

The Science of Site Finding/Planning

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Who Am I

- Established London office of Turner & Townsend
- Sold my first property business to Guy Hands at Terra Firma
- MD of the George Soros backed global property fund
- MD of Mapeley in the purchase of the whole Inland Revenue estate
- MD of Morison the £1bn turnover construction/service business
- Director of Costain the UK listed Civil Engineer

The Small Builder/Developer

- Defined by building less than 100 houses/year
- Turn of the century built 50% of all UK houses
- Currently 12% and reduced in numbers from 12000-2500 companies
- So Government asks why so few houses being built?
- Sector controlled by the monopoly of large house builders
- Dedicated to Green Field and not Brown Field development
- End of political statement

The History of Site Finding

- Locally based “who do you know”
- The “Off Market” agent deal
- Cruising the town you live in
- The letter drop/door knock
- So what has changed in the world?

Utilisation of Technology

- Big data/Artificial Intelligence or just a simple database?
- Software configuration or database search engines?
- Land Registry site mapping
- Searching of Planning Authority portals
- Or just buy or subscribe to a proprietary model (will tell you the best)
- Coming soon “WE BUY ANY LAND”

The Planning Authority 15 Year Plan

- Current status and credibility of plans
- Need to define and satisfy 5 year housing need
- Early statement of land designation change
- Large areas or specific sites?
- Early direct contact with relevant land owners

The Rejected Planning Search

- Define a search within a Planning Authority
- Specialist planning review of grounds for rejection
- The professional Design & Access Statement
- Changes in planning law
- Correct use of the appeal process (officer support)

End of Terrace Example

- Town planning of council estates
- Map any estate in the UK
- Overlay with Planning Approvals for houses
- Search and mailshot/door knock estates
- Keep an eye on mortgage statements
- Buy the end of terrace house

The Black Art of Planning Approval

- Definition of Planners/Architects
- The Planning Committee are normal people?
- First time or last time buyers
- Speak to the neighbours and get support
- Lobby committee members
- Time your appeal decision

In Summary

- Establish what you are looking for
- Develop your technology to map opportunities
- Personalise electronic mailshots and door knocks
- Communicate with neighbours and Planners/Committees
- Unite with the small builder/developers to grow together
- A small step for mankind but a giant leap for our industry

Thanks for listening
Any questions?

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