



INSIGHTS

A proud member of:



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What's your land worth today?

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The times are changing

As we head towards autumn, there's positivity in the air. Pandemic restrictions are easing, there is hope of a return to normality in the not-too-distant future and **the housing market continues to be red hot.**

At the same time, we're starting to see the impacts of the past year on our high streets, with businesses closing or moving out in favour of less expensive premises. We've spoken about the changing face of our high streets over recent years, and this has only been exacerbated by the fallout from COVID-19.

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the demand for land right now is incredibly high, particularly in these already densely populated areas. So, what does this mean for you as a landowner?

If you've been considering selling your commercial property or land; demolishing and replacing an existing unused building; or if you have a garden or grounds large enough to consider selling it off for development, you can expect great returns if you get the ball rolling now.

Your options are worth exploring at the very, very least, and we have a team of experts on hand who can offer the advice and support you need. **Why not give us a call for a no obligation chat?**

OPPORTUNITY UNDER YOUR FEET

Do you know the value of your land?



With our changing high streets and the expectations of post-pandemic life continuing to shape the way we live our lives, land within our towns and cities has continued to be seen as valuable for a number of mixed uses.

As government and planning policy moves to support development and regeneration, we're seeing an **ever-increasing demand** for new plots of land, or opportunities for new builds.

All of this means it is a **great opportunity for landowners to reassess their options**, to begin the conversation and investigate the value of their assets so they can make informed decisions about how to proceed.

If you're looking for clarity about what your plot is worth, or have questions about planning, developing or selling, we can give you the answers you need.

We have access to exclusive land data and technology, and have created ways of working that are completely COVID-safe, so we can provide you with the most accurate information as possible, risk free.

We will appraise your site, analyse our live database for relevant local planning applications and assess the latest market data, as well as consulting our national network of active and passive buyers.

RECENT RULE CHANGES

How easy is it to develop your commercial property?

Following on from changes to Permitted Development rights introduced in August of last year, which allowed for the upwards extension of commercial or residential buildings for the purposes of residential development, **there are further changes coming this summer**.

From Sunday 1st August 2021, new Permitted Development rights allow owners of unused commercial buildings to consider conversion to residential use.

Known as Class MA, the new rights will apply subject to:

- The building being no bigger than 1,500m².
- Having been unoccupied for a period of three months prior to an application.
- Categorised as Class E (commercial, business and service) use for a period of at least two years.

There are of course other criteria to be considered too.

Shortcutting this need for formal planning approval will make premises of this nature particularly sought after.

If you have any questions about whether you meet the criteria, why not give us a call?



HIDDEN VALUE

Are you sitting on a property goldmine?

Have you ever wondered if that large garden that takes so much time and effort to tend could, in fact, be put to better use?



Words: Stephen Grace, Owner



Depending on your situation, you may find that selling off a piece of that land for development could free up a life-changing sum. And if you live in a densely populated area, that potential plot might not need to be as large as you would think to be highly sought after.

Before you begin, we recommend consulting your neighbourhood's local plan - this will often offer valuable insight into whether a development is likely to be viewed favourably in your area.

But there are some other things you will need to think about:

- **You must own the freehold of your property**
- **Are you in a conservation area?** This may present an issue but is not necessarily a 'showstopper'.
- **Do you live in a listed building?** If the garden is large enough this may not prevent development.
- **What's the access like to the site?** Could the new house share your existing drive? For ease of access,

corner sites are particularly sought after.

- **Are there existing large trees?** Depending on where they are situated, these are not necessarily a drawback as an attractive scheme can be designed around them.
- **Are you concerned your neighbours will object?** Of course, planners will listen carefully to neighbours' reservations, but ultimately it is they who decide whether your land can be developed, not those living around it.

MORE SOLUTIONS

No garden? No problem.

Do you own a commercial premises with grounds bigger than you need, a disused garage or even commercial premises with space to play with?

In the current market, any brownfield land is valuable land and worth considering as a development prospect.

If you're wondering if a parcel of land you own might be suitable, why not give us a call? We can provide you with a no obligation appraisal of the land and its potential, including a valuation of the site as it stands today - and what any potential development could be worth tomorrow.

FEATURE

Why it pays to use an agency that specialises in land



“WHEN YOU’RE STARTING TO THINK ABOUT DEVELOPING YOUR LAND, YOU MAY WONDER WHO THE BEST PERSON IS TO REACH OUT TO FOR SUPPORT. IS IT THE LOCAL ESTATE AGENT WHO HAS WORKED IN THE AREA FOR YEARS, OR IS IT AN AGENCY WHICH SPECIALISES IN LAND AND NEW HOMES?”

10 REASONS TO CONSIDER A SPECIALIST...

1. We'll secure you a better price

Because we deal with developers and housebuilders every day, we talk their language and understand their needs. We also understand the various stages of the planning process and how the challenges of urban development can be overcome.

2. Outstanding sales skills

Selling property and selling land are two very different skillsets. We excel at land negotiations within our towns and cities.

3. We probably already know your buyer

Thanks to our network of housebuilder and new homes contacts, it's likely we already know someone who would be interested in hearing about your land's potential.

4. We know the right price

Thanks to exclusive access to the leading land insight technology and local sales data, our team knows how to value brownfield land accurately.

5. Land deals are our sole focus

Our dedicated land and new homes team are truly specialists. This is what we have been doing for many years and our experience will secure you the best possible returns.

6. We're nationally connected

As members of the Land & New Homes Network, we have a nationwide database of experts including planners, architects, and of course, property developers and housebuilders to call on.

7. We offer a range of options when it comes to fees

You'll hear plenty of land agents tell you they'll pass the fee on to the developer, but is that the best way to get the value you deserve? You can find out more about the way we charge in our fee document (simply ask for your copy).

8. Planning won't be a problem

Our longstanding experience in this area means that we know how best to get these kinds of planning applications approved.

9. We have all the bases covered

If your site appeals to developers that are looking to sell and/or let the properties after build, we have partners in those areas of our business, who will be happy to help us put together a compelling sales package.

10. Your needs are our priority

We've built our business on getting the best possible deals for land. And we'd love to do the same for you.



To learn more about Kingshills, get in touch today:

☎ 01494 939868 🌐 [kingshills.co.uk](https://www.kingshills.co.uk)