



# Cala Homes

Land and planning:  
Delivering value to landowners  
and communities

February 2026



Knightswood Chase, Fordingbridge

# Cala

Cala is committed to working closely with landowners and communities to deliver attractive and sustainable developments where people want to live.

We deliver around 3,000 homes each year and we have ambitious plans for further growth.

With an agile and flexible approach, a strong focus on sustainability, and a reputation for industry-leading quality and customer service, we are actively seeking new land opportunities across Scotland, the South of England, Cotswolds and West Midlands.

With roots dating back to 1875, our long history of success is built on one guiding principle; to create places that land owners, customers and communities can be proud of.

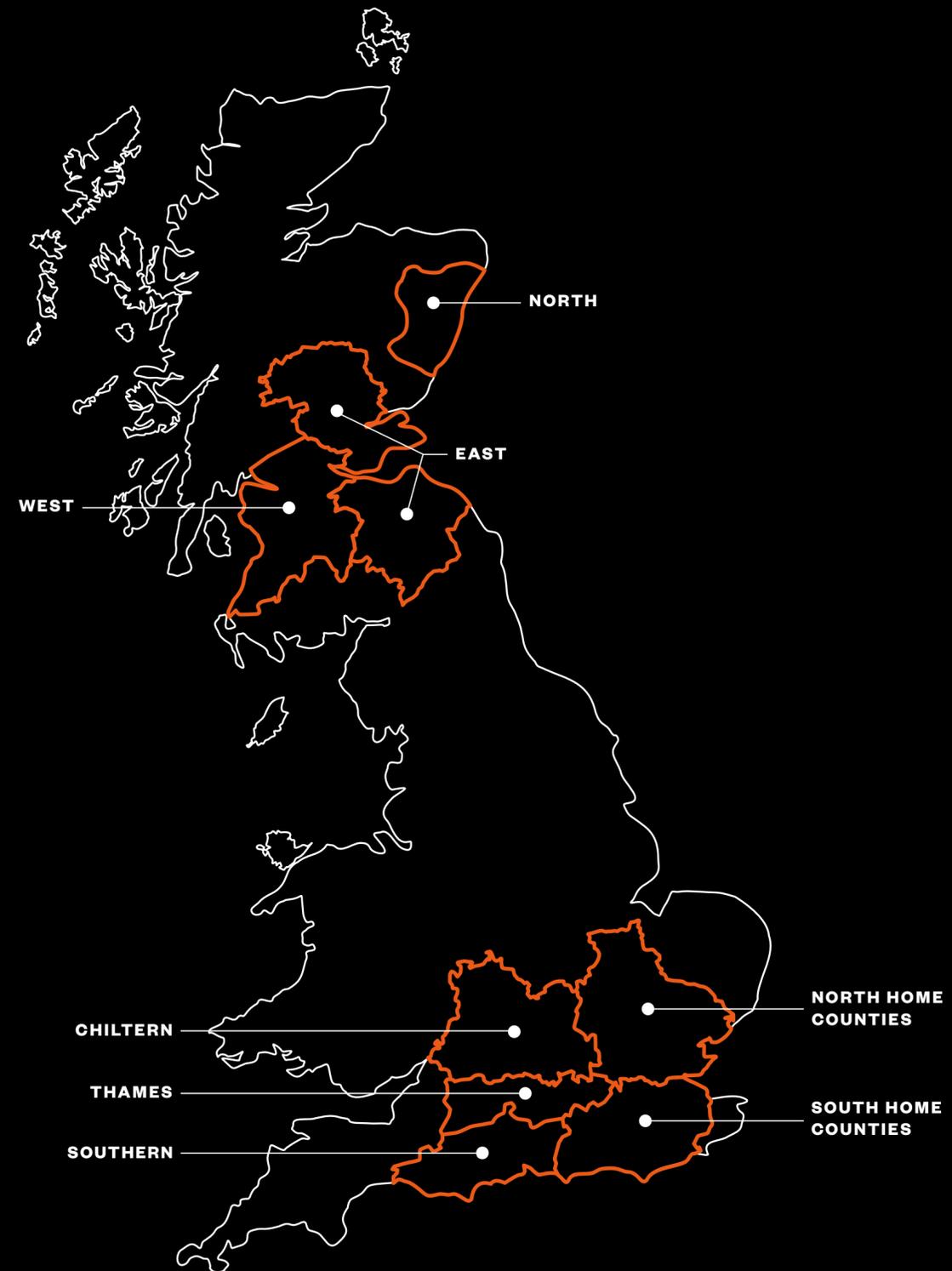


# Where we're buying land

Cala operates through eight regional businesses across the UK, giving us national perspective and local expertise.

We are seeking opportunities to immediately deliver, and will consider a range of sites with or without planning permission. Our teams have the expertise, knowledge and relationships to deliver a full spectrum of development opportunities.

Our regional Land and Planning teams know how to manage sites through the complexities of the planning system and political landscapes.



# England

## Cala Chiltern

Northamptonshire, Buckinghamshire, Oxfordshire, Bedfordshire, Hertfordshire, Warwickshire, Gloucestershire, Worcestershire and West London.

 [chilternland@cala.co.uk](mailto:chilternland@cala.co.uk)

 **01628 552 300**

 [cala.co.uk/chilternland](http://cala.co.uk/chilternland)

## Cala North Home Counties

Hertfordshire, Cambridgeshire, Essex, West and South Suffolk, and East London Boroughs.

 [nhcland@cala.co.uk](mailto:nhcland@cala.co.uk)

 **01707 397 100**

 [cala.co.uk/nhcland](http://cala.co.uk/nhcland)

## Cala South Home Counties

Kent, East Surrey, East Sussex, West Sussex and South London.

 [shcland@cala.co.uk](mailto:shcland@cala.co.uk)

 **01306 326 996**

 [cala.co.uk/shcland](http://cala.co.uk/shcland)

## Cala Southern

South Hampshire, Dorset and Southern Wiltshire.

 [southernland@cala.co.uk](mailto:southernland@cala.co.uk)

 **01962 574800**

 [cala.co.uk/southernland](http://cala.co.uk/southernland)

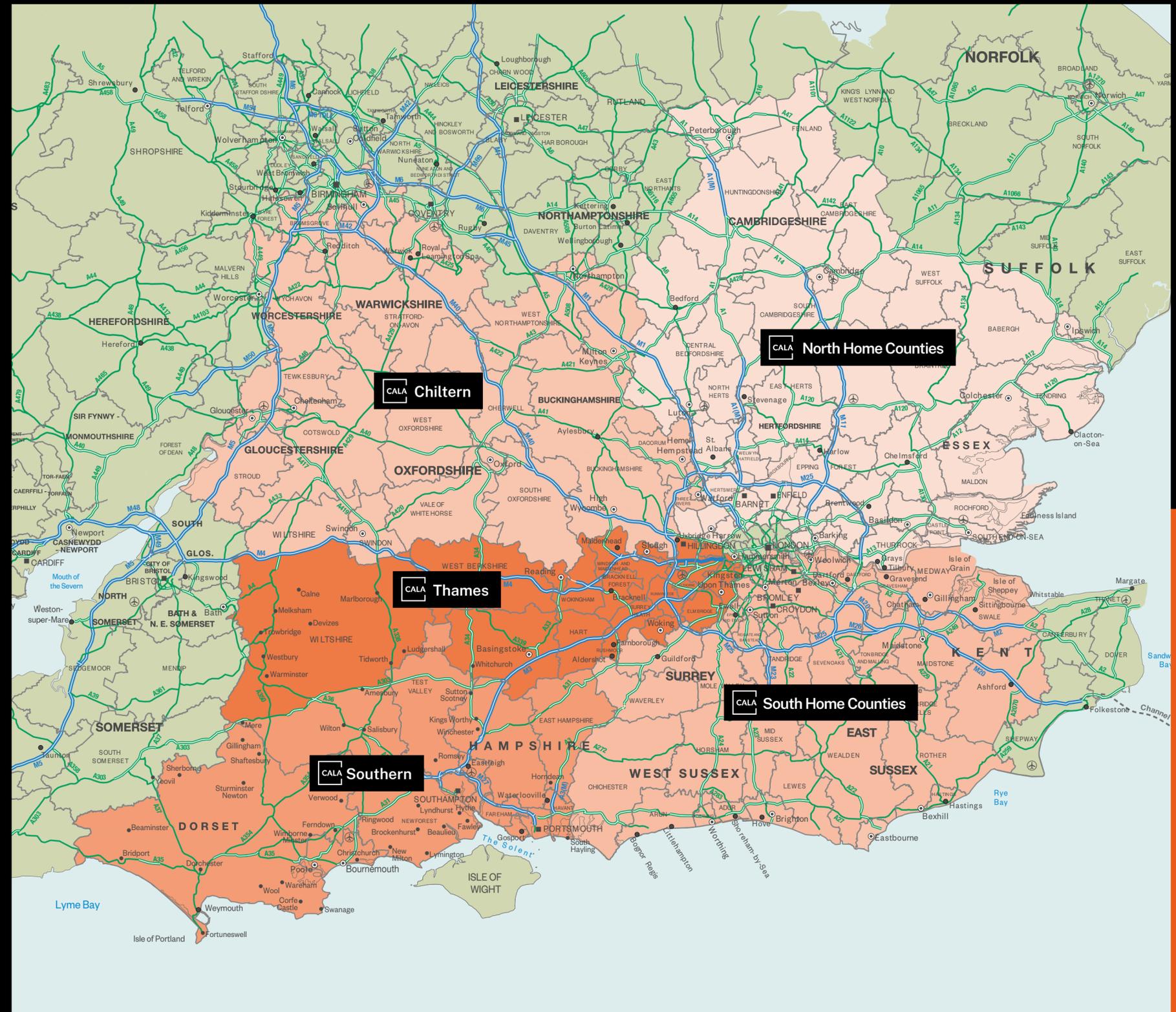
## Cala Thames

West Surrey, Berkshire, North Hampshire and Central Wiltshire.

 [thamesland@cala.co.uk](mailto:thamesland@cala.co.uk)

 **01784 225 300**

 [cala.co.uk/thamesland](http://cala.co.uk/thamesland)



# Scotland

## Cala East of Scotland

Perth and Kinross, Fife, Edinburgh, East Lothian, West Lothian, Midlothian and Scottish Borders.

 eastland@cala.co.uk

 0131 380 3777

 [cala.co.uk/eastland](https://cala.co.uk/eastland)

## Cala North of Scotland

Aberdeen city centre, Aberdeenshire, Portlethen, Newtonhill and Stonehaven.

 northland@cala.co.uk

 01224 737 800

 [cala.co.uk/northland](https://cala.co.uk/northland)

## Cala West of Scotland

East Dunbartonshire, Renfrewshire, Lanarkshire and Falkirk.

 westland@cala.co.uk

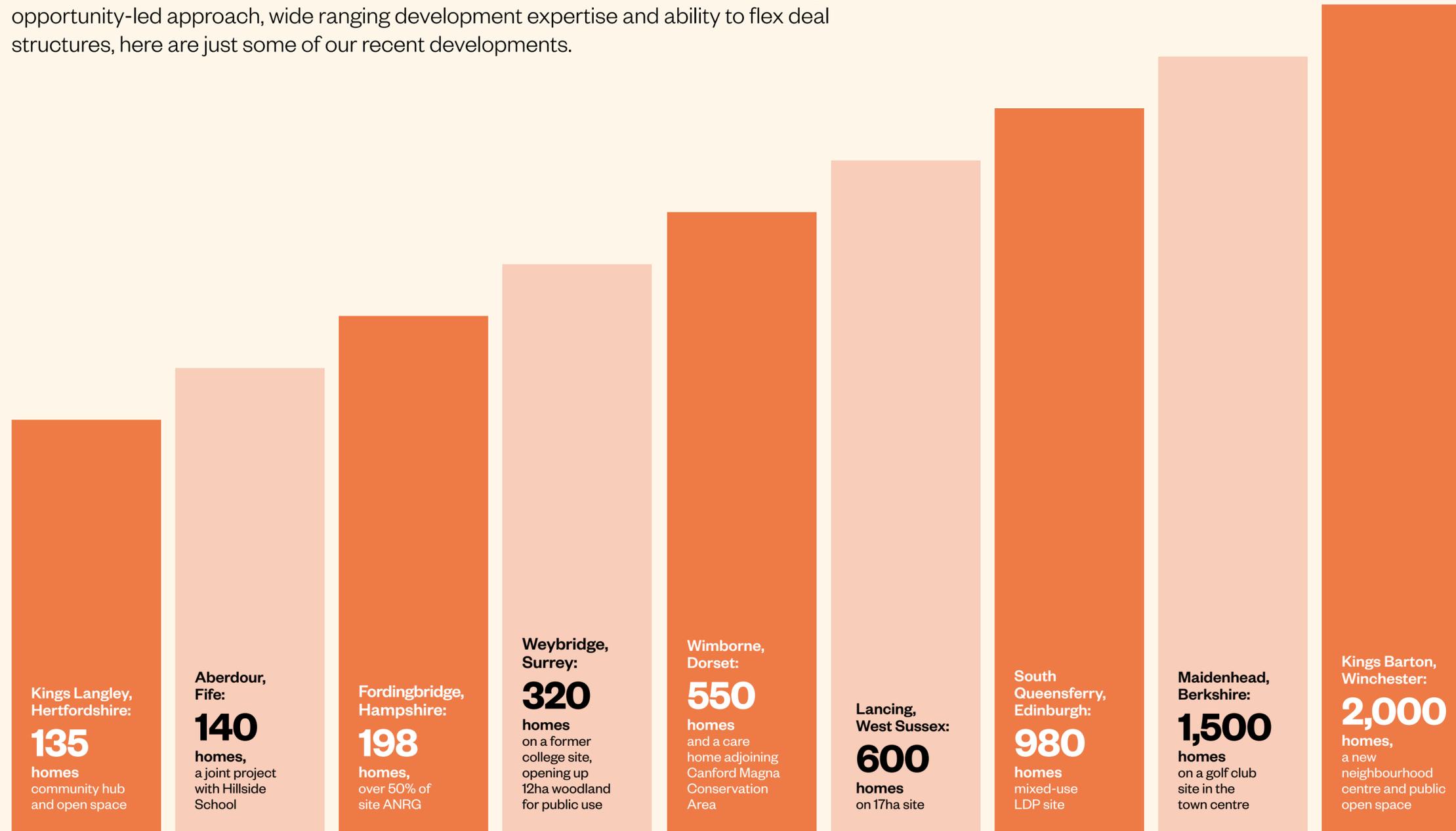
 0141 674 8800

 [cala.co.uk/westland](https://cala.co.uk/westland)



# Range of projects

We have 80 sites under construction across the UK at any given time. Demonstrating our opportunity-led approach, wide ranging development expertise and ability to flex deal structures, here are just some of our recent developments.



New Monks Park, Lancing

## Looking ahead

- Cala is actively seeking brownfield and greenfield land in a wide range of locations, with or without planning permission
- We will realistically assess new opportunities, analyse them through a robust internal process, and devise strategies for success
- We will proactively manage developments through planning and work with the best consultants to achieve commercial objectives
- Joint ventures and partnerships are an increasing part of our business
- We have the financial strength to back our growth ambition

# Why Cala?

## A trusted partner

We have a strong history of maximising value for landowners and communities, and a track record in delivering on our promises.

Our Land and Planning teams are skilled at working on behalf of landowners to successfully secure allocations following consultation and promotion, and proactively engage with key stakeholders throughout the Local Plan process.

Our projects benefit from the early involvement of a cross disciplinary team, including experts in Technical, Commercial, Design, Construction and Sales, helping us maximise opportunities and deliver success.

## Ability to unlock potential

We work to secure permissions for homes that are positive additions to their local areas.

We are skilled in negotiating agreements to provide planning gain and resolving legal restrictions on development. Our teams know how to overcome challenges to development, such as remediating derelict and contaminated land, and the management of flood risk.

## Genuine consultation

Our team's integrity and genuine passions for creating new sustainable developments is something we are immensely proud of.

We work closely with local stakeholders from day one, ensuring that through authentic and meaningful consultation, local communities benefit from development.

Our digital consultation platform is one of the ways we endeavour to reach a wide audience and capture feedback from those who are sometimes harder to engage with, including those who need new homes the most.



Brooklands Grove, Weybridge

## Design

Cala developments are design-led and appropriate to their surroundings, making them appealing to local councils and future purchasers. Thoughtful and carefully designed layouts and landscaping sets us apart.

We have the skills to sensitively deliver a diverse range of sites, from inner city apartment schemes, to historic refurbishments, sensitive town and village extensions, and entirely new garden villages.

Our broad range of housetypes have been created with meticulous care and flexibility in mind. External elevations can be adapted to seamlessly blend with existing surroundings, enabling us to upscale our housing delivery and consistently build a high quality product.

And, where appropriate, our teams thrive at the opportunity to create entirely bespoke designs.

## From land to legacy

People and communities have always been at the heart of what we do. We strive to leave a lasting legacy by creating social, economic and environmental value through Section 106 and 75 agreements, as well as our own proactive programme of community support, Cala's Community Pledge.

## Quality and service

Our homes are well insulated and energy efficient, built to exacting quality standards, and we offer a range of incentives to help people move; all backed by a vigorous quality assurance process and award-winning customer service.



### Achieved HBF 5-star rating.

5 stars awarded for customers' willingness to 'Recommend to a Friend' in findings of the survey, undertaken by the Home Builders Federation 2024/2025.



**Overall recommend score of 96.2%**  
– correct as of March 2025.



In 2025, 11 Cala Site Managers won an NHBC 'Pride in the Job' Award; the most highly regarded quality award for site managers in the housebuilding sector. Three achieved a Seal of Excellence and one earned a Regional Award.



Trustpilot score 'Excellent'.



Belwood Oaks, Penicuik

# Strategic land

Our considerable experience in the promotion of strategic land has led to a long track record of successful allocations.

Cala's strategic land team builds excellent long-term relationships with landowners, the local authorities in which we build and other statutory bodies whose support we require for development, such as water, drainage and highways. We are backed by a trusted team of professional advisers who assist us in putting forward the best case for each site.

An integral part of our approach to strategic sites involves engagement with the local community. We are keen to share information and build consensus as we move through the various planning stages.

## Kings Barton, Winchester

- A new neighbourhood to the north of the historic city of Winchester and an exemplar in placemaking
- 2,000 new homes, 40% affordable
- 24 hectares of recreational and public open space, and a new 32 hectare nature reserve

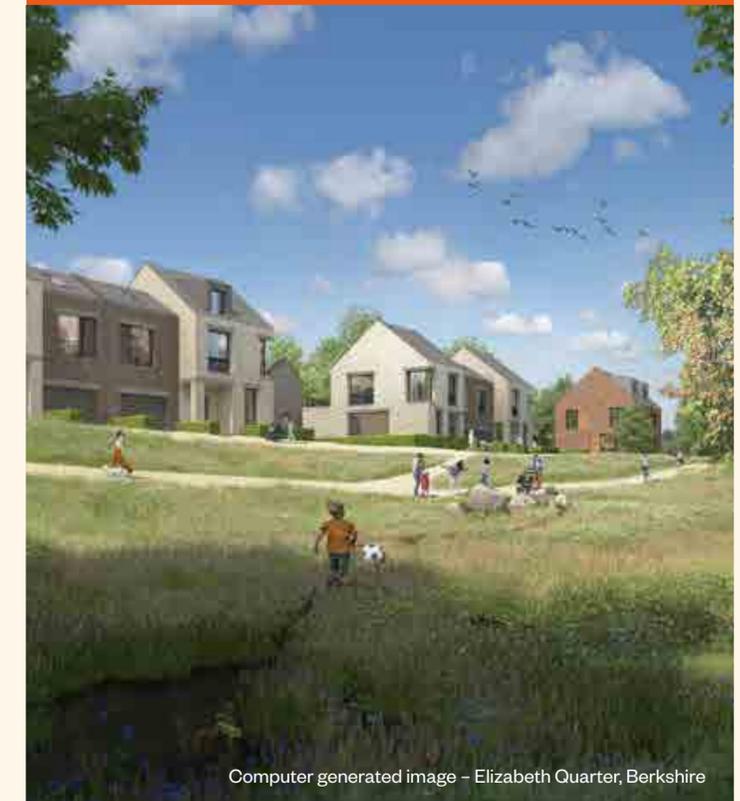


## Oldfold Village, Milltimber

- A landmark development
- 550 new homes
- Transformed from farmland into a new suburb with neighbourhood facilities and well-planned public spaces
- Overcame the challenge of delivering the development without disturbing the underlying brick-built aqueduct that provides water to Aberdeen

## Elizabeth Quarter, Berkshire

- Redevelopment of Maidenhead Golf Club
- A joint venture between Cala and the Royal Borough of Windsor and Maidenhead
- Up to 1,500 new homes, 30% affordable
- New schools, public open space, sports facilities and community hub



# Operational highlights



Home sales  
(units)

Year to 31 December 2024

**2,861**



Private average  
selling price (ASP)  
Excluding affordable housing

Year to 31 December 2024

**£463,000**



Revenue\*

Year to 31 December 2024

**£1,168.3 million**



Owned & contracted landbank

Year to 31 December 2025

**16,221 units**

**146 sites**

**£7.3 billion Gross  
Development Value (GDV)**



Strategic  
landbank

Year to 31 December 2025

**16,606 units**



Regional  
businesses

**8 businesses**  
Average 67 sales outlets



# Building a sustainable legacy

Since launching our first sustainability strategy in 2021, we have made significant progress towards our sustainability goals.

We're well versed in the implementation of modern methods of construction and sustainable technology, such as air source heat pumps and PV panels, and we install electric vehicle charging points in every home.

Our plans include continuing our innovative research and testing of advanced heating and cooling technologies, as we explore emerging solutions to reduce the carbon footprint of building and living in a Cala home. Alongside this, we develop new concepts in placemaking and biodiversity to create communities that can thrive in every sense.

Our net-zero targets are grounded in climate science. Designed to limit global warming to 1.5°C, in line with the Paris Agreement, they are approved by the Science Based Targets initiative (SBTi) under the Buildings Sector criteria.

Our Sustainability Strategy is embedded in every area of our business and provides a structured approach to achieving our targets.

We will achieve net-zero greenhouse gas emissions across our value chain in line with the Scottish Government's 2045 target and ahead of UK Government's 2050 target.



All our homes will be zero-carbon ready by 2030



All Cala developments going to planning since January 2024 are gas free.

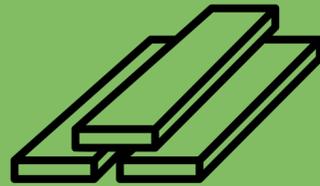


Chestnut Fields, Woking

# Sustainability in action

## Timber Frame

In 2023 Cala acquired Taylor Lane Timber Frame Ltd., one of the UK's leading timber frame construction specialists, and 2024 saw Cala build 41% of homes using timber frame. The investment will help drive progress towards our sustainability targets. Timber frame build systems have up to 20% less embodied carbon than a typical masonry build.



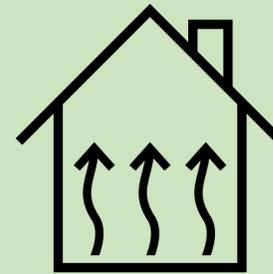
## Zero-carbon ready homes

Our first zero-carbon ready home was completed in 2024 at Hampton Lakes, Peterborough.



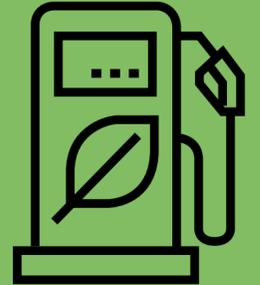
## District heat network

In 2024 we sold our first home connected to a low carbon district heat network, at Craighall Village, Edinburgh. It uses energy that would be wasted and lowers carbon emissions.



## HVO Fuel

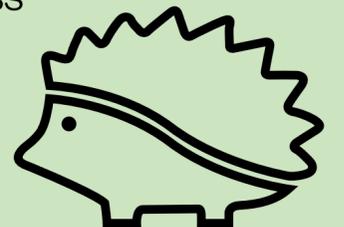
The introduction of sustainably sourced Hydrotreated Vegetable Oil in our plant machinery has reduced liquid fuel emissions by 87% between 2021 and 2024.



## Urban Wildlife Strategy

All of our new developments incorporate our Urban Wildlife Strategy, a range of measures to encourage wildlife, regardless of planning requirements.

 to find out more



# Cala's Community Pledge

## Our biggest focus on communities to date

We are committed to bringing meaningful benefit to the communities in which we build.

To reflect our commitment to communities over the lifecycle of our developments, we have been implementing our Community Pledge since 2023. The Pledge brings together a host of bespoke measures for each local community in which we build, including community focused activities, charitable donations, volunteering, and educational activities.

This initiative goes above and beyond planning obligations, in fact it's an evolution of work we've been doing for many years within the communities in which we build, ensuring that we support local areas and the people who live there.

As our biggest focus on communities to date, our Community Pledges will continue to be established for every new Cala development.

WATCH:  
Our Community Pledge



10 local businesses featured in Cala's Inchcolm Showhome of Support



Stay Safe, Stay Away educational talk, Starley Hall School



Support to refurb part of Bayside Girls FC Clubhouse



[CALA.CO.UK/LAND](https://www.cala.co.uk/land)

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Murtle Den Park, Milltimber