CASE Study - Land Acquisition





DETAILS

- Acquisition of numerous sites across the UK, for a residential developer
- Agreed deals on sites from Aberdeen to Essex
- All available sites considered, including many off-market opportunities
- Strong team of support staff to monitor and ensure full market coverage



TIMING

- c. 4000 sites reviewed and filtered over the last 3 years
- c. 200 Site Packs produced by CorProp, containing detailed site information required by the client's funder for cross-referencing and Board Approval











ACTIVITY

- Regular meetings held with the client for progress/search area requirement updates
- Searched over 107 locations across the UK
- c.590 opportunities presented to the client
- Approval of c.200 sites, produced individually into Site Packs for Board Approval
- Thorough due diligence carried out for each opportunity, including information on planning status, flood, access, ground conditions, value, vendor expectation etc



ACHIEVEMENT

- Agreed deals on over 35 sites in the last year; sourced land for c.55 sites in total
- Reduced developer's site selection effort significantly. 1 in 3 sites approved by client's internal due diligence and cost appraisals
- CorProp filtered opportunities from c.1% hit-rate from the marketplace, to 33% when presented to client
- Expedited the client's decision-making process through clear presentation and advice