



Quod

# Build-to-Rent and Specialist Housing

Development Economics and Housing Advisory Team

Quod's Housing Advisory team has a strong track record of providing innovative and successful strategies for a range of Build-to-Rent and other specialist homes including Co Living, Student Accommodation, Elderly Housing and Compact Living.

The team has expertise dealing with the key issues facing these projects including:

- **Housing Need:** Preparing evidence to inform the tenure, type mix and financial model for specialist housing. Supporting planning applications by demonstrating that the private and affordable homes will contribute to meeting un-met housing need and communicating this to local residents and members.
- **Affordable Housing:** Working closely with developers and councils to agree a bespoke approach to the delivery of affordable housing including integrated discounted rental products and, where appropriate, off-site delivery or financial payments.
- **Public Benefits:** Preparing evidence to demonstrate how this type of development is beneficial to an area including economic impacts, employment, affordability, regen-

eration, placemaking and meeting housing delivery targets. We also advise on communicating these benefits to key stakeholders through local engagement strategies.

- **Development Viability:** We work closely with our Development Economics' team to prepare evidence which illustrates the bespoke economics of purpose-built rental schemes.
- **S106 Obligations:** Providing input into the drafting of planning section 106 agreements to ensure planning obligations which relate to rent setting, eligibility, nominations and restrictive covenants maintain and enhance the long-term asset value.
- **Policy & Guidance:** We regularly prepare evidence and written representations to inform the preparation of planning policy and other professional guidance in respect of specialist housing.

Quod's Housing Advisory team advises a range of private sector developers and institutional investors on their purpose-built specialist housing schemes across the UK, including over 8,000 Build-to-Rent homes approved to date. Some of our key projects and clients have are set out on the next pages.



# Previous experience

## Projects + outcomes

### **Bermondsey (Southwark), Grosvenor**

#### Summary

We were appointed by Grosvenor at GLA call-in stage to advise on a planning application for a mixed-use development providing c.1,500 homes for Build to Rent. The team worked closely with Grosvenor's analyst team, the GLA and Southwark Council to identify an approach to affordable housing, review mechanisms and other S106 terms. The scheme was approved by the GLA.

### **Connected Living Portfolio, Grainger & TfL**

#### Summary

The team were appointed by the joint venture between Grainger & TfL to provide housing strategy advice for the delivery of c.4,000 Build to Rent homes across seven London sites (Lambeth, Enfield, Ealing, Newham & Greenwich). Our role has included preparing the housing need and affordability case for the planning applications and ensuring the S106 product terms maintain and enhance long-term asset value.

### **L&G Build to Rent Portfolio**

#### Summary

The team advise on Legal and General sites across the UK. Successes have included forming a partnership with an NHS Trust to allocate a proportion of the homes to keyworkers, securing planning permission for around 1,000 homes on adjacent sites in Wandsworth and securing permission for Brighton's first Build to Rent scheme.

### **Pentavia Retail Park (Barnet) Meadow Partners**

#### Summary

Quod provided development economics, housing consultancy advice in support of Meadow Partners c.850-unit scheme (half of which was Build-to-Rent) successfully approved by the Mayor. The overall strategy involved obtaining GLA support for mayoral determination.

### **Mitre Yard (OPDC), City and Docklands**

#### Summary

The team provided Build-to-Rent advice to support a planning negotiation with the OPDC and the GLA for a c.200-unit Build-to-Rent scheme at Scrubs Lane. This was one of the first consents within the Old Oak Common and Park Royal Mayoral Development Corporation. Planning consent was successfully granted following negotiations with both the OPDC and GLA.

### **East Village (LLDC), Get Living**

#### Summary

The team has supported Get Living and its shareholders from the initial bid for the former athletes' village in 2010 through to ongoing delivery of various plots. The input has helped secure the delivery of one of London's largest Build to Rent schemes, incorporating feedback from the operations team and residents at each stage to refine future buildings.

# Previous experience

## Projects + outcomes



### **Croydon Limited Partnership (LB Croydon), Westfield & Hammerson** Summary

The team provided housing and viability advice for the first major Build-to-Rent scheme in Croydon (c. 1,000 homes). The scheme was developed at a time when GLA's policy with regard to Build to Rent was under development. Key to our role was therefore defining the Build-to Rent product terms within the S106 legal agreement.

### **Wembley Park (Brent), Quintain** Summary

The team advises on one of the largest BtR schemes in London, optimising the mix of DMR and traditional affordable housing products to meet local need and Quintain's objectives. Our work includes practical operation of the scheme review mechanism, providing useful insight as to potential issues in drafting similar approaches.



# Previous experience

## Projects + outcomes

### Rudolph Place (Lambeth), Downing Students Summary

The team provided specialist development viability and affordable housing advice in relation to Downing Student's 850 bed scheme at Vauxhall in the London Borough of Lambeth, helping secure planning permission.

### Various Projects (London) Pocket Living Summary

We have prepared housing demand reports helping secure permission for various Pocket sites. Our work has involved evidencing the local demand for the Pocket product, its affordability to local people and keyworkers and the way in which it fits within a wider housing market.

### Hayes (Hillingdon), The Collective Summary

The team have prepared housing need, affordability and socio-economic evidence in support of a planning application for large-scale co-living proposals in the London Borough of Hillingdon.

### The Shell Centre (Lambeth) Canary Wharf & Qatari Diar Summary

Quod advised Canary Wharf & Qatari Diar on the affordable housing package for their Shell Centre scheme which included the delivery of specialist elderly accommodation.

Some of the other Build-to Rent and Special Housing projects we have or are presently advising on include:

- Barnet House (Barnet) Meadow Partners
- Chobham Elderly Scheme, (Surrey Heath) Aitch Group
- City Reach (Leeds), Inhabit
- Colosseum Retail Park, (Enfield), Neat & Blackrock
- Earls Court (LBHF & RBKC) TfL & Delancey
- Former Yorkshire Post Site (Leeds) YP Real Estate / Grainger
- Preston Barracks, (Brighton) U+I
- Saxon Lane (Leeds) Torsion / Modernistiq
- Sudbury Town (Brent) Pocket Living
- U+I BTR Portfolio (Swanley, Ashford & Maidstone ), U+I
- Urban Living, Co-Living (Wandsworth), Greystar

For further information on Quod's Build to Rent & Specialist Housing expertise contact Claire Dickinson, Chris Wheaton or Thomas Hatch.