



SALES

Last year, we embraced market challenges and almost all our sales were in excess of the asking price. We're cautiously optimistic this year and we are seeing increased interest and activity across all sectors. Our experts are on hand to listen to your objectives and secure the best possible outcomes for you and the sale of your land and property.



DEVELOPMENT

Despite market pressure the Development Team broke more records securing 20 new option and promotion agreements with potential for 16,800 new homes, as well as data centres and employment opportunities on approximately 3,000 acres.

PLANNING

We welcomed Jen Carroll to W&N in December. Jen's expertise in the housebuilding sector adds another dimension to the team.

We've seen an increase in planning enforcement and have had success in mitigating enforcement action and regularising developments retrospectively.

We have a proven track record in securing planning permission under full planning or Class Q permitted development rights.



RURAL

We congratulate Grace Gardiner on being awarded the Talbot Ponsonby prize by the Central Association of Agricultural Valuers for achieving the highest mark nationally to qualify as a registered agricultural valuer.

The Sustainable Farming Incentive (SFI) was rolled out in 2023 and we have been supporting clients to maximise grant funding to replace the Basic Payment Scheme. We are able to advise on the delinked Basic Payment if transfers are required.



DISPUTE RESOLUTION

We congratulated Jeremy Zeid in 2023 on his appointment as Chairman of the Royal Arbitrators' Association (Rural Arbix). He is an RICS Accredited Expert Witness and regularly accepts appointments to resolve a wide range of rural and residential development disputes.



LETTINGS

COMMERCIAL

The commercial team let over 200 properties last year. The market remains strong in 2024, particularly warehousing, making it an ideal time for a rent review.

RESIDENTIAL

Rents continue to rise and demand is high, particularly for 3 and 4 bedroom dwellings. Regular annual rent reviews are advisable to maximise landlords' investments.



MANAGEMENT

Our expanding team manage commercial and mixed-use portfolios ensuring prompt rent collections from over 500 tenants. There is uncertainty surrounding the Renters Reform Bill, but it is expected that the abolition of no-fault evictions in the residential sector will become law in 2024.

UTILITIES

The Secretary of State for the Department for Transport confirmed that the A12 Chelmsford to A120 Widening Scheme from junction 20a to junction 25 will go ahead. Freddie Botfield is leading on this project for W&N.

A statutory consultation is expected this year for the Norwich to Tilbury pylon scheme. We represent over 80 clients along the route and have experts on hand to help support landowners through the process. Grace Gardiner is leading on this project for W&N.



AUCTIONS



We had a 100% success rate for our property lots sold at auction in 2023.

Our implements and machinery auction surpassed all expectations, which is proof of the enduring demand for good quality, well maintained second-hand equipment with 95% of lots offered being sold.

ENVIRONMENT

Defra has confirmed that biodiversity net gain (BNG) for major developments went live on 12 February 2024. Contact our head of environment, Hannah Buckenham, to find out what this means for you.

Hannah will be at our stand at the South East Business Expo at the Brentwood centre on 14th March 2024.



VALUATIONS

Our experienced team of registered valuers are busy with a range of valuations, from paddocks to country estates. Having a professional valuation in place is essential for succession and tax planning.



RENEWABLES

The renewables industry continues to expand rapidly. Our team are involved with several large scale solar and battery storage sites throughout Essex. We are assisting clients on over forty renewable projects with several notable recent successes including a 100MW battery storage site on a green belt location.



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