



Mackenzie Smith has been advising clients on the sale of land for over thirty years. We are recognised as one of the most experienced and respected land agents in the area.

Whether you own a large garden, commercial premises, or larger areas of land that you think could have the potential for development, we're here to help.

When it comes to selling land, every transaction is different. There are often hurdles and challenges that require a skilled and experienced professional to navigate. There is no limit to the size or complexity of land that we deal with, be it a garden, single plot or 100 acres plus.

We have earned an excellent reputation by adopting a tenacious, proactive and diligent approach on behalf of our clients. Contact us for a confidential and without obligation consultation.

Case Studies

1

Sherfield on Loddon, Hampshire

Client: Private land owner

We represented clients who owned one acre of paddock land in a semi-rural, desirable location adjacent to their existing home and business.

We discreetly marketed the opportunity to several prospective developers and secured a deal that was not only financially beneficial to our clients but respected the proximity of our client's home, business, neighbours, and surrounding countryside.

Planning permission was granted by the Local Planning Authority for four executive family homes which have been built to a high specification and fit seamlessly into the local landscape.



2

Hook, Hampshire

Client: Private land owner

Representing clients who owned land abutting a large strategic development site, and exploring a variety of approaches to ensure we attained the best deal for our clients both financially and timewise we negotiated and structured a deal with a large PLC Housebuilder.

This involved the submission of plans for a comprehensive planning application incorporating several adjacent landholdings. Planning permission was granted by the Local Planning Authority for the overall site for over 500 homes, as well as community facilities and open parkland.





Our Land Team



Katherine Gray | Land Director

Starting out as Land Negotiator in 2009, then as Land Manager, Katherine has progressed to the role of Land Director, her aptitude and knowledge having grown from an abundant starting point. Katherine studied at The University of the West of England achieving an Upper Second Class Honours Qualifying Law degree and then attended The College of Law in Guildford. The Land and Property Law studied throughout her education has been of great benefit to her since joining the Company.



Debbie Coleman | Research Assistant

With a background in Residential Sales, Debbie brings a fresh perspective to our Land department. Her dedication and attention to detail allow her to support the Land team to deliver the best possible results for our clients.



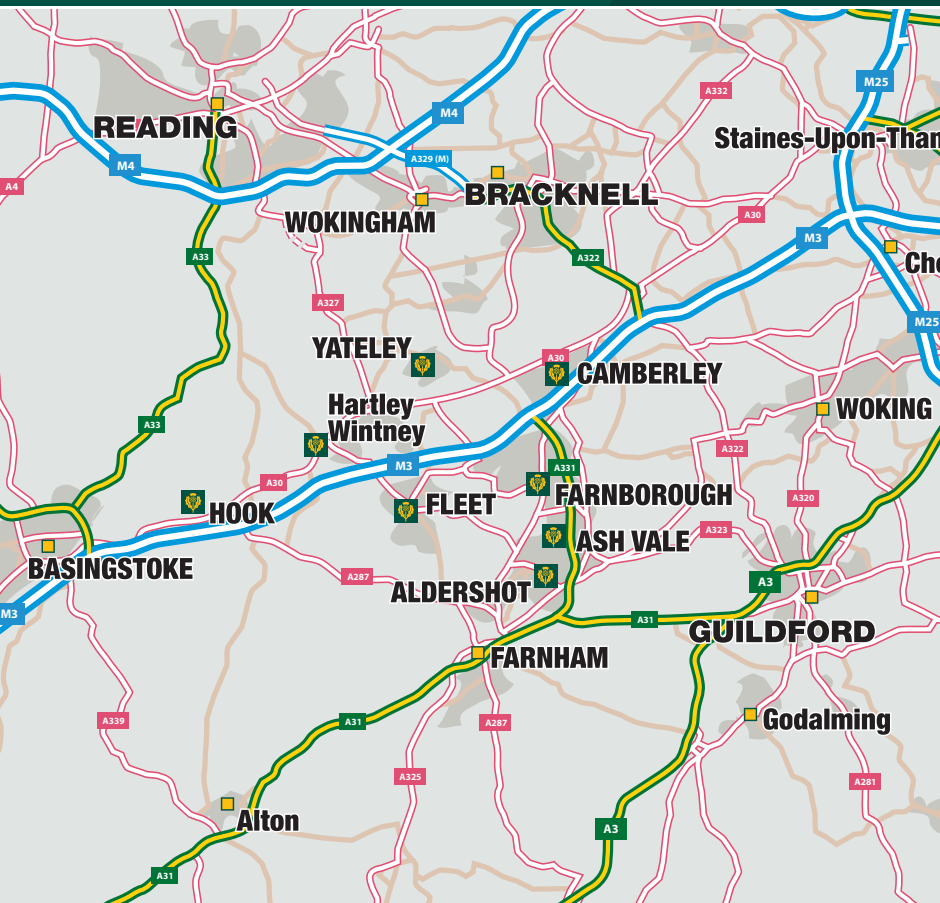
Gary Tetlow | Land Manager

Gary has strengthened our successful land department by bringing over 30 years of experience. With knowledge as both an estate agent and within the land department of Mackenzie Smith and various other agents over his career, Gary has worked with developments of all sizes, focusing on client satisfaction as the ultimate goal. The levels of attention that are given to just the smallest details sets our team apart and Gary is keen to continue this ethos.



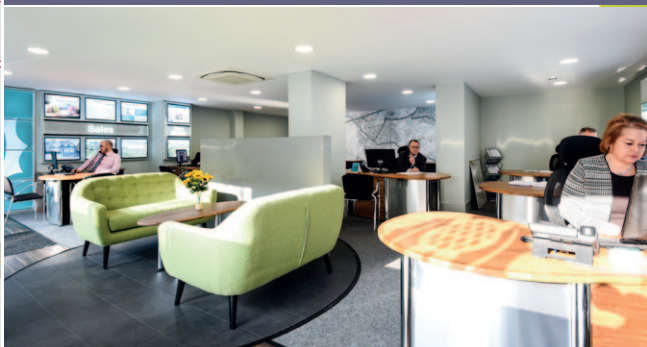
Ed Mackenzie Smith | Chairman

Ed left school in 1972 and started working in Estate Agency. Over the next fifteen years, he held various senior positions in the industry, culminating as a main board director of a leading Estate Agency specialising in Land & New Homes. His key skills are in business management, marketing, and advising clients about the sale and acquisition of land as well as the marketing of new homes. He founded Mackenzie Smith in 1992.



Area covered

Our office network in Fleet, Farnborough, Ash Vale, Camberley, Hartley Wintney, Aldershot, Hook and Yateley comprehensively covers the highly desirable area between Junction 4 (Frimley / Camberley) and Junction 6 (Basingstoke) of the M3. Whilst this area is our core focus, we have successfully sold and developed land further afield, such as Basingstoke, Alton, and Woking.



"We had excellent service from Katherine when she acted for us during a land sale recently. She was always professional but approachable and she was very thorough in keeping us up to date with progress - nothing was too much trouble."

"I am happy that I chose Mackenzie Smith as the land agents to market and sell our development site. They found a suitable buyer within the quoted timescale and managed the transaction to my total satisfaction. I would not hesitate to recommend them."

"Knowledgeable, supportive and professional from the start to the finish of our land sale process. The process was clearly explained to us at the beginning and the different options we had to market the land which gave us the confidence to proceed."

★ Trustpilot



Trust us. You are in excellent hands.



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