

Neil Kelly

BSc (Hons) MSc PGDip

Partner, Residential

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This former PLC housebuilder leads residential development in the East of England, helping landowners maximise the value of their land.

When landowners or developers choose to work with Neil, they're picking an advisor who knows the process inside out. He knows in fine detail how development is delivered in the real world after 16 years in development - eight with national housebuilder Crest Nicolson.

Neil always makes it his business to spot all potential bumps in the road during residential development, so he can prepare his clients for the risks and opportunities ahead.

By leveraging his PLC knowledge and experience of the process, Neil advises landowners and developers on land promotion, appraisals and valuations in preparation for the disposal and acquisition of all types of land, always seeking to identify opportunities to optimise value and enhance marketability.

He was once directly responsible for £1bn of land across the east and south-east of England but it's his ease in getting on with people that really sets him apart. Neil's genuine and straight forward approach to development means his clients always know he is on their side.

Key relevant project experience

University of Cambridge – North West Cambridge Development

North West Cambridge is the largest single capital development project that the University of Cambridge has undertaken in its 800-year history. It will deliver a 3,000 dwelling urban extension to the north western fringe of Cambridge. Neil acts on behalf of the University of Cambridge, providing development management services, as well as valuation advice and advising on the disposal strategy for residential land sales.

Landowner Consortium – Darwin Green, Cambridge

Acting on behalf of a consortium of seven landowners in relation to all matters arising from a Collaboration Agreement, and the Promotion Agreement with a national housebuilder. The land now has the benefit of planning permission for 1,593 dwellings, a supermarket, school and local centre. An application for a further 1,100 dwellings is being prepared.

Trinity College – Dunsfold Park

Dunsfold Park will deliver 1,800 homes as a new garden village set within the Surrey green belt. Neil acts on behalf of Trinity College as a core member of the Development Management Team reviewing site wide delivery strategies, infrastructure and phasing, identifying opportunities to optimise the value and marketability of the planning permission. In addition, he is providing valuation advice and advising on the optimal disposal strategy for land parcels across a range of tenures, including market sale, PRS and retirement living.