XERA

Custom Build · Zero Carbon · Affordable

Land Sourcing Brief

XERA is a property developer specialising in **customised, zero carbon homes**. We are actively seeking small residential land opportunities across Oxfordshire and surrounding counties for **custom build, rural exception and affordable-led schemes**. We are interested in land where a thoughtful, policy-aware approach can unlock value that volume housebuilders typically overlook. **We welcome early conversations.**

WHAT WE ARE LOOKING FOR

- **Scale:** 0.3 to 2 acres, suited to 4–15 homes. Working target of around 8 units per site.
- **Geography:** West Oxfordshire (primary focus), surrounding Oxfordshire districts, Gloucestershire, Wiltshire, Worcestershire, Warwickshire.
- **Planning status:** Sites without full consent preferred — including those with no planning history, PIP status, or at pre-application stage. Outline consent also considered where appropriate.
- **Site types:** Rural exception sites, infill and backland, edge-of-settlement greenfield, brownfield or conversion, S106 custom build obligations on larger sites.
- **Policy signals:** Identified local housing need, active rural exception policy, self-build register demand, settlement boundary anomalies or allocations.

WHAT WE ARE NOT LOOKING FOR

- *Large strategic sites requiring major infrastructure or PLC-scale funding*
- *Land with no realistic near-term planning prospects*
- *Sites already under option or in unconditional sale to volume housebuilders*
- *Opportunities where abnormal costs or constraints are likely to outweigh potential*
- *Isolated open countryside with no settlement context or policy support*

OUR DEVELOPMENT MODEL

Custom build · Rural exception · Discount Market Sale · Zero carbon · Passivhaus standard · MMC construction

- Homes can be a mix of open market custom build, Discount Market Sale (DMS) and affordable tenures — the right blend is determined by site, policy and viability.
- DMS homes sold at a discount, affordability held in perpetuity via S106 — responding to genuine local need and supporting planning consent.
- Early marketing to those with a local connection, where S106 dictates.
- Exit via serviced plot, golden brick or full build solution (via partnered contractors).
- Each site held in its own SPV.
- 50 years combined technical and construction experience.

PREFERRED DEAL STRUCTURES

PREFERRED

Joint Venture with landowner

XERA funds everything except the land. Landowner contributes the site and shares in development profit. Aligned incentives, no immediate cash sale required.

ALSO CONSIDERED

Option or Promotion Agreement

Low or nominal upfront cost; triggered on planning grant. 18–36 month option period. Land price agreed at point of option.

Fees confirmed in writing on a case-by-case basis. **Non-exclusive introductions welcome.**

This brief is for discussion only and does not constitute a formal instruction or agency agreement.

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