Challenges for the supply chain in meeting the demands of the Build To Rent Sector

Dave Butler CEO – UKAA & Mark Woodrow Director - BTR Partners
About Us

The UK Apartment Association (UKAA) - the organisation for the UK Build To Rent sector

Our vision is to make Build To Rent a lifestyle of choice for our customers by:

• Spreading the message about the benefits of Build To Rent;
• Communicating how Build To Rent can help address the UK’s housing crisis;
• Developing best practice amongst our members, raising standards and focussing on our customers;
• Enabling our members to learn from each other and from 40 years of experience from the USA;
• Creating the authoritative source for information on Build To Rent in the UK.
The Opportunity - The Numbers

BTR Units – BPF / Savills:

• 139,508 BTR units completed or planned (22% increase YOY)
• 29,416 units completed (29% increase)
• 43,374 under construction (39% increase)
• 66,718 with planning permission (10% increase)
• In London, 72,767 units, outside London, 66,741 units

Investment:

• UK Multifamily market in 2018 - £5.8bn (up 151% from 2017)
• Potential scale over next 5-10 years - c£26bn p.a.
• Build to Rent now represents 25% of housing starts (or more for some central London boroughs)
• Yield on cost 3.25-4.25% and IRR 50% of Build For Sale

Other key stats:

• UKAA has 66 members who are investors / owners / operators
• Investors want to work with regular partners
The Opportunity - The Difference

#BrandbeforeBuilding

Core Customer proposition + Specific Economic Opportunity → Specific Customer Proposition
Core Design Specification + Specific Customer Proposition → Specific Design Specification
Standard Management Strategy + Specific Design Specification → Specific Management Strategy

20 Year Hold = Whole of Life
About Us

Mark Woodrow, Director, BTR Partners

• Acquired, developed over 3000 Build to Rent homes

• Assembling sites for Build to Rent development

• Advising developers and investors in sector

• Development Lead - Packaged Living, BTR fund backed by Palmer Capital
The Challenges

Quality

Time

Risk

Cost
CONTACT

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