# CASE Study - Land Sourcing/Buying





#### **DETAILS**

- C3/C2 Use nationwide
- CorProp instructed to source and purchase land on behalf purchasing developers/providers



#### **TIMING**

- Assessment period 4 years
- New site opportunities presented each week, reviewed in regular Land Meetings



## **ACTIVITY**

- Searches for development opportunities conducted nationwide
- Site opportunities managed and updated to ensure no oversight or missed opportunities
- Regular industry mailings, desktop and 'on ground' searches
- Land Registry and map based searching to identify off-market opportunities
- Liaising with industry contacts regularly
- Constant attention to Client needs
- Advice provided on complex/unconventional sites, including refurbishments





### **ACHIEVEMENT**

- Over 46 sites of Client land requirements satisfied by CorProp over 3.5 years
- Searched c.4000 sites, filtered to 600 and selected 240
- Improved search to selection from 6% to 40% for Clients, plus high purchase results