

# FIXING OUR **BROKEN** HOUSING MARKET



# DELIVERY SHORTFALL

The UK's population is booming.

What's more, it is expected to grow exponentially over the next decade, putting severe pressure on an already-overstretched housing market.

The Government has committed to delivering 300,000 new homes a year by the mid-2020s but, with many planning authorities struggling to meet their annual delivery targets, there are concerns over how achievable this is.

# HOW WE CAN HELP

Attaining the volume of housing needed to sustain the UK's growing population requires a co-ordinated approach to viability, planning, investment and delivery.

Working alongside our specialist brands; A3 Relocation Solutions, Airspace Exchange, HLM, ikon and 574, while leveraging our long-standing partnership with leading residential estate and letting agent Hamptons International, Lambert Smith Hampton (LSH) is uniquely placed to provide clients with a complete solution to help unlock and realise a long-term pipeline of residential sites across the UK and Ireland.

Our experts work with local authorities, land owners, developers, house builders, banks, investors, charities and end-purchasers to provide an unrivalled range of tailor-made services spanning the entire residential development lifecycle.

Lambert  
Smith  
Hampton

574

+

ikon

+

A3

+

COMPLETE



### CONCEPT

VISION  
& STRATEGY  
RESEARCH  
MARKET ANALYSIS  
APPRAISAL, VIABILITY  
& FEASIBILITY



### SITE ASSEMBLY

ACQUISITION  
BY AGREEMENT  
CPO  
SERVICES



### DISPOSAL

MARKETING & PR  
MORTGAGE ADVICE  
LETTINGS & SALES  
INVESTMENT &  
DEVELOPMENT SALES  
ONLINE AUCTIONS  
HOUSING ASSOCIATION  
SALES EXPERTISE



### OPERATION

LANDLORD  
& TENANT  
PROPERTY & ASSET  
MANAGEMENT  
FINANCIAL SERVICES  
EMERGENCY / SOCIAL  
RELOCATION



+



**HAMPTONS**  
INTERNATIONAL

# SOLUTION



## DESIGN

MASTER  
PLANNING  
DESIGN BRIEFS  
& GUIDES  
DESIGN & ACCESS  
STATEMENTS



## APPROVAL

STAKEHOLDER  
ENGAGEMENT  
PLANNING APPLICATIONS  
& APPEALS  
NEGOTIATION OF  
PLANNING OBLIGATIONS



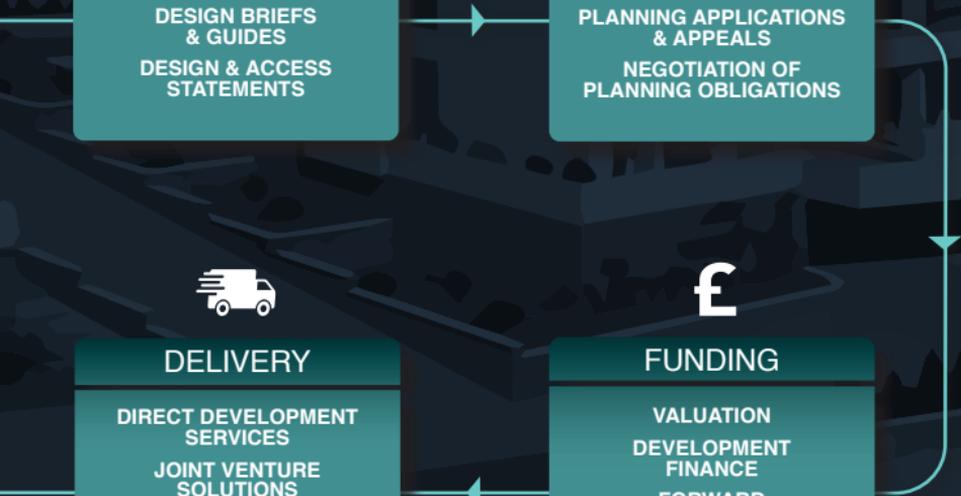
## DELIVERY

DIRECT DEVELOPMENT  
SERVICES  
JOINT VENTURE  
SOLUTIONS  
PUBLIC PROCUREMENT  
EXPERTISE  
DUE DILIGENCE  
SERVICES



## FUNDING

VALUATION  
DEVELOPMENT  
FINANCE  
FORWARD  
PURCHASE  
INVESTMENT  
PURCHASE



# POWERED BY EXPERIENCE

Each year across the UK and Ireland,  
LSH and Hamptons International:

PROVIDE  
PLANNING  
ADVICE FOR  
**7K+**  
NEW HOMES

HELP TO  
DELIVER  
**2.5K+**  
RESIDENTIAL  
UNITS

VALUE  
**330+**  
RESIDENTIAL  
DEVELOPMENTS  
WITH A LAND  
VALUE IN  
EXCESS OF  
**£463M**

MANAGE OVER  
**40.3K**  
RESIDENTIAL  
UNITS

DISPOSE OF  
**£4.5M+**  
RESIDENTIAL UNITS  
OR DEVELOPMENT  
SITES VIA ONLINE  
AUCTION

SELL  
**20**  
PROPERTIES  
EVERY DAY

# OUR WORK



## **MERIDIAN WATER, ENFIELD**

Providing advice on a range of development, agency and procurement services for this 180-acre development which will create 10,000 new homes and employment space to generate 6,000 jobs.



## **SILVER END, BRAINTREE**

Providing a contextual extension to the historic village created by window maker Francis Crittall to house his factory workers in the 1920s. Our masterplan creates a new mixed-tenure neighbourhood set in parkland on the edge of the existing village.



### **CHOBHAM MANOR, OLYMPIC PARK**

Providing project management and employer's agent services to support the delivery of affordable and intermediate tenure homes as part of the development of over 800 homes on the Olympic Park in the London Borough of Newham. The development was delivered by London & Quadrant and Taylor Wimpey as part of a joint venture.



### **25 TREGO ROAD, HACKNEY WICK**

Valuation of a mixed-use development opportunity in East London, with detailed planning permission for 52 residential apartments with a net saleable area of 3,403 sq m and 1,808 sq m of commercial space. The site forms part of the wider Wickside Development Masterplan, delivering 475 new homes.



### **LEYLAND COURT, LONDON**

Acting on behalf of the London Borough of Southwark, Hamptons International advised on the sales and marketing strategy for Leyland Court, including a campaign to specifically target local buyers. We were also asked to provide high-level advice on their contracting and delivery plans for future schemes to ensure successful sales campaigns, with a focus on maximising both revenue and the reputational growth of LB Southwark's housing provision.



## **CORNWALL HOUSE, BIRMINGHAM**

Provided project management during the pre-planning and pre-construction stages of this 20-storey private rented sector (PRS) tower on the edge of the Jewellery Quarter. The proposal was for the demolition of a five storey office block and creation of up to 260+ apartments together with amenity and management space, ground floor retail, and back of house space including cycle storage.



## **WATERLOO AND QUEEN STREET ESTATE, HAVERING**

Providing project management and employer's agent services across a borough-wide estate regeneration programme comprising a number of sites. The project will see around 3,000 homes delivered over the next 12 to 15 years.



## **BALLYMORE**

Providing Building Reinstatement Cost Assessments for a number of prestigious new mixed-use developments across Greater London, including Royal Wharf, Embassy Gardens and London City Island.



Supplied by Mark Baines

## **THE EXCHANGE, AYLESBURY**

Assisting Aylesbury Vale District Council in bringing forward the final phase of its ambitious master plan, comprising a mixed-use development of 47 town centre apartments and four new restaurants, set in a new and high-quality public realm.



## **HENRY COURT, ROTHERHAM**

Disposed of a block of 24 vacant long-leasehold flats via online auction on behalf of the Guinness Partnership with a 76% outperformance of the reserve price.



## **EASTWAY, PRESTON**

Advised Homes England on the disposal of a 64 acre Greenfield site for 300 dwellings and up to 90,000 sq ft of commercial floor space, including viability advice on the s106 identifying key areas which would impact on delivery and negotiating the most advantageous tenure mixes.

# GET IN TOUCH

With a track record like ours, you can't afford not to speak to us.

To find out more about our residential service offering scan the QR code below or visit [lsh.co.uk/Residential](http://lsh.co.uk/Residential)



Alternatively, email [residential@lsh.co.uk](mailto:residential@lsh.co.uk)  
or call +44 (0)203 473 3865

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in association with



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