

How market leaders are staying ahead of the competition

Quickly finding off-market opportunities has propelled Montagu Evans into the future of development services.



The Hero



Montagu Evans are property planning and development experts.

For nearly a century they have helped clients shape some of the UK's largest residential, commercial, and mixed-use projects, including large-scale developments like Westfield London, the British Museum, and the O2 Arena.

- ▲ Advising over 40,000 residential units with a £6 billion land value
- ▲ Working in over 350 client partnerships
- ▲ Using LandInsight since April 2018

So what's changed?

In the modern on-demand world, clients expect answers faster than ever. To keep providing their outstanding client services, Montagu Evans needed a new way to offer air-tight proposals – fast.

That's why they chose LandInsight.

“To get the best opportunities we have to act fast, which means adopting the best tech out there.”

Chris Kerrison,
Investment Surveyor

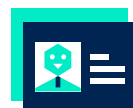


Success Snapshots

- ▲ Find and contact owners faster using the **Ownership Layer**
- ▲ Keep an eye on the competition with **Planning Alerts**
- ▲ Increase productivity with training from our **Customer Success** team



1,858 sites saved and development opportunities sourced



5,219 ownership searches to find decision makers



75% time saved sourcing and assessing sites



How LandInsight's helped

Chris Kerrison, Investment Surveyor at Montagu Evans, uses LandInsight every day to find off-market development opportunities. Chris can secure the best investments for his clients before his competitors even know they've missed out.

Ownership Layer

Using LandInsight's ownership layer, Chris can see site information, £ per square foot value, and contact information all in one place. This means he can approach land-owners quickly so that his clients never miss a great investment.



5,1210
ownership
searches





Planning alerts

We deliver planning alerts directly to Chris's inbox so he can find new developments, potential clients, and keep an eye on the competition.

This means he can offer his clients a better, faster, less risky experience (and save himself a bucketload of time too).

Ownership search

New tech can sometimes be confusing, but our Customer Success team helped Chris to get up and running in no time.

He can turn to the team for expert support, training, and guidance – really setting himself up for success.

I've found that Customer Success is a very useful tool to help me guide myself through difficulties.

Chris Kerrison, Investment Surveyor

Thanks for that, Chris – it means a lot.

The Impact

With LandInsight, Chris and the team at Montagu Evans can assess off-market opportunities and planning applications in minutes, de-risking potential developments so that they can provide a faster, more comprehensive service to their clients.

In fact, Chris estimates that LandInsight helps him save an incredible 75% of his time – that's like adding another six hours to his working day, every day.

Imagine what you could do with those extra hours.



75%
time saved