



# KLP

## KITCHENER

LAND AND PLANNING

A GUIDE TO SELLING  
SINGLE BUILDING PLOTS AND SMALL DEVELOPMENT SITES



## Thinking of selling?

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**Once you have obtained planning permission for your proposed development, you may naturally be considering what your next step should be – whether to build the development yourself or whether to sell?**

If you have made the decision to sell your land, you may wish to seek advice from a professional and experienced land agent such as KLP who can help advise you in maximising your financial return. Factors to consider would include ensuring the optimum planning consent has been obtained, the best timing for a sale, whether the site should be sold outright or as a phased sale and how to market the land. Other important matters to consider prior to sale are set out below:



## Have you considered?

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### Confidential / Open Marketing

The first step to realising the potential of any development land is the market appraisal. Every development site will differ in some way or another and it is imperative that opportunities are not missed. Our experienced team have extensive knowledge of a huge number of various development scenarios and are well placed to give you quality advice.

### Conditional Contracts / Clawbacks

Most sales proceed to a simple exchange of contracts but occasionally it may be the case that a particular issue with a site, such as a covenant or technical issue, needs addressing prior to sale. In this instance, if the issue can't be overcome before marketing then a conditional contract may be recommended whereby an exchange occurs subject to the matter being resolved. If it is thought that there is potential for additional/alternative development on your site over and above that which has been successfully obtained (and you are not inclined to explore this yourself) we may recommend seeking clawback or overage to ensure you receive a further payment should another party add value to the site after you sell (this would be subject to tax advice).

### Taxation & Mortgage

It's often a good idea prior to marketing to take accountancy advice from a qualified professional to ensure you are fully informed regarding any tax implications of a sale. If you are selling as a private individual you may need advice on Capital Gains Tax or Inheritance Tax for example. If selling as a company you may need to take advice over matters such as corporation tax and VAT and whether any applicable reliefs apply such as entrepreneurs relief. If you are selling a plot (such as a garden) on which you currently have a mortgage then we strongly advise contacting your lender at the earliest opportunity to discuss the sale and any implications/redemptions which they may require as well as to confirm their agreement to a sale.

### Legals

As with taxation, we recommend discussing the proposed sale of your site with your solicitor at an early stage to identify whether there are any title issues such as covenants, rights or restrictions which affect the land – beneficial or otherwise. Having this understanding prior to sale will minimise any delays once a sale is agreed.



### Technical

When selling development land, the best chance of achieving a sale at an optimum price are where there are minimal unknowns for a buyer. As such we may therefore recommend that prior to marketing you investigate factors such as the position of utilities, undertake a mining or ground investigation report, or a contamination survey. We are in a position to assist with the production of such reports if they are required and it's important to remember that letters of reliance may be needed so that the purchaser can use these reports.

### S106 / Community Infrastructure Levy (CIL)

Prior to marketing an understanding is required as to any site liabilities which the purchaser will be responsible for and whether there are any possible exemptions such as for a self builder, charity etc.

## Your choice of method

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**Our experience allows us to guide you through the process and recommend the method of sale best suited to your particular site and circumstances. Below is a brief summary of the common methods of sale which might be employed.**

### Private treaty

The most common marketing approach whereby details of the plot/site are produced and a guide price is normally asked. Potential buyers may then either agree to buy at the guide price or submit an offer to purchase when negotiations will follow which may lead to a sale. Any agreement to buy is subject to contracts being prepared between the vendor and the purchaser and those contracts being signed and exchanged between the two parties. If several interested parties are forthcoming, then it may lead to best bids being invited by a deadline to ensure the best possible price is achieved.

### Auction

The property is advertised for sale by Auction with a guide price or price range. Those interested in buying attend the auction, at which the person who bids highest buys the property, assuming the reserve price has been met. The successful bidder is legally bound to purchase when the Auctioneer's hammer falls on their bid. They are required to pay a deposit there and then and have to complete the purchase by the stated completion date – normally 4 weeks after the auction. This method of sale is best utilised for those sites where there is likely to be strong competition from proceedable cash buyers or those sites where a sale price is difficult to predict.

### Informal tender

An informal tender is where written offers are invited (sealed bids) by a specified date. All offers are then opened at the same time, although the vendor is not committed to accepting the highest or any offer and likewise the offer is not binding until contracts are prepared and exchanged. This method is commonly used for sites where strong competition has been received during a private treaty marketing campaign or for those sites where a strong level of interest is anticipated. Equally this method can be used where a specific closure date is required or desired.

### Formal tender

This method is similar to an informal tender, but each tender bid must include the signed legal contract for sale and a bankers draft as a deposit on the contract. The bids are opened and once the “best bid” is selected, the bankers draft is accepted and contracts are exchanged. The successful bidder is then committed to the contract and the transaction will have to complete on the appointed date. This method is rarely used due to the limited number of buyers willing to enter such a transaction but can be a useful tool given the right circumstances.

Prior to deciding which method of sale is appropriate, Kitchener Land and Planning would visit your site and meet with you to discuss your requirements, the site and planning consent and to advise you of current market conditions.



## Next steps

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Hopefully this guide has helped you to consider some key points prior to marketing your land and given you an overview on the common methods of sale. As residential development specialists the team at Kitchener Land and Planning have over 100 years experience and have sold over 2,000 plots and sites throughout the Westcountry.

**Why not call us today on  
01392 879300  
to see how we can help.**



## Development sites sold

**We are delighted to showcase a selection of single building plots and smaller development sites that we have sold over recent years.**

Covering the South West of England, we specialise in the sale and acquisition of development opportunities ranging from single building plots, barns for conversion

and small development sites right through to major multi acre schemes.

If you are thinking of buying or selling a building plot, a residential development opportunity, or are seeking specialist professional advice, contact us today for a no obligation discussion.



### Maidencombe

An exceptional development opportunity with some of the most outstanding coastal views on the South Devon Coast. The site, which extends to c. 1 ha / 2.4 acres offered planning consent for a large detached dwelling on the southern part of the site, along with lapsed consent for a second spacious detached house on the northern half of the site.

**Guide Price £1,000,000**



### Exeter

A unique opportunity to acquire a plot in Exeter, close to the University and with detailed planning for a contemporary property of c. 411sqm (4424sqft).

**O.I.E.O £425,000**



### Budleigh Salterton

A unique site with detailed consent for two new detached houses in the sought after coastal town of East Budleigh.

**Offers Invited**



### Croyde

A superb opportunity of c. 0.24ha / 0.6 acres with detailed planning permission for the construction of three substantial detached houses of c. 347.6sqm / 3742 sqft.

**P.O.A**



### Culmstock

A unique development opportunity comprising a redundant reservoir with detailed planning approval to create a two storey house.

**Guide Price £185,000**



### Bridestowe

Single building plot of c. 0.3acres with detailed planning permission for a large detached 4/5 bedroom house.

**Guide Price £195,000**



### Chipstable

A large barn in 0.24ha / 0.59 acres with stunning views over Exmoor and with planning approval for conversion to a 5 bedroom dwelling of c. 358.3sqm (3857sqft).

**Guide Price £200,000**



### Topsham

A fantastic opportunity to acquire a cottage for extension and separate building plot for detached house in the sought after town of Topsham.

**Guide price £450,000**



### Fentonadle, nr Camelford

Large south facing single building plot with outline planning permission for a detached dwelling.

**Guide Price £200,000**



### Bradworthy

A superb development opportunity a short distance to the north of Bradworthy, c. 20 mins from Bude by car. The plot offers buyers a rare opportunity to build a spacious, family home set in c. 3.85 acres (1.56 ha). Detailed planning permission was granted in 2023 for a new dwelling of c. 403sqm (4338sqft), triple detached garage and outbuildings.

**Guide Price £300,000**



### Cheriton Bishop

Development site with outline planning permission for 2 detached houses in a lovely rural setting with stunning far-reaching views over the beautiful countryside.

**O.I.R.O. £500,000**



### St Cleer

Substantial pub with spacious accommodation over four floors, garden, parking area and planning permission for change of use and conversion into 2 dwellings.

**O.I.R.O. £200,000**



### Higher Winsham

A small courtyard complex of former farm stone and cob barns with the benefit of Part Q planning to convert them into a lovely rural dwelling.

**O.I.R.O. £230,000**



### South Petherton

A generously sized building plot with detailed planning permission for a large single storey 4 bedroom dwelling, with far reaching rural views.

**O.I.R.O. £295,000**



### Budleigh Salterton

A building plot in this extremely desirable East Devon coastal town with detailed planning permission for a detached two double bedroomed dwelling.

**O.I.R.O. £199,000**



### Holcombe, Radstock

A single plot of c. 0.10 acres, with full detailed planning permission for a detached 3-bedroom dwelling.

**Guide Price £125,000**



### Silverton

A development site with detailed planning permission for 5 detached open market houses on the edge of this sought-after Mid Devon village.

**Guide Price £700,000**



### Carbis Bay

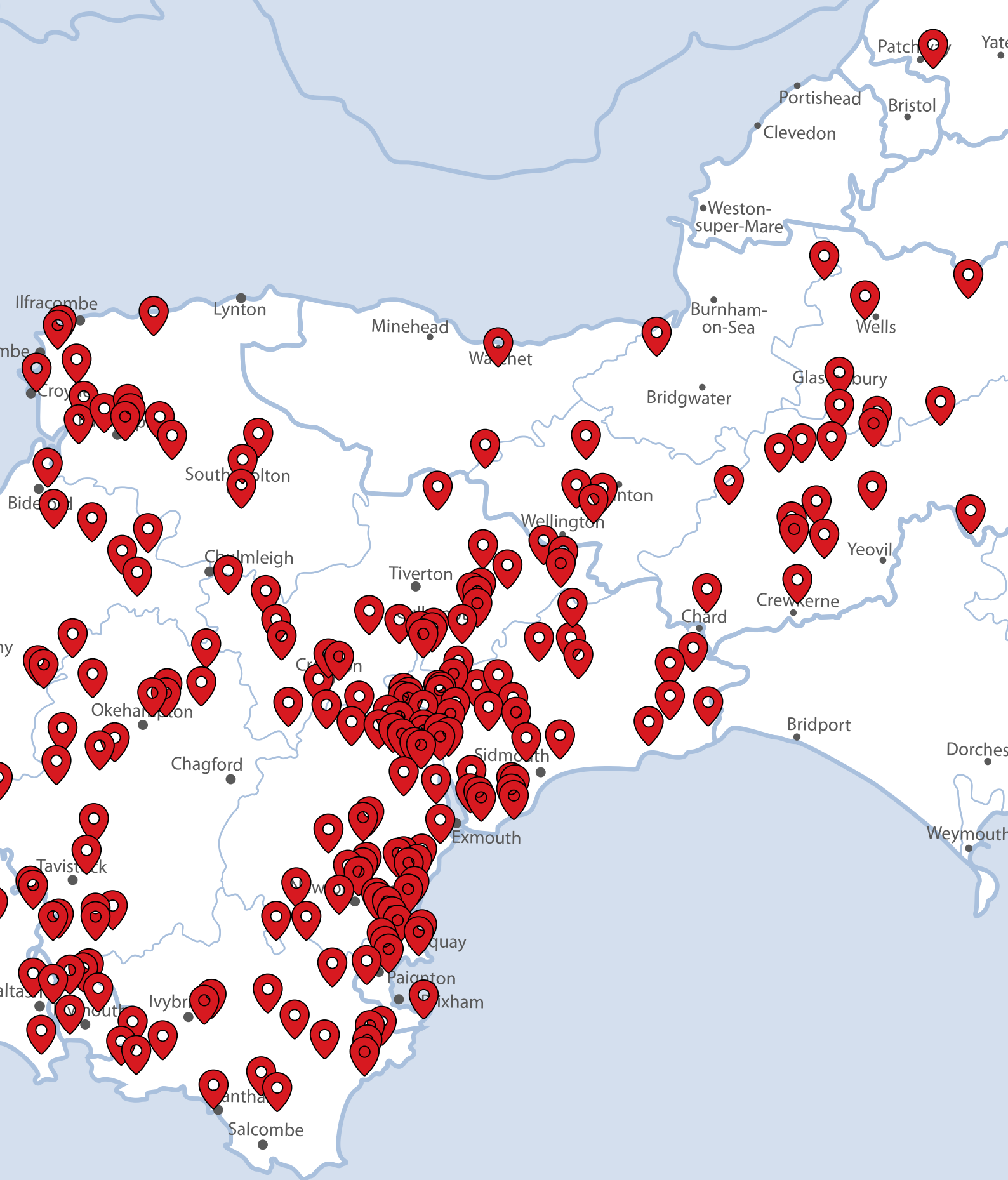
An individual building plot in the sought after location of Carbis Bay where detailed planning permission has been attained for a new contemporary house. Positioned within walking distance of the beach, the approved new dwelling takes the form of a three bedroom, two storey house with a floor area extending to c. 137.64sqm (1482sqft).

**O.I.R.O. £295,000**



Since KLP was established in 2015, we have sold over 400 development opportunities, providing over 6000 new homes in the Westcountry, acting for landowners from Penzance up to Bristol.







### Dartmouth

A building plot in the sought-after town of Dartmouth, a relatively level and short distance to the town centre and riverside and with detailed planning permission.

**O.I.R.O. £400,000**



### Looe

A waterfront development plot with commenced detailed planning consent for the construction of two, four bedroom houses.

**Guide Price £250,000**



### Combwich

A building plot with outline planning permission for a detached house. Situated on the eastern edge of the village and benefits from views across the River Parrett.

**O.I.R.O. £100,000**



### Crapstone, Yelverton

A fantastic plot of approx. 0.45 acres with detailed planning permission for a large 2-storey house with far-reaching views.

**Guide Price £300,000**



### Upexe

A site with detailed planning permission for the construction of 3 new detached dwellings, in a sought-after hamlet in the Exe valley.

**O.I.E.O. £600,000**



### Pitney, Langport

A site with detailed planning permission for the development of 5 dwellings on a site extending to c. 1.25 acres.

**Guide Price £600,000**



### Longdown, Nr Exeter

This land of c. 1.34 acres (0.54 ha) offers a certificate of lawfulness for an existing static home to be used for holiday accommodation.

**Guide Price £150,000**



### Stoke Fleming

A development site with commenced planning permission for 19 dwellings in this highly sought-after area. Approximately 0.65 hectares (1.60 acres).

**Offers Invited**



### Ashburton

Outstanding barn conversion opportunity on the edge of Dartmoor with c. 0.5 acres and planning consent to form a large dwelling

**Guide price £200,000**



### Exeter

A development site with outline planning permission for 3 detached dwellings in a popular residential area of Pinhoe.

**Offers Invited**



### Golant

This is a superb opportunity to acquire a development site overlooking the River Fowey and with planning approval for two contemporary detached houses.

**Guide Price £600,000**



### Clyst St Mary

Situated on the edge of Clyst St Mary on a no through road and with open views over neighbouring allotments and countryside, this single building plot offered reserved matters approval for a substantial detached two storey house of c. 218sqm (2347sqft) excluding the proposed balcony. The new dwelling was proposed with a private gated entrance leading to an off road parking area with large detached garage. The plot extends to c. 0.12ha (0.3 acres).

**Guide Price £300,000**





### Silverton

Situated In the heart of the village, this site offers detailed planning consent for two new houses of c. 925sqft and 1061sqft respectively.

**Guide price £200,000**



### Uffculme

This superb 0.5 acre plot offers detailed planning permission for conversion and extension of a barn to form a 3 bedroom home of c. 154sqm.

**Guide Price £295,000**



### Wadebridge

This building plot, extending to c. 0.15 acres, offers detailed planning approval for a substantial new detached house, with a floor area of c. 288sqm (3100sqft).

**Guide Price £250,000**



### Bishopsteignton

A superb site with outline planning approval for two large detached dwellings (c. 260sqm/2799sqft each).

**O.I.E.O. £325,000**



### Porthtowan

A coastal building plot in this sought-after village with outline planning permission for a detached 4 bedroom dwelling in the Eastcliff area with stunning views.

**Guide Price £295,000**



### Bishops Lydeard

A parcel of undeveloped land on the Station Green estate with detailed planning consent for three new detached houses to be built.

**Offers Invited**



### Martock

A development project comprising an existing 3 bedroomed detached hamstone house together with consent for 2 new bungalows in the rear garden area.

**O.I.R.O. £495,000**



### Wembury

A single building plot with detailed planning consent for the construction of a new detached house.

**Guide £250,000**



### Limington, Nr Yeovil

Village fringe greenfield site with the benefit of full planning permission for 3 new dwellings.

**Guide £225,000**



### Carbis Bay

A development site with outline planning permission for up to 3 dwellings. The site is relatively level and extends to approximately 0.21 hectares (0.52 acres).

**O.I.R.O. £500,000**



### Barnstaple

A great opportunity to acquire a building plot currently comprising a residential garden, with full planning permission for a detached 2 bedroom dwelling.

**O.I.E.O. £50,000**



### Par

A fantastic barn conversion benefitting from detailed planning permission to create a spacious 4 bedroom detached dwelling with a gross internal floor area of approximately 223m<sup>2</sup> (2,400sqft). The proposed plans show the bedrooms on the ground floor and the living accommodation on the first floor to take advantage of the glorious views to the south towards St Austell Bay. The plot extends to approximately 0.04 hectares (1.0 acres) and includes the disused barn at the southern end of the plot which is currently shown as being demolished on the proposed plans.

**Offers Invited**



### Liskeard

An attractive site set in a small hamlet with the benefit of outline planning approval for the construction of three new dwellings.

**Offers Invited**



### Blackawton

A greenfield development opportunity for 4 new, large detached houses in the sought-after South Hams village of Blackawton.

**O.I.R.O. £400,000**



### Bampton, Nr Tiverton

A site of c. 0.93ha / 2.3 acres, with two non standard construction bungalows, each with detailed planning permission for replacement with new dwellings.

**Guide price £495,000**



### Paignton

A superb opportunity offering detailed planning approval for a pair of semi-detached dwellings of c. 216.45sqm (2330sqft) each.

**Guide Price £395,000**



### Tavistock

An opportunity to acquire a walled building plot with the benefit of detailed planning permission for a large detached dwelling.

**O.I.E.O. £150,000**



### Exeter

An opportunity to acquire a good sized development site with the benefit of outline planning permission for 4 large detached dwellings.

**Offers Invited**



### Newton Abbot

A single building plot with detailed planning approval for a detached house on a plot of c. 0.15ha/0.38acres.

**Guide Price £125,000**



### Gorran Haven

A single building plot for a detached two storey, two bedroom cottage at the eastern point of the Roseland Peninsula.

**O.I.R.O. £125,000**



### Ivybridge

A good sized single building plot with planning for a detached two storey, four bedroom modern house.

**O.I.R.O. £170,000**



### St Ives

A potential residential building plot in the sought after location of St Ives in Cornwall extending to c. 0.04acres. The land is elevated from Trelawney Road and slopes gently from southeast to northwest. Offers are invited on either an unconditional basis, or alternatively on a conditional basis subject to planning permission being attained by the proposed purchaser.

**Offers Invited**



### Bishops Lydeard

An attractive development site on the edge of Station Green Estate with planning approval for 3 large detached houses granted via appeal.

**Offers Invited**



### Kilmington

A site of 0.08 hectares / 0.21 acres benefitting detailed planning consent for the construction of a terrace of three cottage style properties.

**Guide Price £170,000**





### Broadclyst

A superb single building plot, with detailed planning approval for a new detached house of c. 190sqm (2045sqft).

**O.I.E.O. £300,000**



### Hemyock

A stunning single building plot with planning permission for a 3 bedroom detached bungalow. The land area in total extends to c.2.23 acres/0.9 ha.

**Guide Price £350,000**



### Duport

A prime residential development site for 10 dwellings with stunning sea/coastal views extends in total to approximately 1.16 hectares (2.87 acres).

**Guide Price £1,050,000**



### Exeter

Located in Pinhoe, this single building plot offers detailed planning approval for the construction of a new contemporary four bedroom detached house.

**Guide Price £250,000**



### Lostwithiel

A fantastic opportunity to acquire a development site for 6 detached houses in this sought-after Cornish town and with the benefit of outline planning permission.

**Offers Invited**



### Yealmpton

A development site for a potential Grand Design style home in this sought-after South Hams area near Yealmpton and Newton Ferrers.

**O.I.R.O. £300,000**



### Ruan Minor

This beautifully located building plot offers planning permission for a stunning reverse level eco friendly 3 bedroom detached house of c.215sqm/2314sqft.

**Guide Price £380,000**



### Kingskerswell

A parcel of land located off Coles Lane and extending to c. 1.98ha/4.88 acres with potential for amenity, grazing or wildlife enhancement.

**Offers Invited**



### Cullompton

A field extending to c. 6.265ha / 15.48 acres on the boundary of the proposed Phase 2 North West Cullompton Urban Extension Land.

**Offers Invited**



### Newlyn

A great opportunity to acquire a development site with detailed planning permission for four apartments.

**O.I.R.O. £190,000**



### Cardinham

A development site with planning for renovation of an existing cottage and the conversion of an adjacent barn to form a new 2 bedroom dwelling.

**Guide Price £150,000**



### Cullompton

An outstanding opportunity to acquire a large modern barn located in an enviable rural location yet close to the town of Cullompton. Prior notification approval provides that the barn will be converted to form a three-bedroom (master en-suite) dwelling with a gross internal floor space of c. 141.3sqm (1521sqft). The barn is to be sold with an area of land to the north and south which will extend to a total of c. 0.32 ha / 0.8 acres.

**Guide Price £250,000**





**Andrew Kitchener**  
FRICS IRRV (Hons) MCMI

Andrew established KLP in 2015 and previously ran a Westcountry development agency for 33 years. His focus is major development sites and his reputation for providing excellent advice to his clients is well known.

Email. [andrew@klp.land](mailto:andrew@klp.land)  
Tel. **07902 766862**



**Philip Taverner**  
CEng Surv

Philip has over 25 years of experience of the South West development land market and has sold several hundred separate sites and plots, his expertise is invaluable in advising land owners on both value and marketing strategy.

Email. [philip@klp.land](mailto:philip@klp.land)  
Tel. **07866 522910**



**Alex Munday**  
Dip Surv BA Hons

Since gaining his surveying qualification, Alex has had over 20 years experience in the development land market, dealing with sites ranging from single plots and barn conversions through to sites for several hundred dwellings.

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Tel. **07947 561773**



**Darryl Hendley**  
Dip Surv

Darryl has worked in the Westcountry as a specialist development surveyor for over 35 years and has invaluable experience gained from the successful marketing and sale of a large number of sites over the years.

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