LandTech

Buying Guide

Unlock land value



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Who are LandTech?

Our story

Back in 2010, our co-founder Andrew wanted to self-build a house. But the process was... complicated.

Andrew was a developer (the software kind). So he decided to use his skills to make finding and assessing sites easier – for himself and others.
So he tweeted: "Property software startup seeks co-founder".

On the other side of the country, ex-town planner Jonny was after a new challenge. He was after a way to bring some much-needed innovation to the property sector. Then he saw Andrew's tweet.

Andrew never did build that house. But between him and Jonny, they've built the fastest-growing PropTech company in the UK (and we think that's much better).

Our mission
Wherever we go, our mission is to unify land assessment data to give property professionals of all sizes the competitive edge they need to succeed.



Across the pond

Fast-forward to today, and LandTech is backed by £42m funding, 3000+ customers and 200+ employees.

We're the land acquisition partner of choice for global property industry leaders like JLL, Savills, CBRE, Cushman & Wakefield and many more, and we are pioneering a new wave of property practice from site sourcing to assessing, appraising and lender matching.

Needless to say, we've been busy!

But it doesn't stop there. Benchmarking the industry standard for property technology in the UK, we're going across the pond and launching in the US, commencing our journey of global expansion.

Unlock land value
LandTech empowers you to build better places, and make better use of your time and money, so we invite you to join forces with us to unlock land value.





Industry challenges we solve

Imagine life *without* LandTech...

You've been living it so far, it's been working just fine. Or has it? Life without LandTech has its challenges related to traditional site sourcing methods, such as...

- Time wasted hunting through disjointed data.
- Missed opportunities.
- Reliance on third party land sourcing and assessing.
- Inefficient pipeline management.
- Lengthy appraisal process and difficulty attracting the right funding for your project.



But what about life *with* LandTech?

What if you could take all those challenges and solve them with one end-to-end solution?

- You get your **time back** because all the site assessing data you might need is centralised in one place.
- You're **immediately aware** of any potential policy/planning red flags.
- You're **in control** of your CRM, building a steady pipeline of developments and maintaining visibility over your projects.
- You have **access to off-market land deals** ready now, no added fees.
- You've got your **facts and figures straight**, creating automated appraisals in minutes.
- You **understand the best funding options** for your project and you have help accessing lenders.
- You get **bespoke support** from your customer success manager.
- You receive **invaluable data and reports** specific to your region/s of operation.
- You get **CPD Accredited training** for all your team.
- And you have access to an **exclusive community network** and events.





Our Product Suite

Site sourcing | Financing | Community

Our technology has been built and refined by property professionals for many years.

We are the only end-to-end land acquisition partner that delivers an integrated solution to meet your needs from initial site assessment through to sourcing funding for your project.





Site sourcing

LandInsight is your off-market land sourcing tool that provides access to invaluable data, speeds up your site assessments and improves your site pipeline management.

You'll be able to identify new opportunities through LandInsight's comprehensive layers of data (Ownership, Planning, Policy, Property Information and Comparables), and run initial assessments at every stage of the pipeline.

LandInsight GO
LandInsight is the only product of its kind available with a pocket-sized partner, which we call LandInsight GO, our mobile app that you can take with you out in the field.

Never miss a site when out, by saving sites on the go with LandInsight GO, available on the **App Store** and **Google Play Store.**







Financing

LandFund is your finance tool, speeding up the way you report appraise and raise capital for your build projects.

You'll benefit from automated calculations, branded appraisals that you can create from scratch or a simple template, and annotated reports that take all your contingencies into account.

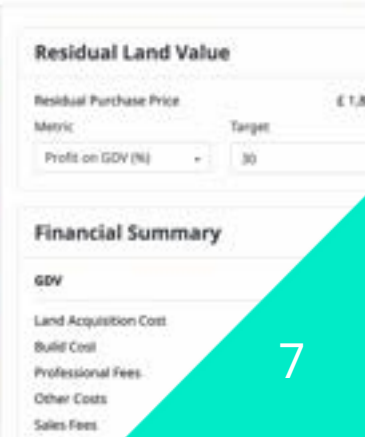
Lender Match
Improve access to capital funds with our free Lender Match consultancy service, offered through LandFund.

Our experts will guide you towards inclusive market rates and through multiple funding solutions to ensure you get the right outcomes for your project.



Did you know...
Every successful Lender Match agreement unlocks a free LandTech license for your team!







Community

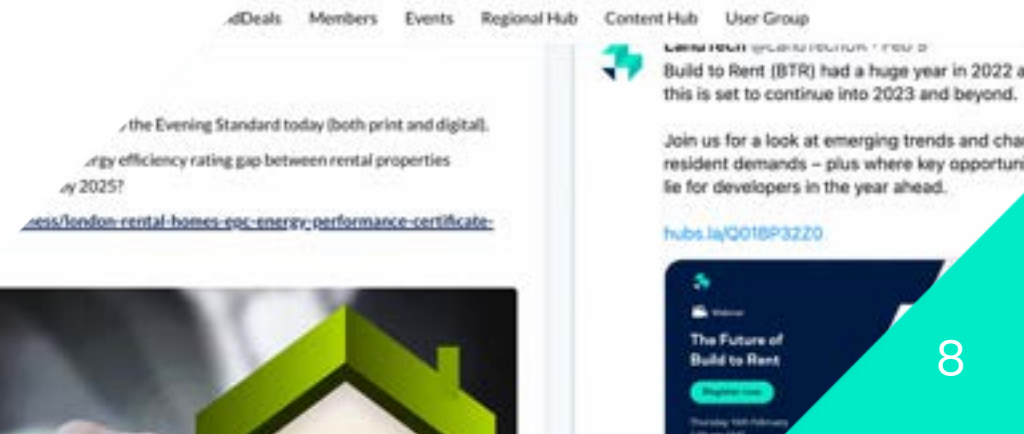
The LandTech Community is your destination for off-market land deals, CPD accredited training, detailed industry insights tailored to your region and professional networking events.

An exclusive network of over 1200+ property professionals, LandTech Community is the only social network you *really* need.

LandDeals
Want to get access to reliable, active deals taking place daily between vetted property professionals?

The LandDeals user group in our Community hub will allow you to post, respond to and collaborate on deals in real-time.







Value added services



Lender Match
Start a free consultation with a LandTech expert to explore your goals and match to a lender and funding type that best suits your needs. Plus, every successful outcome unlocks a free LandInsight license!

LandDeals
Be the first to know about off-market land opportunities from your fellow LandTech Community members; an active network of 1200+ developers, agents, consultants and more.





LandTech Learn
Find CPD accredited product solutions and industry training in LandTech Learn. We offer a range of educational opportunities for all your team, from beginners to advanced professionals.

CRM Data Concierge
Migrate your existing pipeline into our Sites Pipeline to achieve parity between your CRMs with assistance from our data team.





IT Support
Chat to a LandTech expert for an answer in minutes, or try our on-demand support articles answer just about any product-related question you may have and are available 24/7.

Product feedback loop
We put the power in your hands with our LandTech Community product feedback loop, allowing you to shape the future of the products we build to suit your goals and needs.





Real Developer
Our partnership with Real Developer offers SMEs accreditation, recognition and support to stand out from the crown, win more deals and improve their standing in the industry.



Where do we get our data from?

Maps
Our land map provides you with Google Maps, Satellite and OS Maps views to suit your needs. In this layer you'll be able to toggle data on and off to properly assess your site of interest.

Ownership
We leverage ownership data directly from official records, meaning you can be assured you're getting the most accurate ownership information and purchase title documents to learn more.

Planning
We collect planning data from local authorities in England, Wales and Scotland. You'll be able to explore applications, see boundaries and create alerts to keep in the know about application outcomes.

Policy
Policy on Significant Constraints and Land Availability Assessments lets you you know what's in place now, what you need to be aware of, and any emerging policies to take advantage of near you.

Comparables
Our Comparables Layer incorporates the likes of Market Values, Sales Prices and more, to ensure you get accurate numbers and can predict your ROI at the other end.

Property Info
Property information such as Use Class, Listed Buildings and Dimensions help you understand exactly what you can achieve with your development.

Power
Our Power Layer helps you understand everything you'll need to prospect large sites for energy farms and power stations.

HM Land Registry

Ministry of Housing, Communities & Local Government

Companies House

Google

***Note**: We respond to all data updates as and when they become available.*



Is LandTech right for you?

Who can use our solutions

Property developers of all sizes will benefit from our products and services.

From SME developers to global property enterprises, agents, and consultants, if you're interested in finding off-market land, bringing all the land assessment data you need into one place, and unlocking the true value of the development opportunities you find, there's a LandTech use-case for you.

> As a market-leading firm, we are constantly looking for the best off-market opportunities. LandTech has been incredibly useful, allowing us to find and assess development opportunities approximately 80% faster than we did before.
>
> ***Chris Kerrison***
> ***Investment Manager at Montagu Evans***



Who we serve



SME Developers
Get the same data and opportunities as your enterprise counterparts and grow your business with the full scope of off-market residential and commercial opportunities near you.

Enterprise Developers
Achieve data parity for your teams in the UK and the USA with our global product solutions and grow your development pipeline across borders.





House Builders and Housing Associations
Reach your housing targets and keep ahead of the competition with ultimate clarity over planning and policy changes, market conditions, and regional insights.

Land Agents
Acquire the highest quality land parcels and property opportunities for your clients before the competition, take advantage of our LandDeals and Community network to expand your clientele, and stay informed about changing market conditions.





Property Consultants
Our property and planning data, regional insights and thought leadership helps you stand out and provide an even greater level of insight to your clients.

Power Developers
We help businesses in energy and power to acquire the best development opportunities before they come to market. With DNO data available on your map, opportunities are clear to see.





Strategic Land & Land and New Homes Teams
Our emerging policy, constraints and planning data makes finding and predicting the profitability of sites you're prospecting simple. Use comparables to evaluate potential sales prices and run appraisals all in our one-stop solution.



Your LandTech journey

Partner with us to achieve your business goals



Kickoff

Meet your Customer Success Manager, align on your goals and conduct training with your team.

Early stages

Conduct any follow-up training where needed, check in with your key stakeholders and address any feedback/questions.



Getting settled

Start looking to the future! Create a partnership plan to help reach your goals and deepen ROI .

Throughout

Training and support is available for your team whenever you need it and we welcome all product, feature and service feedback to improve your experience at LandTech.





Frequently Asked Questions

All the answers here

What happens after I purchase a license?

Your Customer Success Manager will schedule a kickoff with your team to provide any demonstration you might need, discuss the business goals you're working toward, and give you a tour of the product suite to ensure you're making the most of it.

How long is the contract?

Your LandTech subscription is valid for 12 months from the day of signing.

What if I want to cancel?

Speak to your Account Manager for any cancellation enquiries.

How do I add more licenses?

Your Account Manager can help you to add more licenses for your team and help you keep track of all your logins.

How do I renew my license?

Your Account Manager will be in touch in the lead-up to renewal time to run through your successes, address any concerns or questions you might have, and help you move through the renewal process.

How do I get product support?

You can open a live support ticket from 9am-5pm Monday through Friday to get bespoke support from a team member or access a help article at any time.

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