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# LEADERS ROMANS

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GROUP

## Land & Development 2022 Highlights



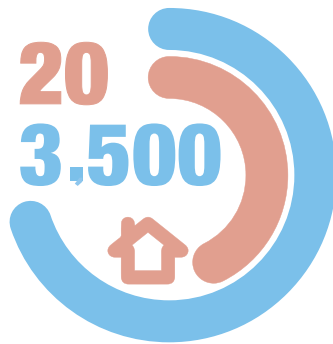
January 2023

# Summary

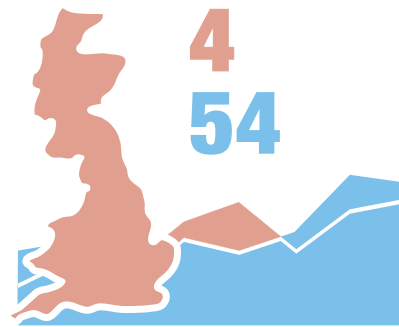
The Leaders Romans Group (LRG) Land and Development Team has had its most successful year to date with contracts being exchanged on **20 new sites** totalling **3,500 new plots**. This brings our pipeline of plots that LRG are acting on which are being promoted in the planning system to **12,000 across the UK**. In addition, we have agreed terms on **a further 34 sites** totalling an additional **18,700 plots**. 2022 saw us enter the logistics land market and we have been instructed on 4 sites with a combined potential to accommodate **over 3 million sq ft (across 193 ha)**, which Boyer are now promoting through the planning system. We are also actively seeking new PRS opportunities for retained clients and 2022 saw LRG set up our own **bespoke Build to Rent team** within LRG, 'Three Sixty Space'.

LRG is now one of the **largest** multi-disciplinary property service companies in the country and it is our ability to collaborate with other parts of the Leaders Romans Group – particularly in **planning, design, new homes and PRS**, that benefits our landowner clients and allows us to offer attractive development opportunities to our network.

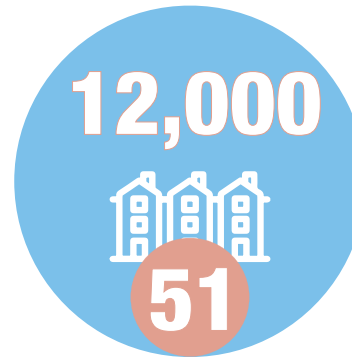
This summary of our highlights is intended to demonstrate how working together can **achieve great results** and document just some of our varied experience and annual highlights across the country.



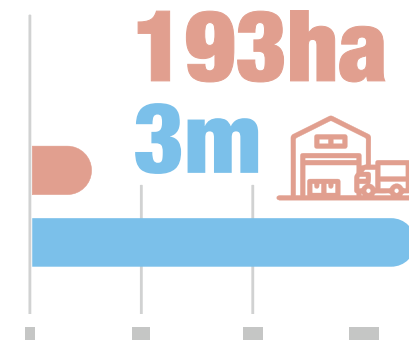
20 new sites exchanged/3,500 new plots under contract



4 - Regions covered by the LRG Land Team with active sites in 54 different local authorities



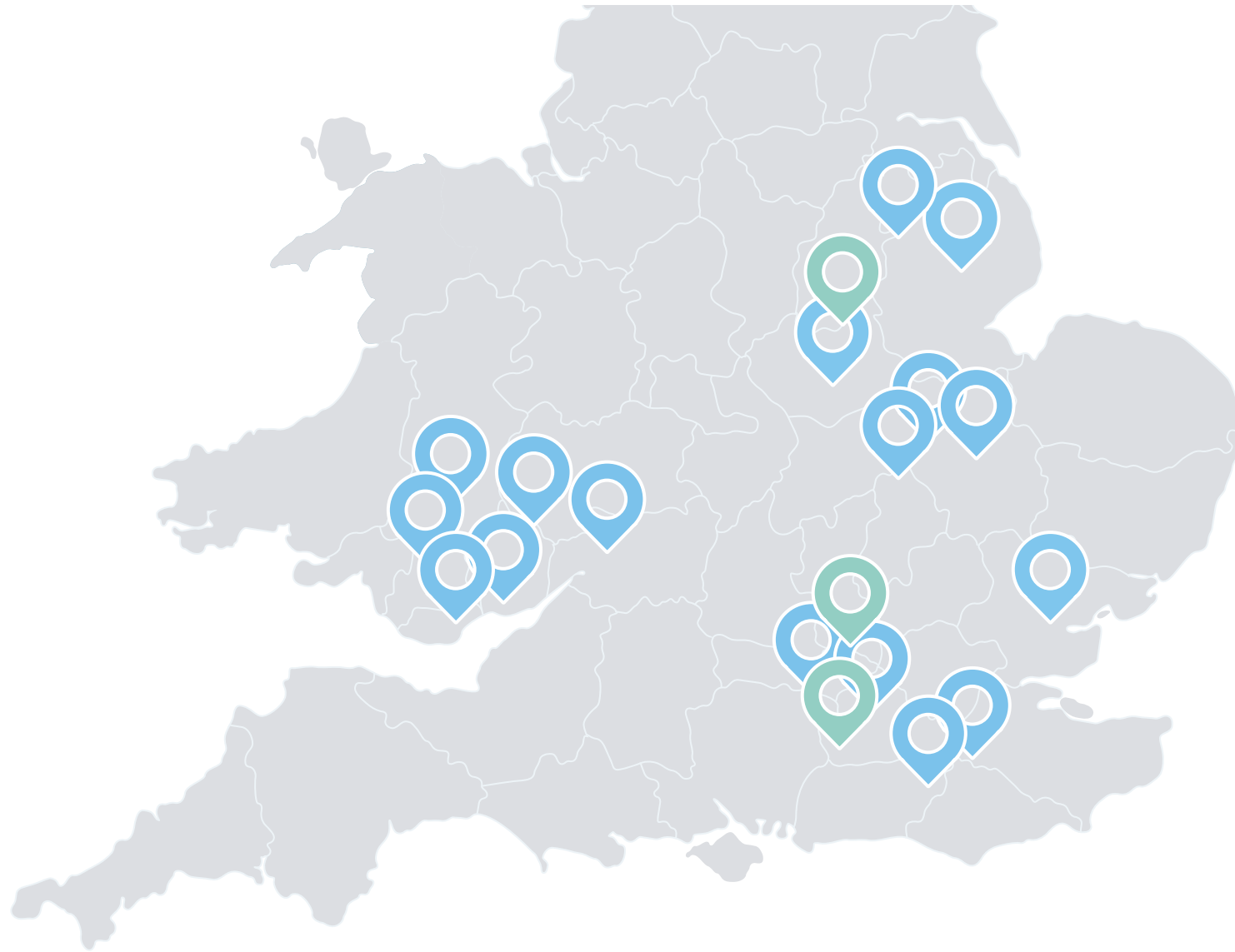
12,000 - Total number of plots being promoted across 51 sites



3 million sq ft (across 193 ha) of commercial land being promoted



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KEY: ■ = Exchange ■ = Completed



# Sustainable Urban Extension

Size: 1000 dwellings

Location: Nottinghamshire

Client: Landowner (transacting with Barratt David Wilson)

Development Type: Residential

Milestone Reached: Exchange

**LRG Role:** LRG managed the informal tender process to select the development partner on behalf of the landowner. The site has been in family ownership for generations so it was vital to understand the owner's objectives and to ensure that they were represented and that the developer selection process and the terms of the deal were fair and reasonable to all parties. Contracts were exchanged in April 2022 and Boyer will promote the site through the Local Plan process.

*"David has made this daunting experience manageable and has always made time to take me through the complex considerations when engaging with developers."*

*Landowner*

**View all our case studies here:**



# Lincolnshire Strategic Storage and Distribution Site

Size: 3 million sq foot

Location: A1 Lincolnshire

Client: Landowner (transacting with Caddick Land)

Development Type: Storage and Distribution

Milestone Reached: Exchange

**LRG Role:** LRG managed the informal tender process to select a development partner on behalf of the landowner. The family were particularly focused on legacy planning with three generations of the family involved in the tender process so it was important to understand the priorities of the family and pass this on to the developers so they could tailor their proposals to the specific aspirations of our client. Contracts exchanged in April 2022 and Boyer are promoting this site through the Local Plan Process.



*View all our case studies here:*



# Berkshire Strategic Site

Size: *circa 400 dwellings*

Location: *Berkshire*

Client: *Landowner (contracted with Catesby Estates)*

Development Type: *Strategic Land Promotion*

Milestone Reached: *Contracts Exchanged*



**LRG Role:** We acted for a private landowner to first provide strategic planning advice alongside our Boyer colleagues. We then ran an informal tender process, inviting offers from various developers and promoters to ensure the best outcome for our landowners in accordance with their objectives. Boyer will now promote the site through the Local Plan process.

*"LRG brought this site to our attention in 2020 and we have had to work through a number of issues to enable us to exchange contracts. LRG have managed the process with tenacity and have been a pleasure working with. We have a great relationship with Boyer and we look forward to working with them to secure planning permission"*

***Myron Osborne, Chief Executive, Catesby Estates***

***View all our case studies here:***



# Lincolnshire Village Extension

Size: 250 dwellings

Location: Lincolnshire

Client: Landowner (transacting with Wates)

Development Type: Residential

Milestone Reached: Exchange



**LRG Role:** Representing landowner in securing a development partner to achieve best value.

*"This was our first experience with Leaders Romans Group in this region, as we continue to extend our operating patch. It has been a pleasure to work with David and his team. They have been easily contactable and responsive at every stage of the process meaning negotiations have been smooth and swift. We look forward to future business together and delivering a valuable consent for all parties involved."*

**Stephen Sedgley, Land Director, Wates Developments**

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# Chelmsford, Essex

*Size: 200 units with potential retirement village*

*Location: Chelmsford City Council*

*Client: Landowner*

*Development Type: Residential with possible C2 element*

*Milestone Reached: Contracts exchanged with Hill Residential*

**LRG Role:** LRG retained by landowner and instructed to find suitable development partner, this involved undertaking a marketing exercise and conducting interviews. LRG also reviewed the Heads of Terms and Agreement and provided their client with advice throughout the process. LRG will continue to advise their client until site disposal.

*"We instructed LRG to work on our behalf in 2019. LRG have helped and guided us through the process of unlocking our site, which has ultimately resulted in successfully partnering with a developer, whom we are now working with to bring forward this opportunity. We are continuing to work with LRG in respect of other parts of our landholding."*

**Landowner**



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# North Road West, Cheltenham

Size: 120 units

Location: Cheltenham

Client: Wates Developments

Development Type: Residential

Milestone Reached: Exchange

**LRG Role:** LRG were retained by landowner and instructed to find suitable development partner. LRG reviewed Heads of Terms and provided the client with advice throughout the process. LRG will continue to advise their client through the Local Plan promotion, until site disposal.

*"Leaders Romans Group identified an excellent strategic development site that demonstrated a logical westward extension of Cheltenham. In partnership with the landowners and our team of consultants we are looking forward to promoting the site through the planning process."*

*Stephen Sedgley, Land Director, Wates Developments*



**View all our case studies here:**



# New Inn, Torfaen

Size: 80 units

Location: Torfaen

Client: Monmouthshire Housing Association

Development Type: Residential

Milestone Reached: Exchange

**LRG Role:** LRG were retained by landowner and instructed to find suitable development partner. LRG reviewed Heads of Terms and provided the client with advice throughout the process. LRG will continue to advise their client through the Local Plan promotion, until site disposal.



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# Cardiff

*Size: Up to 16 storeys / 90 units*

*Location: Cardiff City Centre*

*Client: Highly regarded high-rise developer*

*Development Type: Residential / Build to Rent*

*Milestone Reached: Conditional contract (fixed price) agreed*

**LRG Role:** LRG were retained by the landowner in 2018 and instructed to find suitable development partner. LRG identified a suitable developer from a shortlist, after the offer was accepted by the vendor, LRG assisted by reviewing the Heads of Terms and provided the client with advice throughout the process. LRG will continue to advise their client through the Local Plan promotion, until the site is disposed.



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# Fullers Road, Farnham

Size: 10 dwellings

Location: East Hampshire

Client: Gilbert Homes

Development Type: Conditional Contract

Milestone Reached: Completed

**LRG Role:** LRG were delighted to introduce the site to Gilbert Homes who instructed Boyer to secure planning permission for 10 homes. We were re-instructed to sell the site by informal tender and sold the site to Bewley Homes who have in turn instructed the LRG New Homes team on the re-sales. Land, planning and new homes all working together to achieve a successful outcome.

*"After a challenging planning history, Boyer were absolutely fantastic in managing the planning process culminating in a successful planning appeal. The land sale to Bewley was seamless and Ian and the LRG land team were excellent and instrumental in getting this one over the line"*

*Piers Gilbert, Joint Owner Gilbert Homes*



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# Merthyr Tydfil

Size: 60 units

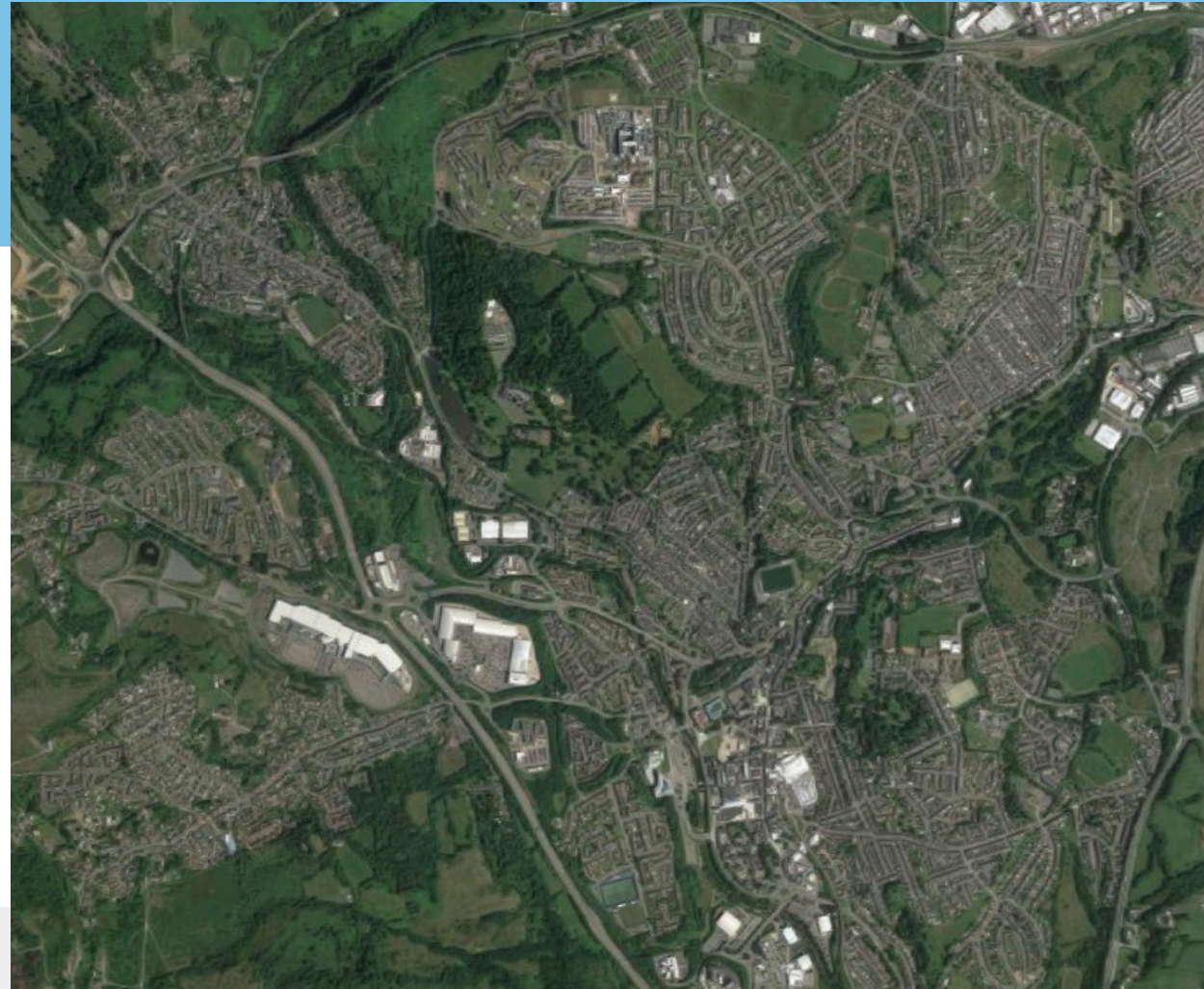
Location: Merthyr Tydfil

Client: Hale Construction / Merthyr Housing Association

Development Type: Residential

Milestone Reached: Exchange

**LRG Role:** LRG were retained by landowner and instructed to find suitable development partner. LRG reviewed Heads of Terms and provided the client with advice throughout the process. LRG will continue to advise their client through the Local Plan promotion, until site disposal.



*View all our case studies here:*



# Land & Development

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## Sourcing Opportunities

Our nationwide Land & Development Team work closely with our colleagues across the Leaders Romans Group

**Our National Network**

- LRG Land & Development
- LRG Branch Network



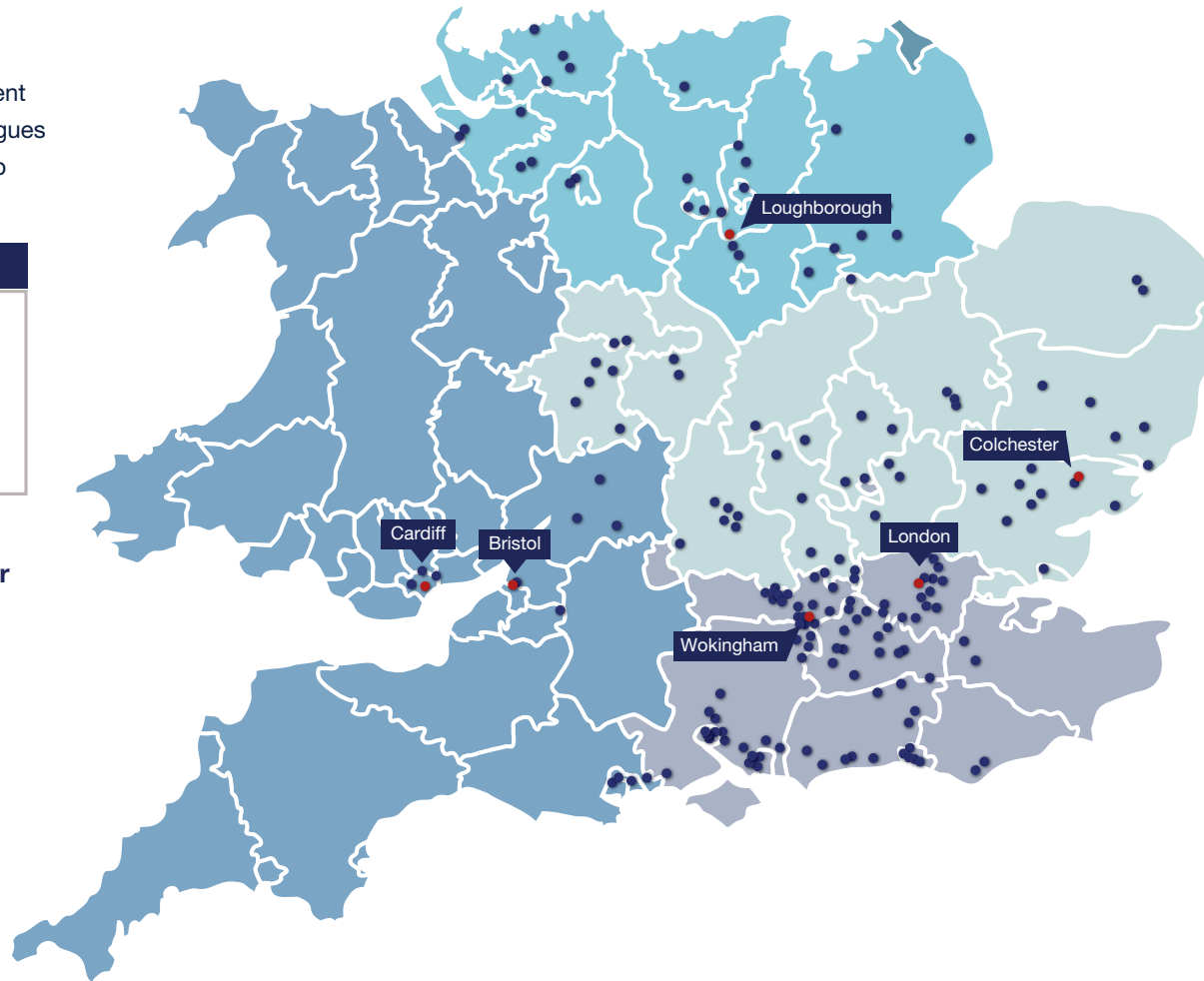
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