




Land, Development & New Homes

Fenn Wright are leading specialists in the sale of new homes in Essex & Suffolk.



"We utilise the services of Fenn Wright's new homes team across a number of our sites and have always found them to be extremely helpful, resourceful and most of all, proactive in their approach. Their branch network ensures that we capture leads throughout our core areas and their market insights in these locations are invaluable."

- Alex Leader / Sales & Marketing Director, Rose

About US

Established in 1768, Fenn Wright is East Anglia's leading independently owned partnership of Chartered Surveyors, property experts and estate agents, specialising in the sale of land and new homes.

We offer a broad range of professional services and represent many local, regional and national house builders and new homes developers.

With eleven offices located along the A12 corridor and beyond, our specialist new homes team have excellent local market knowledge meaning we are well placed to advise you on identifying strategic development opportunities, site viability, project management and marketing strategy.

H | H

"Hartog Hutton have worked closely with Fenn Wright on several of our development schemes over the years – both for initial professional advice, and also for the excellent service they provide in helping us to sell our new houses. Hartog Hutton delivers individually designed homes throughout East Anglia and are known for our personal service – this dovetails well with Fenn Wright's ethos, experienced team and network of branches which are well placed to market our properties. We look forward to working with them on our future developments."

- George Wells | Director, Hartog Hutton

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"We used the services of Fenn Wright to market Chilton Place in Sudbury, and have been delighted with the valuable local market intelligence and proactive marketing approach. Steve Lillistone, in particular, has provided a high level of support throughout the process and continuously gone above and beyond to ensure a wonderful customer journey for purchasers at our development."

- Katrina Barnes / Associate Sales & Marketing Director, Anderson

Marketing new homes

Professional marketing is vital and we embrace every aspect of the journey, including using the highly effective medium of video production.

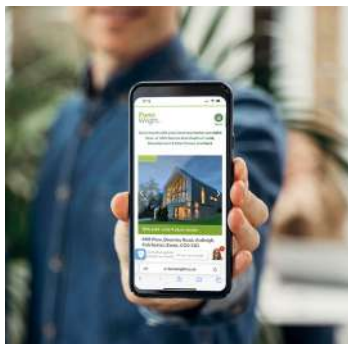
However, we never lose sight of the fact that we are selling agents first and foremost, so we invest in the best people to proactively sell the dream of owning a new home on one of our clients' developments.

Using our own website, Rightmove and social media, we know how to generate the required visitor levels and convert these into qualified reservations that meet with your project timescales. Our experienced team of sales progressors achieve industry leading success rates in guiding buyers through the process to exchange of contracts and completion.



"We have recently sold the majority of our entire site off plan with the great marketing of Fenn Wright Estate Agents and the personal attention provided by their representative Steve Lillistone who oversaw the site from inception to completion. We look forward to working again with Fenn Wright and Steve in particular on future developments."

- Tye Harvey / Director, Roman Homes





"Maria and the team have provided an excellent service for our new homes development. Naturally, they're finding suitable buyers, but crucially they put in a lot of hard work to ensure the sales are progressing in the right direction and follow through to completion. We now have a great relationship with Fenn Wright thanks to their friendly and professional service - and also their results!"

**- Jonathan Greaves / Director,
Lanswood Residential and Commercial Developments**

Services

We create bespoke marketing plans for each new homes site and typical activity includes:

- A dedicated team of specialists supported by a motivated branch network in Essex and Suffolk.
- Bespoke advertising on the major property portals, including Rightmove and OnTheMarket.
- A profile of the development on the New Homes section of our website – fennwright.co.uk/newhomes.
- Organising and promoting launch events and open house viewings.
- Coverage in our newsletter which goes to in excess of 47,000 people registered on our database.
- Targeted social media campaigns, including Facebook, Instagram and GoogleAds.
- Work with professional videographers to produce fantastic footage for use on property listings and social media.
- Bespoke HTML campaigns.
- We can also advise and provide help with CGI's, site plans and literature such as brochures.
- Newspaper and magazine advertising.
- Our experienced Marketing team are on hand to help with press releases and secure coverage of new developments.
- Virtual staging and dressing of rooms.



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New Homes Team



Alan Williams

Managing Partner | acw@fennwright.co.uk

Based at our head office in Tollgate, Stanway, Alan is Head of Residential Property and Managing Partner. He managed both our Colchester and Ipswich offices in the 1990s, became a Partner in 1999 and Managing Partner in 2005. Alan opened our Witham office in 2002 prior to overseeing a programme of expansion to the current 11 office network we now have across Essex and Suffolk. Alan has many years of experience in the sale of development opportunities and the marketing of new home schemes for local, regional and national clients.



James Gunther

Partner | jbg@fennwright.co.uk

James started his career at the Colchester High Street branch before managing the Stanway and Colchester residential sales offices. Having assisted in growing Fenn Wright's new homes department, he became an equity partner of the business in April 2018. James' current role is to oversee business management and he specialises in the sale of high specification new homes throughout Essex and Suffolk.



Maria Montgomery

Partner | mjm@fennwright.co.uk

Maria joined Fenn Wright in 2003, having built a successful career working in Colchester and the surrounding area. Maria has over 40 years' agency experience and heads up our New Homes department covering our network of offices. Maria offers an unrivalled personal service to developers and private clients alike, and her many years of experience in the local market ensure she provides accurate and credible site appraisals, with insightful 'up to the minute' feedback on market trends and demand.



Steve Lillistone

Manager | sal@fennwright.co.uk

Steve has extensive experience in negotiating land and new homes transactions and joined Fenn Wright to provide a professional service to both developers and buyers alike. Having started his career in the property industry in London in 1992, Steve worked for a large PLC holding a variety of positions including Regional Manager and subsequently, New Homes Director, covering the county of Essex. Steve now works alongside Maria in both Essex and Suffolk.



Rachel Hamilton MNAEA

Manager | rjh@fennwright.co.uk

Rachel joined Fenn Wright in 2016 after enjoying a successful career in the hospitality industry. After excelling in all aspects of residential sales in the Kesgrave and Woodbridge offices, Rachel joined Fenn Wright's New Homes division in 2021. Predominantly focused on working with national and local property developers in Suffolk, Rachel has excellent knowledge of the local area and believes in going the extra mile to ensure her clients' receive a high level of customer service.

New Homes Team



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Faye Rhodes

Sales Support
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Land & Development



With demand for land soaring and a shortage of supply, momentum is predicted to continue, and we are looking for potential development sites to market to our existing clients and put on the open market.

Our dedicated Land & New Homes team provide a broad range of services to many local, regional, and national new homes developers, so we have direct access to a host of high quality prospective buyers looking for single plots through to 100+ units.

- Building plots/land with planning permission or potential for planning permission
- Derelict properties with land or which are ripe for renovation
- Land on the edge of settlements

As experienced Chartered Surveyors, we can identify development opportunities that provide additional income streams and maximise the return from your asset. We specialise in providing development advice, so whether you are looking to convert an existing farm building or promote land for large scale strategic development, we have the expertise and knowledge to guide you through the process.

- Farms or smallholdings with development potential
 - Redundant agricultural buildings with land
 - Disused farmland or paddocks suitable for development
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SOLD

CHATTOWOOD



SOLD

THE PADDOCKS



SOLD

ST JOHNS BARN



SOLD

ST PETER'S CLOSE



SOLD

CHILTON PLACE



SOLD

STOUR MEADOW



SOLD

MICHAELSTOWE LANE



SOLD

THE CROFT



We've got **Essex** and **Suffolk** covered

Experts at selling land, developments and new homes.

Chelmsford 01245 292100

Colchester 01206 763388

Felixstowe 01394 548700

Ipswich 01473 232700

Kesgrave 01473 358400

Manningtree 01206 397222

Stanway 01206 216543

Sudbury 01787 327000

Witham 01376 516464

Woodbridge 01394 333346

Residential Sales  Lettings  Commercial Property
Surveyors  Farms & Estates  Water & Leisure
