



James Youatt – BSc (Hons) MRICS

Director and Residential Development Surveyor

James has been involved during the last twelve months with sales / acquisition of development land, either with consent, subject to, or allocated sites accounting for approximately 5,500 units. In addition, he has been involved with acquisitions, negotiating Promotion Agreements and Option Agreements on over 30 sites with the potential for a further 4,200 units.

Experience

1993 - 1994 SAVILLS

1995 – STRUTT & PARKER/BNP PARIBAS REAL ESTATE

2007 – HEAD OF SOUTHEAST DEVELOPMENT, STRUTT & PARKER

2010 – EQUITY PARTNER, STRUTT & PARKER

2017 – SENIOR DIRECTOR, BNP PARIBAS

2021 – DIRECTOR DEVELOPMENT CONSULTANCY, KING WEST LTD

2023 – FOUNDING DIRECTOR DEVELOPMENT SURVEYOR,
RURAL INSIGHT LAND & DEVELOPMENT

Recent Projects Include

Market Harborough

Securing a promotion partner for 1,000 unit scheme, negotiating heads of terms and a promotion partner on behalf of Private clients, renegotiating a Rolling Overage and a form of Equalisation Agreement with a third party.

Wokingham

Being appointed to negotiate the option price for a 200 unit scheme with an outline consent, with the option holder, a national house builder. Securing a significant uplift in the purchase price for the landowners.

Adur

Selling a site for 460 units on behalf of private clients, including BNG, ancillary commercial, Community Orchard and a Community Farm. As part of the transaction agreeing an option on further retained land with potential of 140 units, roadside retail, care home and community land.



Specialties

- Residential Development
- Sales
- Acquisitions
- Option and Promotion Agreements
- Expert Witness
- Overage Negotiations
- Option Negotiations

Expertise

- Representing clients at arbitration for development scheme
- Expert Witness representation
- Advising Landowners on Development Agreements
- Advising on land values under Option Agreements across the Southeast
- Valuation work for a range of Banks, Private Investors and Development Companies
- Property Portfolio valuation and advising on enabling development