



Regional Land, Planning & Development Consultancy Track Record

Your partners in property

Welcome to the Regional Land, Planning & Development Consultancy Track Record

The Land Teams have been busy advising on both the unique and large land transactions, including one which won the prestigious 'Deal of the Year' award. The Planning and Development Consultancy team is growing from strength to strength. They advise on a range of complex sites, some for regeneration in the city centres, and others for large urban extensions and new settlements.

The core service lines are supported by the world renowned Knight Frank Research Team, providing market facing intelligence to help inform and direct client decision making.

All of this from the Birmingham, Leeds, Stratford, Cheltenham, Bristol, Guildford and Cardiff hubs. Allowing the Regional Team the flexibility to work from multiple hubs gives greater market exposure, leading to well rounded but tailored and independent advice for all our clients. Whether selling new homes in the Cotswolds or Birmingham city centre, submitting a planning application or selling land with the benefit of planning permission, the Knight Frank Regional Team has a specialist on the ground ready to help.

So whether you're looking for advice on how to maximise the value of your land, require market insight or would simply like some assistance, please don't hesitate to get in touch.



Mark Evans

Partner, Department Head -
Regional Residential Development

Our offices

With offices located across several counties and cities, we cover the entire Central region, South West and South East.

Our main hubs include the UK’s ‘Second City’ Birmingham, the historic spa town of Cheltenham situated on the doorstep of the glorious Cotswolds, and the home of Shakespeare, Stratford-upon-Avon. Additionally, we serve the South West from our Bristol office and the South East through our Guildford hub.

South West

- ◆ Bristol
- ◆ Bath
- ◆ Exeter

North

- ◆ Leeds
- ◆ Manchester
- ◆ Sheffield

North Central

- ◆ Birmingham
- ◆ Shrewsbury

South Central

- ◆ Stratford-upon-Avon
- ◆ Cirencester
- ◆ Cheltenham
- ◆ Oxford
- ◆ Worcester

South East

- ◆ Guildford
- ◆ Virginia Water
- ◆ Ascot
- ◆ Weybridge
- ◆ Cobham
- ◆ Esher
- ◆ Winchester
- ◆ Hazelmere
- ◆ Basingstoke
- ◆ Beaconsfield
- ◆ Hungerford

South Wales

- ◆ Cardiff



“
Buy land; they’re not
making it anymore.”

MARK TWAIN

Land Agency & Development Consultancy

The constraints on land supply in an island nation are hard to underestimate.

At Knight Frank, we know that land is vital to our economy – it’s at the heart of everything we do. Our highly experienced nationwide team has the necessary expertise, knowledge and proven track record of success to provide practical and creative advice on all aspects of development land.

We have a deep understanding of the complexities and challenges involved with both transacting and consulting on land. We relish in sharing our knowledge of the land and development sector with our clients. Whether strategic, brownfield, greenfield, existing buildings, unconsented or consented, we do our utmost to ensure that our clients maximise potential land values through innovative solutions.

Our clients range from those with land capable of delivering just a few units to those whose land can accommodate thousands. We provide advice to those in the public, private or commercial sectors – whether an investor, owner or developer

We’re a nationwide business and we work alongside colleagues in various teams, such as Capital Markets, Planning and Valuations. In addition, our global network enables us to gain insight into international trends.

Our services


- ◆ Development land agency
- ◆ Option & promotion agreements
- ◆ Development partnerships
- ◆ Legacy & stewardship advisory
- ◆ Joint venture agreements
- ◆ Building lease/licence
- ◆ Development consultancy & viability
- ◆ Acquisitions
- ◆ Site searches
- ◆ Land swap negotiation
- ◆ Ransom strip negotiation
- ◆ Overage provisions & negotiations
- ◆ Affordable housing

Team members




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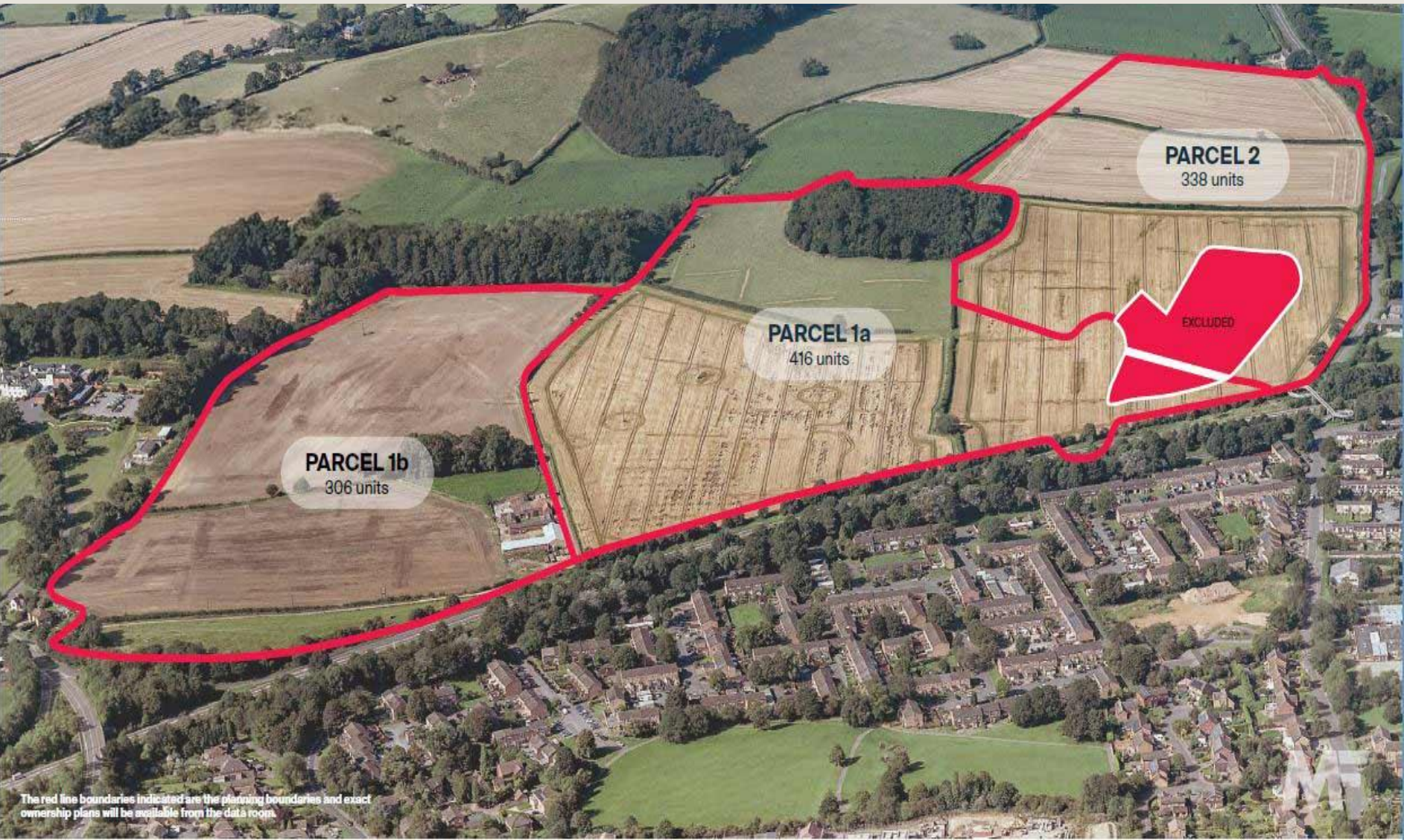
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Malabar, Daventry

Details	120 acres planning in place for 1,100 homes and local centre
Client	Private Client
Key Activities	Development consultancy, marketing and disposal advice
Project Status	Sold as a whole to Spitfire Bespoke Homes
Deal Value	Confidential
Date	Q1 January 2022

Stewartby Brickworks, Bedford

Details	1,000 units with planning permission
Client	Hanson Packed Products Limited
Key Activities	Development consultancy, marketing and disposal advice
Project Status	Unconditional sale to Harworth PLC
Deal Value	Confidential
Date	Q3 September 2024



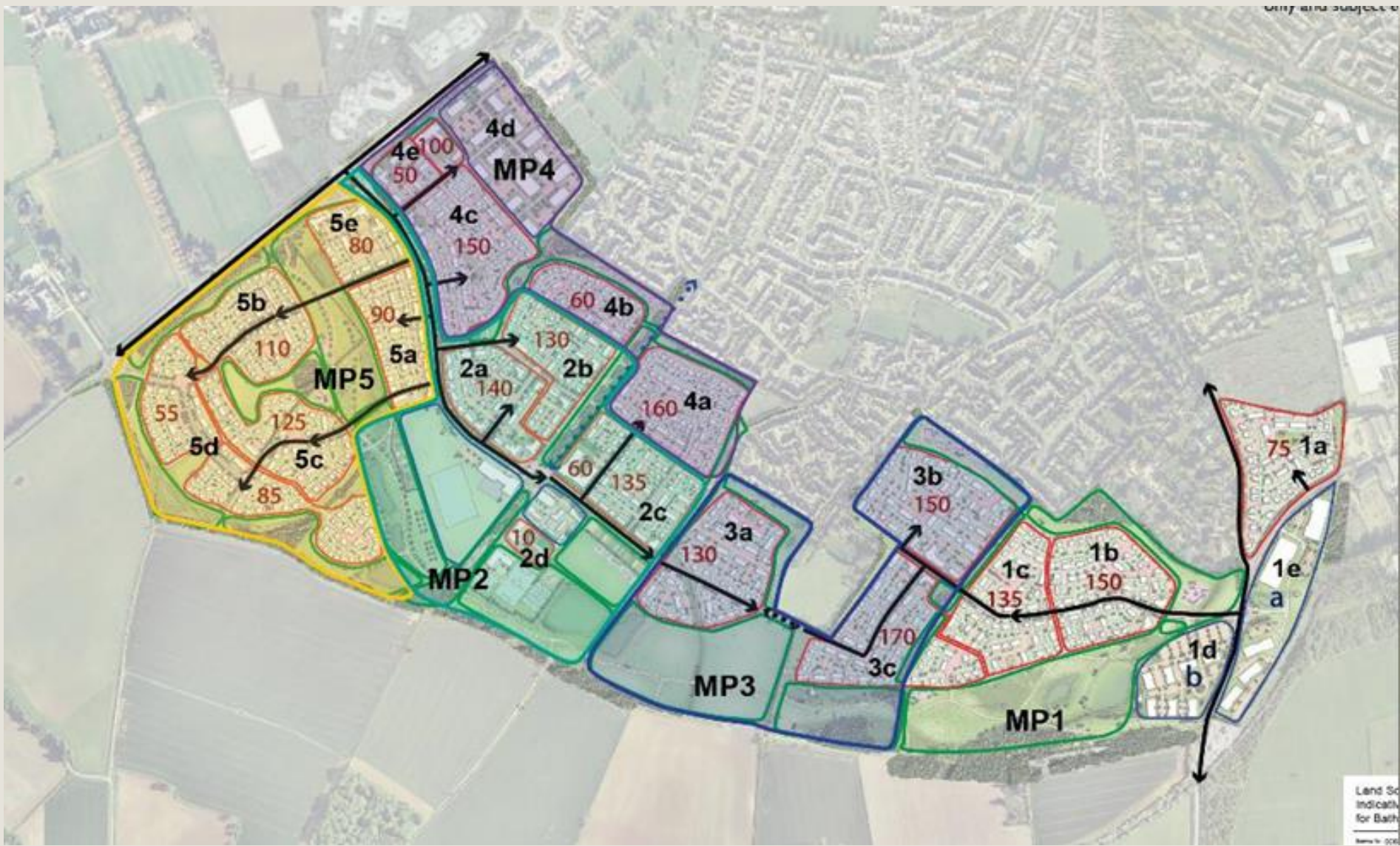
Hampton in Arden, Solihull

Details	8.8 acres with planning permission for 109 homes
Client	Private Land Owner
Key Activities	Development consultancy, marketing and disposal advice
Project Status	Unconditional sale of main site to Barratt David Wilson with an option to bring in additional units
Deal Value	Confidential
Date	Q2 June 2022



Higham Ferrers, Northamptonshire

Details	Greenfield land (29.01 acres) allocated for residential development within the local plan for the provision of approximately 300 homes
Client	Duchy of Lancaster
Key Activities	Consultancy and agency
Project Status	Sale complete
Deal Value	Confidential
Date	Q3 August 2022



Bathurst Estate, Cirencester

Details	2,370 units
Client	The Bathurst Estate (land owner acting as master developer)
Key Activities	Development consultancy, marketing and disposal advice
Project Status	Partnership route, delivered by a consortium of high quality SME
Deal Value	Confidential
Date	2022 ongoing

Gaydon, Lighthorne Heath

Details	23.5 acres with planning in place for 259 homes (Phase 1)
Client	Homes England
Key Activities	Development consultancy, marketing and disposal advice
Project Status	Sold to Vistry Partnerships under a build license structure
Deal Value	Confidential
Date	Q2 April 2022



Schedule of Accommodation						
House Type	Layout Code	Area m2	Storey	Total	Total Area m2	Total Area m2
1b2pFOS	FOS 1b2p.57	613.53	2	1	613.53	57
2b2p Maisonette	MA 2b2p.50	338.20	2	2	676.40	3,200
2b2p Maisonette	MA 2b2p.50	645.84	2	10	6,458.4	600

Brick Kiln Lane, Mansfield

Details	183 houses with planning permission
Client	Piper Homes
Key Activities	Marketing and disposal
Project Status	Unconditional sale with the benefit of an outline planning consent
Deal Value	£5,000,000
Date	Q4 2024



Fountain Court, Birmingham

Details	Vacant 50,000 sq ft office sold unconditionally, potential for apartments
Client	Peveril Estates
Key Activities	Marketing and disposal
Project Status	Unconditional sale with the benefit of an outline planning consent
Deal Value	£5,000,000
Date	Q1 2025



Lower Essex Street, Birmingham

Details	Former city industrial units in the heart of the Chinese Quarter
Client	Galliard Apsley Partnership
Key Activities	Consultancy and acquisition
Project Status	Subject to planning for residential apartments
Deal Value	£16,000,000
Date	Q3 2023

Project Burgundy

Details	Strategic land portfolio of 4,000 plots over various sites and location
Client	Real Estate Capital Holdings
Key Activities	Consultancy and disposal
Project Status	Sold for Real Estate Capital Holdings to Wain Estates
Deal Value	Confidential
Date	Q1 2023



Redcliff Quarter, Bristol

Details	Scheme of 468 BTR and affordable units
Client	ICG
Key Activities	Development consultancy and agency disposal
Project Status	JV partner appointed to secure planning permission and forward fund exchanged with Grainger
Deal Value	£130,000,000
Date	Q2 2022

Barrow Road, Lawrence Hill

Details	Acquisition of a 2.7 acre former Mecca Bingo retail warehouse site for residential
Client	Apsley Galliard
Key Activities	Development site acquisition and planning consultancy
Project Status	Unconditional purchase completed, planning submitted for a 381 unit residential scheme
Deal Value	£4,300,000
Date	Q1 2022 and ongoing



Whitchurch, Bristol

Details	Land assembly of a strategic land opportunity comprising 36 acres
Client	Consortium of Landowners
Key Activities	Agency disposal and planning consultancy
Project Status	Promotion partner selected and ongoing planning promotion
Deal Value	Confidential
Date	Ongoing land promotion 25/26

Widham Farm, Purton

Details	10 acre strategic site with successful planning for 61 houses
Client	Private landowner
Key Activities	Strategic land agency
Project Status	Completion of Option agreement to Wain Homes, planning secured by Wain and sale price negotiation underway
Deal Value	Confidential
Date	Q3 2024 and ongoing



College House, Bristol

Details	32,160 sq ft building with ground floor retail units including a Tesco Metro and four floors of vacant offices above
Client	Columbia Threadneedle
Key Activities	Marketing and disposal
Project Status	Unconditional sale to Empiric Student Property
Deal Value	£5,600,000
Date	Q1 2024

Somerset House, Bristol

Details	16,000 sq ft vacant office block in the centre of Clifton, Bristol
Client	CBRE IM
Key Activities	Marketing and disposal
Project Status	Unconditional sale to Acorn Developments
Deal Value	£4,000,000
Date	Q3 2024



Carriageworks, Bristol

Details	Sale of 37 s106 affordable units on prominent Bristol scheme
Client	PG Group
Key Activities	S106 Affordable housing sale
Project Status	Unconditional sale of completed housing units to Sovereign Housing
Deal Value	£6,495,000
Date	Q1 2024

Bathroom Solutions, Redcliffe, Bristol

Details	219 student beds
Client	Madison Cairn
Key Activities	Agency disposal and planning consultancy
Project Status	Conditional sale exchanged and planning submitted
Deal Value	Confidential
Date	Q1 2024



Houlton Street, Bristol

Details	Proposals for large mixed-use scheme on prominent 1.7 acre site
Client	MRP
Key Activities	Financial viability consultancy
Project Status	Planning submission due Q2 2025
Deal Value	Confidential
Date	Q2 2025

Aviva Centre, Bristol

Details	Knight Frank is promoting this 30 acre site through the Local Plan process
Client	M&G
Key Activities	Development and planning consultancy
Project Status	The site has obtained a draft allocation
Deal Value	Confidential
Date	Q1 2025



Goodneston Road, Bristol

Details	Knight Frank is preparing a planning application for 1,500 new homes as part of a mixed-use development
Client	Castel Ltd
Key Activities	Development and planning consultancy
Project Status	Planning submission due Q3 2025
Deal Value	Confidential
Date	Ongoing 25/26

Spectrum, Swindon

Details	Application to alter existing Grade II* Listed building comprising 250,000 sq ft of commercial floorspace
Client	AEW
Key Activities	Planning Consultancy
Project Status	Application submitted Q1 2024
Deal Value	Confidential
Date	2024 and ongoing



Finchwood Park, Finchampstead

Details	Greenfield
Client	Cala Homes
Key Activities	Disposal
Project Status	Detailed and outline
Deal Value	£67,500,000
Date	Q1 2024



Ascot Car Park Phase 1

Details	Greenfield/Temporary car park
Client	Private individual
Key Activities	Disposal
Project Status	Allocated
Deal Value	£10,000,000
Date	2023 Q3



Ascot Car Park Phase 2

Details	Greenfield/Temporary car park
Client	Private individual
Key Activities	Disposal
Project Status	Allocated
Deal Value	Confidential
Date	Q1 2023

Perkin Elmer, Seer Green

Details	Commercial
Client	Columbia Threadneedle
Key Activities	Disposal
Project Status	Outline planning permission
Deal Value	£7,750,000
Date	Q3 2023



Junction Road, Eastbourne

Details	Car park
Client	L&G
Key Activities	Disposal
Project Status	No planning
Deal Value	£1,000,000
Date	Q3 2022

Land at Sunray Farm

Details	Stables
Client	Private
Key Activities	Disposal
Project Status	Outline planning permission
Deal Value	Confidential
Date	Q3 2020



Charles Hill Park

Details	Nursery
Client	Receivership
Key Activities	Disposal
Project Status	Detailed planning
Deal Value	£6,000,000
Date	Q4 2023

Headley Court, Epsom

Details	Brownfield site (previously developed but greenfield)
Client	Vistry Group PLC
Key Activities	Disposal
Project Status	Detailed planning for 70 residential units
Deal Value	£19,500,000
Date	Q3 2023

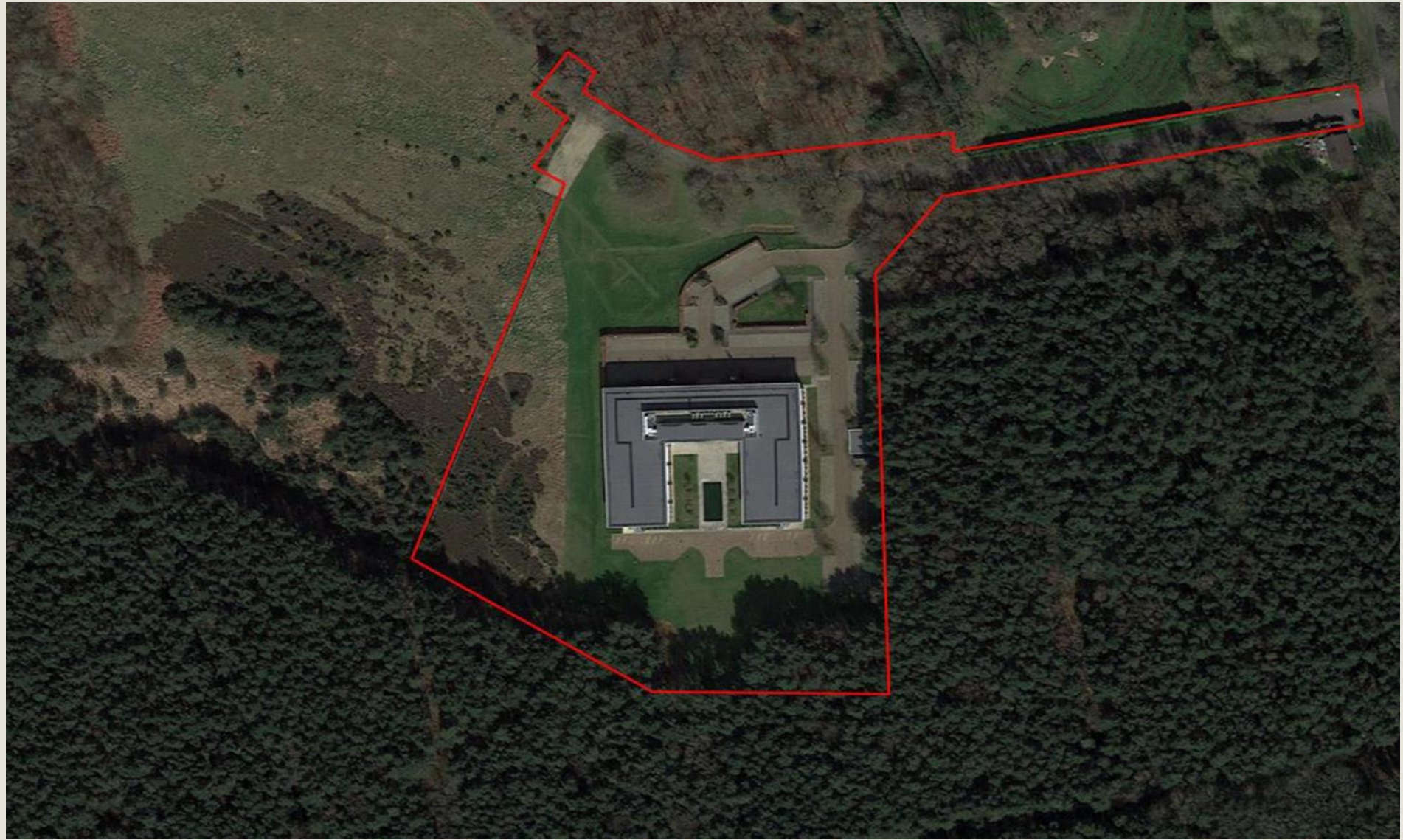


Fontwell Field

Details	Greenfield
Client	National Trust
Key Activities	Disposal
Project Status	Allocated for 40 new homes
Deal Value	£2,400,000
Date	Q3 2023

Former Civic Centre, Shoreham

Details	Commerical
Client	Adur & Worthing Local Authority
Key Activities	Disposal
Project Status	No planning
Deal Value	£2,500,000
Date	Q1 2023



Bracknell Beeches Business Park

Details	Business park
Client	S2 Bracknell Ltd
Key Activities	Disposal
Project Status	Full planning permission 349 apartments
Deal Value	£20,500,000
Date	Q1 2023

Beaufort Park, Bracknell

Details	Commercial building and associated car parking
Client	JPP Land Ltd
Key Activities	Disposal
Project Status	Outline planning permission for 68 residential units
Deal Value	£10,850,000
Date	Q3 2020



Bucklers Park, Crowthorne

Details	Brownfield site
Client	CALA Management Ltd
Key Activities	Disposal
Project Status	Outline planning permission for up to 160 units
Deal Value	£31,000,500
Date	Q1 2021

Wilton Park, Beaconsfield

Details	Part greenfield part brownfield
Client	Receivership
Key Activities	Disposal
Project Status	Submitted application for 304 units
Deal Value	£23,000,000
Date	Q2 2024



Trumps Green Road, Virginia Water

Details	Agricultural
Client	CA2D NK Homes Limited
Key Activities	Disposal
Project Status	Outline planning permission for 67 residential units
Deal Value	£14,350,000
Date	Q2 2022

Ash Green, Guildford

Details	Part greenfield part brownfield
Client	Aspen Homes Ltd
Key Activities	Disposal
Project Status	Outline planning permission for 100 residential units
Deal Value	£10,000,000
Date	Q2 2022



Anderson House, Henley, Oxfordshire

Details	Brownfield
Client	Marson Properties
Key Activities	Disposal
Project Status	Detailed planning permission for 43 units
Deal Value	£3,600,000
Date	Q1 2021

16-18 West Street, Farnham

Details	Three commercial buildings
Client	KFIM
Key Activities	Disposal
Project Status	Planning permission for change of use to 16 residential units
Deal Value	£3,750,000
Date	Q3 2022



Horns Lane, Amersham, Buckinghamshire

Details	Greenfield
Client	Buckinghamshire Council
Key Activities	Disposal
Project Status	Outline planning permission for the development of 50 units
Deal Value	£6,100,000
Date	Q3 2022

Broad Street Mall, Reading, Berkshire

Details	Shopping centre
Client	Moorgarth
Key Activities	Disposal
Project Status	Outline planning permission for the development of 422 units
Deal Value	£55,000,000
Date	Q1 2022

Birmingham Residential Development



UK BTR market update



The Build to Rent Resident Experience Report



UK Seniors Housing Market Update



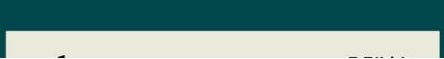
Student Accommodation Survey



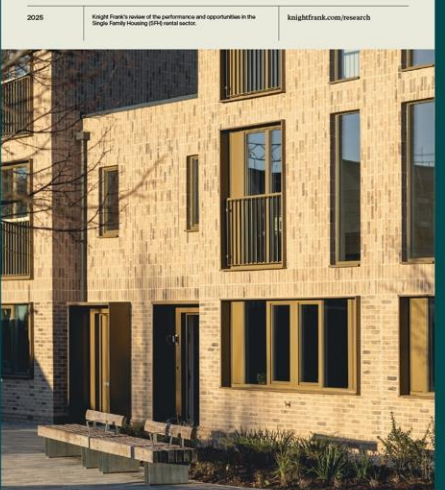
NextGen Living



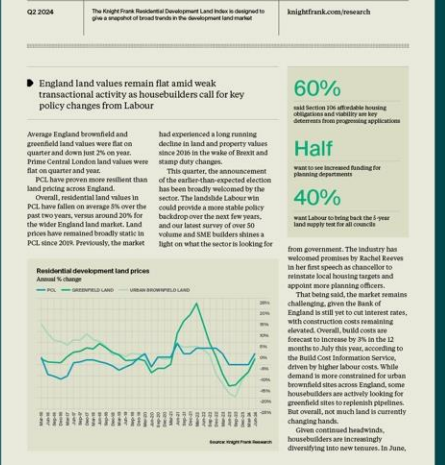
Seniors Housing Trading Performance Review



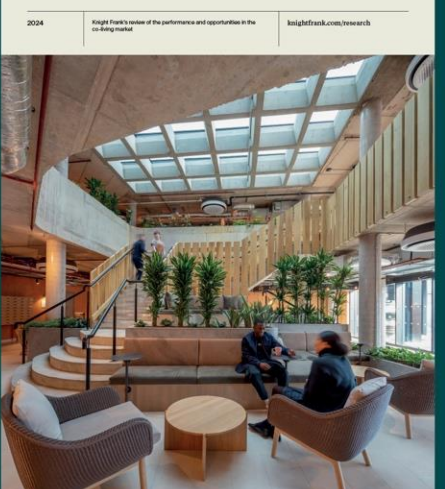
The SFH Report 2025



Residential Development Land Index



The Co-Living Report



UK Student Market Update



Access to valuable research and insights

Our team are at the forefront of global research for Residential Development & Investment.

We are key market commentators who provide the highest quality, forward-thinking data and insights.

Our consultancy work spans the full suite of living sector asset classes and development land, delivering impartial, bespoke research to all major financial institutions, developers, and public sector bodies active in the sector.

We invest in the market ourselves by conducting the highest quality primary research, ensuring our insights are grounded in real-world expertise.

You can find our latest insights online.

www.knightfrank.com/research

Birmingham Residential Development



UK BTR market update



The Build to Rent Resident Experience Report



UK Seniors Housing Market Update



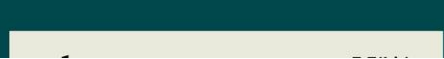
Student Accommodation Survey



NextGen Living



Seniors Housing Trading Performance Review



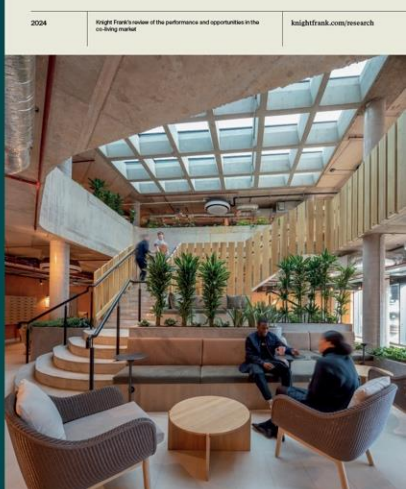
The SFH Report 2025



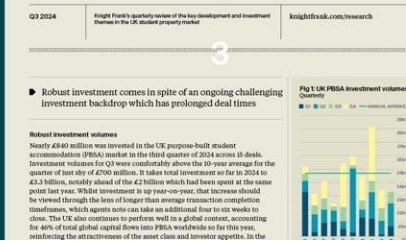
Residential Development Land Index



The Co-Living Report



UK Student Market Update



Why Knight Frank?

Founded in 1896 and headquartered in London, Knight Frank is one of the world's leading independent real estate consultancies. As your trusted partners in property, we work responsibly to enhance people's lives and environments through strategic partnerships and expert guidance.

Our clients

We provide innovative solutions for our clients that add tangible value across property sectors and services. A relationship built on trust is vital. As your partners in property, we'll always act with integrity and care when it comes to your unique needs; consistently thinking about the bigger picture to provide personalised, clear and considered advice across all areas of property.

Through our deep understanding of key markets and sectors – both emerging and established – we're dedicated to meeting and exceeding your property goals.

Our people

Knight Frank is a partnership defined by our people and the spirit of possibility. A true partnership is a balanced one, and we're both passionate about, and committed to, making our business inclusive and diverse; giving every individual the space and opportunity to perform at their best and be recognised for the immense value they bring.

We empower everyone to have autonomy in their role and encourage them to use their voice. Collaborative and engaged teams naturally provide excellent and dedicated client service. Our people are motivated and incisive, ready to ensure that your experience with us is the best that it can be.



ESG & our social responsibility

ESG is increasingly front-and-centre of property investment decisions and has an ability to shape value in multiple ways. Sustainability is a critical topic for Knight Frank. Recognising that 40% of carbon emissions come from the built environment, we’re committed to combatting this head on: working with our clients to deliver on their commitments and on how we operate as a business.

People, Place and Planet is a call to action for the firm. We work together to make the difference – for ourselves, for our clients, and for our communities.

Our footprint

Headquartered in London, we have over 600 offices across 50 territories and more than 20,000 people.

We operate in locations where our clients need us to be, providing a worldwide service that’s locally expert and globally informed.

Our determination to give you the best experience has led us to be recognised as an innovative business leader in exceptional customer service globally.



Our global map

600+ offices

OVER 50 TERRITORIES
20,000+ PEOPLE
1 GLOBAL NETWORK





Your partners in property