

Barry Sully

Partner

 Nottingham

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Barry is the head of our nationwide Built Environment team. Both of the main legal directories - Legal 500 and Chambers - have ranked him as a leading lawyer in real estate and development projects, in every edition for more than a decade.

Barry has almost 30 years' experience dealing with property development, options and promotion agreements, urban regeneration, complex site assembly, social housing projects, mixed use schemes and development joint ventures.

Acting for developers, housing associations, local authorities and landowners, Barry understands the priorities and perspectives of each of these sectors (or is a "poacher turned gamekeeper" as one client likes to describe him). In an era of greater partnering between sectors, Barry uses this experience to help clients find workable solutions. He knows what the market will and will not accept; what works and what doesn't.

Expertise

Sectors

Development and regeneration

Estates and rural

Social housing

Featured experience

Landowning family selling to developers

The sale of over 200 acres to a consortium of housebuilders. It was time sensitive so required bespoke arrangements to avoid the usual delays on this type of deal. It was also more complicated that a 'typical' land deal – with a sale and leaseback and very complex 'overage' arrangements.

Housing association client

Advising on a deal with a local authority to acquire and develop 11 sites as affordable housing. The contract terms are very bespoke – with the more financially viable sites cross-subsidising the less viable sites. This will enable affordable housing to be delivered in areas where development would otherwise not be possible.

Hybrid option and promotion agreements

Acting for various landowner clients on 'hybrid' option and promotion agreements with developers. In the last year alone, Barry has dealt with agreements covering more than 2,000 acres.

Berry Hill, Mansfield – urban extension

A joint venture between a private developer, Nottinghamshire County Council and a Jersey investor. This 480 acre site will deliver 1700 new homes, community facilities, innovation space and a 26 acre commercial park. It has received local support and positive media coverage for providing new housing and jobs to this former mining town.

Leicestershire County Council

Advising on the land assembly of the 'Lutterworth East' strategic development area: a 450 acre site being promoted for 2750 new homes, employment development, a new school and community land together with major road infrastructure connecting to the M1.

Westerman Homes

Dealing with the sale of Westerman's strategic land portfolio – more than 725 acres – to the Bowmer and Kirkland Group.

We helped structure the deal and negotiate terms with the buyers. We also drew heavily on our knowledge of Westerman's business, gained over 25 years of acting for the company.

Testimonials

Directories

"Barry Sully has impressive experience of residential development, regeneration projects and major joint ventures."

Legal 500 2023,

"He's practical and good to deal with."

Chambers and Partners 2023,