

# Your land Your options

An experts guide  
for landowners

A proud member of:



**LAND & NEW HOMES  
NETWORK**

# Here to help you make the right move

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As a landowner, you'll be aware that your land is valuable. You may also know exactly what it's worth, whether property development is an option for you, and how to secure planning permission. Or you might just have a distant plan to sell the land sometime in the future.

Whichever stage you're at right now, we'd urge you to do two simple things:

1. Read this guide
2. Talk to us

Why? At Kingshills we specialise in helping landowners like you identify the opportunities (and navigate the potential pitfalls) that lay ahead.

You'll find valuable advice and guidance in this booklet and we can help you maximise your profits at any stage of the process. If you decide to sell, we can often introduce you to a serious buyer.



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**Stephen Grace**  
Owner Director

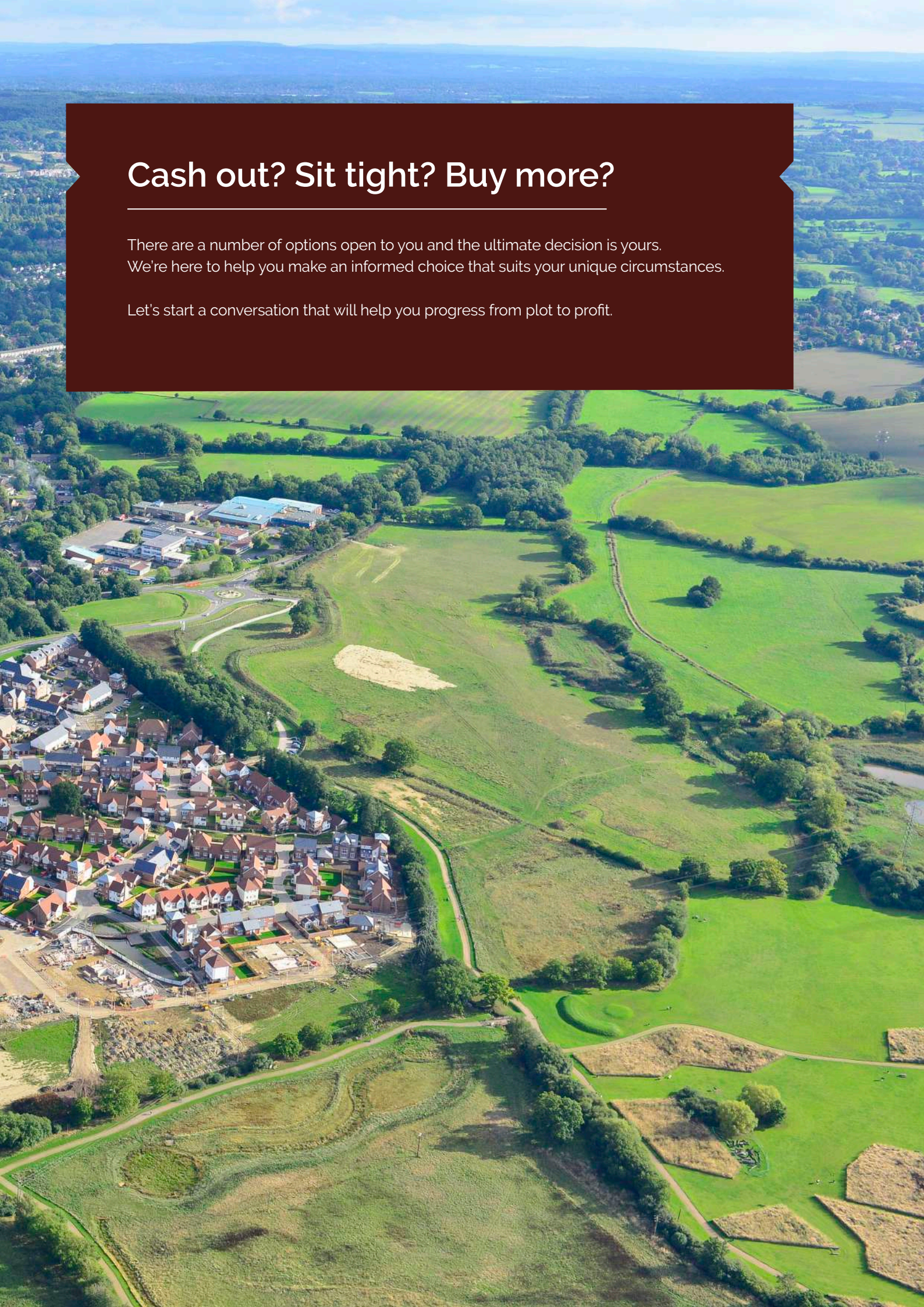
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# Cash out? Sit tight? Buy more?

There are a number of options open to you and the ultimate decision is yours. We're here to help you make an informed choice that suits your unique circumstances.

Let's start a conversation that will help you progress from plot to profit.



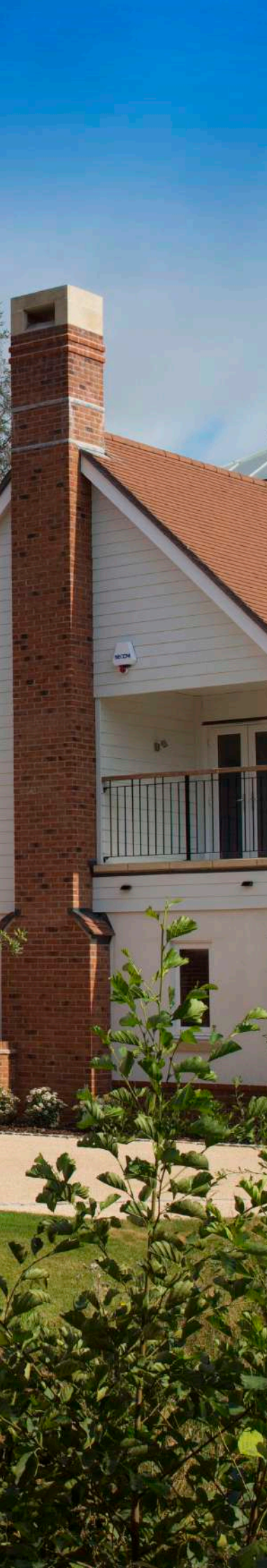


# How we can help you capitalise

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First thing's first: we're land experts, not estate agents. We do often work with trusted estate agents (which is a real benefit, as you'll discover), but we operate independently, which means that we can give you objective insight and the benefit of our experience even if you're not ready to sell.

Ultimately, we're consultants. We talk to landowners about their sites, their needs and their expectations, and then we help them get to where they need to be.



## At a glance: our services and strengths

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- We are experts at releasing 'hidden' values by working with trusted architects and planners to achieve great results from even the most challenging sites.
- We thrive on challenges and have built a reputation on resolving complicated site issues relating to title, planning, access and environmental concerns.
- When it comes to selling, we'll help you make sense of the options available to you.
- Our business is agile and able to meet your needs. Talk to us about any opportunity from the discreet offering of land to a select number of trusted buyers, to a full sales and marketing service on a national scale.
- 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 don't specialise in 'quick fixes'. We are committed to securing favourable terms as well as the best possible prices.
- 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.





# Site spotlight

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.

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.

## Understanding the market

Right now, there is an unprecedented demand for land. From uniquely-shaped parcels in densely populated areas, to large, open plots, there is an appetite for development across the board. Gardens, office buildings and commercial properties are desirable, as is Brownfield, Greenfield and Strategic Land.

And critically, the planning laws have been overhauled in recent years. It's now far easier to convert the use of many buildings and in some instances it's possible to extend without planning consent.

As a landowner, this all puts you in a far stronger negotiating position than ever before – whatever your long-term goals are.

## Understanding your situation

Few pieces of land are developed in isolation and there is often an impact on neighbours or the local community. So we'll work in partnership with you, act with discretion and sensitively carry out community consultations when necessary.

It's also worth noting that your land may be worth more if sold as part of a bigger plot in conjunction with a neighbour (known as Land Assembly). We can advise you on how to create the most compelling proposition for your market.



# Opportunities at every stage

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**If you're pushing ahead with construction, we can provide unrivalled local insight into current values, on-target market research and pinpoint where your emerging competition lies.**

The various stages of the planning process can be complex and difficult to navigate, and while the flow chart (right) plots the typical path from piece of land to property development, there are nuances to consider.

Did you know that it can often be more profitable to sell before you start building? We often work with trusted

local agents that have serious buyers waiting and, if selling is something you'd consider, can help you secure the best profitable price.

Our land specialists can provide you with the clarity you need for your specific situation. There's no charge and no obligation.

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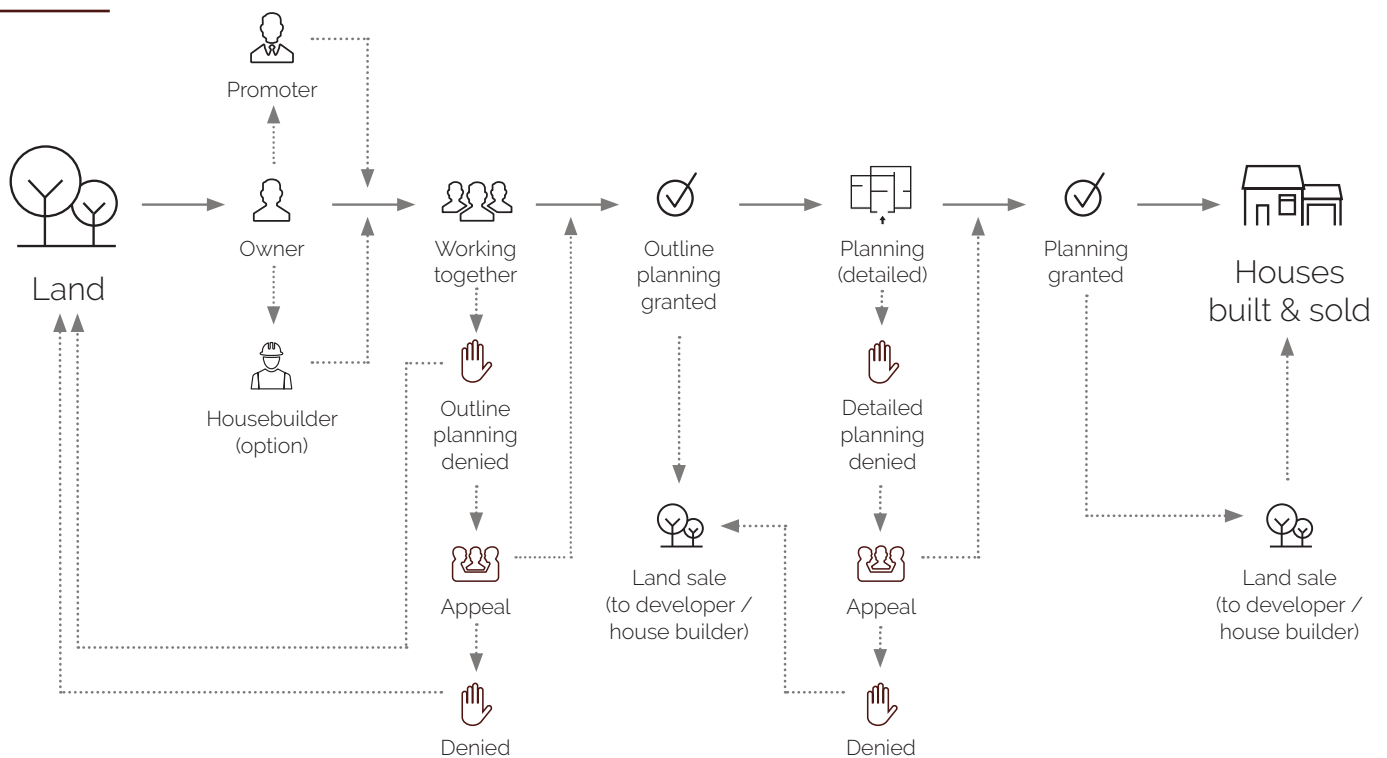
Submitted planning? Awaiting a decision?  
Been refused? Consented?  
We can help.





# From land to home

## Stages of the planning system





## Your bespoke **strategy**

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We can advise you on the disposal of your land with, without or subject to Planning Consent. And often, we'll be able to suggest improvements to any existing plans that will boost the site's profitability.

### **Contracts decoded**

When a piece of land is sold 'subject to planning', the interested buyer will agree to buy the site and exchange contracts in an agreement covered by what is known as either an Option or Conditional Contract. 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.

Sound confusing? It can be. But we have the expertise and experience to advise you on Options, Conditional Contracts or any other aspect of sales negotiation.

Our knowledge of the land and property development industry, and of the parties involved, enables us to provide you with the right advice and information for your situation.

Crucially, we'll help you achieve the best possible price with the least possible fuss.

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When it comes to land, bigger is not always better; our understanding of current market demands can make a big difference to your final selling price



# Money matters

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When landowners get in touch with us, they typically ask us these two questions:

1. What do you charge to look at my land?
2. If I do sell, will I have to pay tax on it?

Let's tackle the more complex answer first: tax.

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

**No charge, no obligation**

When it comes to the first question, the answer couldn't be simpler.

We won't charge you anything for an initial consultation.

We'll be able to give you some of the answers you're looking for straight away, and will provide you with a clear strategy for taking things to the next level – although there's absolutely no obligation to do so.

In our opinion, it's a win/win situation for any landowner. Why not get in touch to find out more?


\* This information does not constitute professional financial advice. We strongly recommend that you consult a professional adviser before proceeding with any financial transaction.

## Landowner?

# We're here to act in your interests

Our consultants can advise you on everything from navigating the planning process to selling your land for the best possible price.

**We're not estate agents,  
we're land experts. Let's talk.**

 01494 939868

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