



Case study



**BNP PARIBAS
REAL ESTATE**

Overview



450,154
sites found



87,533
property
searches



90%
time saved

Use cases

Planning Assessment

To estimate the potential of any site, BNP Paribas Real Estate have to make accurate planning assessments quickly.

Ownership Search

In order to source opportunities and bring projects forward faster, they have to be able to find site owners in just a click.

Comparables Reports

Accurate comparables reports and £/sqft data is essential for BNP Paribas Real Estate to work out safe investment opportunities for their clients.

The hero

BNP Paribas Real Estate pride themselves on providing impressive property services for an ever-changing world.

They're a main player here in the UK, and are experts in European markets and regulations too.

Their dedication to providing great services shows in their early adoption of innovation.

- ▶ Leading the UK property market for over 150 years
- ▶ Advising on over €29 billion assets across Europe
- ▶ Using LandInsight since 2017



So what's changed?

Innovation is at the heart of BNP Paribas Real Estate's ambition. They have always met problems with original ideas, and they knew that being proactive in their site sourcing would improve the services they offer clients.

The firm are highly attuned to the changing needs of their various clients, but providing tailored services to suit everyone meant time was never on their side. They wasted hours searching for information across a range of archaic platforms, for sites that were ultimately unsuitable investments.

Opting for strategy over struggle, this market-leader turned to LandInsight to simplify their site sourcing.



How LandInsight's helped

James, the Director of Development Planning, and Jess, a member of the development team, use LandInsight every day to find off-market opportunities and rule out bad investments.

Planning search

By setting planning filters, they can quickly identify sites with approved or rejected applications. The planning history of a site provides valuable information too, especially around an opportunity's potential uses.

Using the constantly-updated information in LandInsight means the team can create air-tight applications for their clients' developments – and do so *much* faster than the competition.

Comparables data

When they have found the right site, James and Jess need to know it's at the right price.

By quickly seeing the sold and estimated value of off-market sites compared to others in the same area,

they can continue to provide value-boosting advice for their clients based on real evidence.



Ownership search

Once they have found a site, the next step is maximising its potential.

On a large infrastructure project around the M25, they were left with an isolated site to develop that had no access routes. Thanks to the ownership search function, this problem was easily solved.

The team found out who owned the surrounding land, and bought that too. They created easy access and really unlocked the value of their initial site.



// LandInsight is the whole package of information – in one.

**BNP Paribas Real Estate – Jess Plant,
Surveyor**

The impact

With the help of LandInsight, BNP Paribas Real Estate have future-proofed their client services.

They've always been known for providing great property consultancy, but now with LandInsight their processes are more streamlined than ever. And **that** means their clients get accurate, up-to-date information faster than ever.

Jess and James used to spend their time trawling through Local Authority websites, the Land Registry, environment agencies and all manner of other sources to find the data they needed to accurately assess a site.

Now? By filtering the best development opportunities to the top of the pile faster, LandInsight has helped the team save a whopping 90% of their time.




Let's get you started

We help property professionals of all sizes, from the powerhouse builders like BNP Paribas Real Estate, down to first-time developers looking to make deal number one.



We can help make the whole process simpler and more efficient – whatever your expertise.

And what better way to see if LandInsight could help you than trying it out for yourself for **free**?

Book your free trial now.



**So whether you're a bold team of one
or a busy team of 100, speak to us at
LandTech to make site sourcing simple.**





LandTech

Say hello!
(We don't bite)

We could talk for hours about LandInsight,
but we're happy to keep it simple.

Find out how **LandTech** can help you
site-source by giving us a call.



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