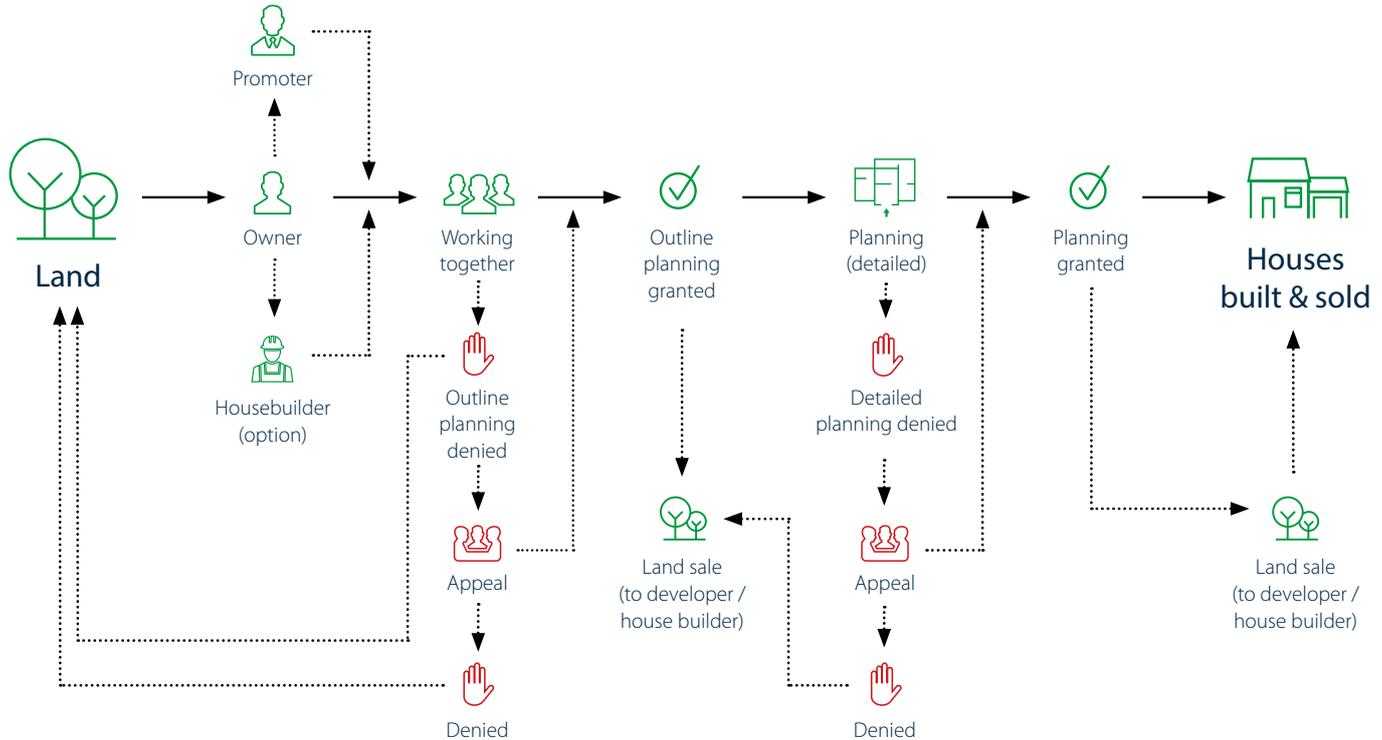
The following flow chart simplifies the process, and it's worth pointing out that you should familiarise yourself with the credentials of the experts you'll work with at each stage. It pays to ensure that these experts can demonstrate a detailed and up-to-date awareness of the current process and of the skills required to secure a suitable and profitable Planning Consent.



Submitted planning? Awaiting a decision?  
Been refused? Consented? We can help.

# From land to home

## Stages of the planning system



# What part does planning Play?

## *The Brock Taylor way...*

We advise land owners on the disposal of land with or without Planning Consent, and are often able to suggest improvements to existing plans which may boost a site's value and saleability. It's worth noting that bigger is not always better; our understanding of current market demands can make a big difference to your site's final asking price.



EXPERTISE & ADVICE

Land tends to be offered for sale in one of three ways:

- 1) With Planning Consent
- 2) Without Planning Consent
- 3) Subject to Planning Consent

When a piece of land is sold 'Subject to Planning', the interested buyer will agree to buy the site and exchange contracts as long as they are able to secure the Planning Consent they need to develop on the land. (This agreement will be covered by what is known as either an Option or Conditional Contract – see page opposite.)

So, it becomes the buyer's responsibility to submit the planning application at their own cost and when - or crucially: if - the Planning Consent is granted, the sale will be completed. And while selling a site in this manner has its risks and can be a protracted, lengthy process, it is by no means insurmountable.

Both of the other selling options are common and perfectly valid (although of the two, a site offered with Planning Consent is often the most sought-after). Similarly, a development that suits the local buyer profile makes good business sense and furthermore, the site will be even more desirable if the Consent has made the most profitable use of the space available.

“ With our help, you can achieve the best possible price with the least possible fuss.”

### NEGOTIATING CONTRACTS

It's common for developers to employ special legal measures such as Conditional Contracts when they are speculating on a piece of land, but need Planning Consent to allow them to carry out the developments that they deem necessary. Another negotiating tool is an Option, which is more informal than a Conditional Contract and involves the developer paying the landowner a small premium to, in effect, reserve the land for future purchase.

Alternatively, there is also a (less common) Lock Out, which is an agreement between a landowner and a potential buyer that prevents the landowner from selling to anyone other than the buyer for a fixed period of time. This measure is normally used to provide the developer with an opportunity to carry out detailed investigations and surveys.



We have the expertise and experience to advise landowners on Options, Conditional Contracts or any other aspect of sales negotiation.

*The Brock Taylor way...*

When it comes to negotiating a Conditional Contract, we can also help developers/purchasers submit the most appropriate planning application for their needs and budget. Our knowledge of the land and property development industry, and of the parties involved, enables us to offer unrivalled advice and insight.

With our help, you can achieve the best possible price with the least possible fuss.



SECURING THE BEST TERMS



The Brock Taylor way...

Delivering value for your land



“Viable, successful and profitable developments require a long-term vision.”

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- We are an established company with decades of experience in this specialist sector. As such, we enjoy an enviable track record of identifying sites that are ideally suited to development.
- When it comes to selling, we are committed to helping you make sense of the options available to you, while ensuring that you get the very best returns.
- Furthermore, we are experts at releasing ‘hidden’ values from properties by working with trusted architects and planners to achieve great results from even the most challenging opportunities.
- We’ve got a proven record for delivering on-target pricing advice and market research, and have fostered valuable relationships with experts you can count on.
- Plus, we’ve got the expertise and experience of dealing with a range of local and national house builders so when you’re thinking of selling, we can help you secure the very best price from a serious buyer.
- We thrive on challenges and have built a reputation on resolving complicated site issues relating to title, planning, access and environmental concerns.
- Our business is agile and able to meet your needs. We are able to offer a full range of services from the discreet placing of land to a select number of proven clients, to a full sales and marketing service on a national scale.
- And while we’re proud to advise our clients on the most effective and efficient method of sale, we don’t specialise in ‘quick fixes’. Viable, successful and profitable developments require a long-term vision and hard work.

## OUR SERVICES IN BRIEF

- We specialise in the open market sale and marketing of buildings and Brown - and Greenfield sites, both with or without Planning Consent. We also handle the off-market acquisition of these assets.
- Our retained client service is aimed at developers looking to source a range of development opportunities including residential, commercial and social housing schemes.
- We offer expert negotiation advice for Conditional Contracts and Option agreements.
- Another of our specialist services is Land Assembly, where a single site is formed from a number of adjoining pieces of land.

## If you have land to sell, our team is on-hand to help.

Get in touch for an intelligent discussion about the options open to you – there's no obligation and we will treat your enquiry with the discretion it deserves.

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