



# Build to Rent

Local expertise, national insight

**Turley**

# Build to Rent in the UK

## Bringing the alternative into the mainstream

The distinct characteristics of Build to Rent (BTR) housing require a tailored approach to planning strategy. BTR schemes present specific challenges and opportunities with regards to:

- housing mix
- housing choice and affordability
- financial viability, clawback and covenants
- parking and car-free living
- density and height
- management, amenities and tenant stability
- design standards
- place making and regeneration
- delivery at scale and pace

We have a proven track record of engaging with local authorities on the specific challenges and benefits of the sector.

BTR is an integral part of the wider housing market; schemes contribute to housing targets and deliver affordable housing. In advocating BTR schemes it is critical that LPAs understand their important contribution to housing supply, to complement for sale housing.

The planning policy environment is changing. In England, the NPPF and PPG support Affordable Private Rent and there is a requirement to plan positively for rented homes in Local Plans. Accordingly, local authorities are increasingly adopting a more positive approach.

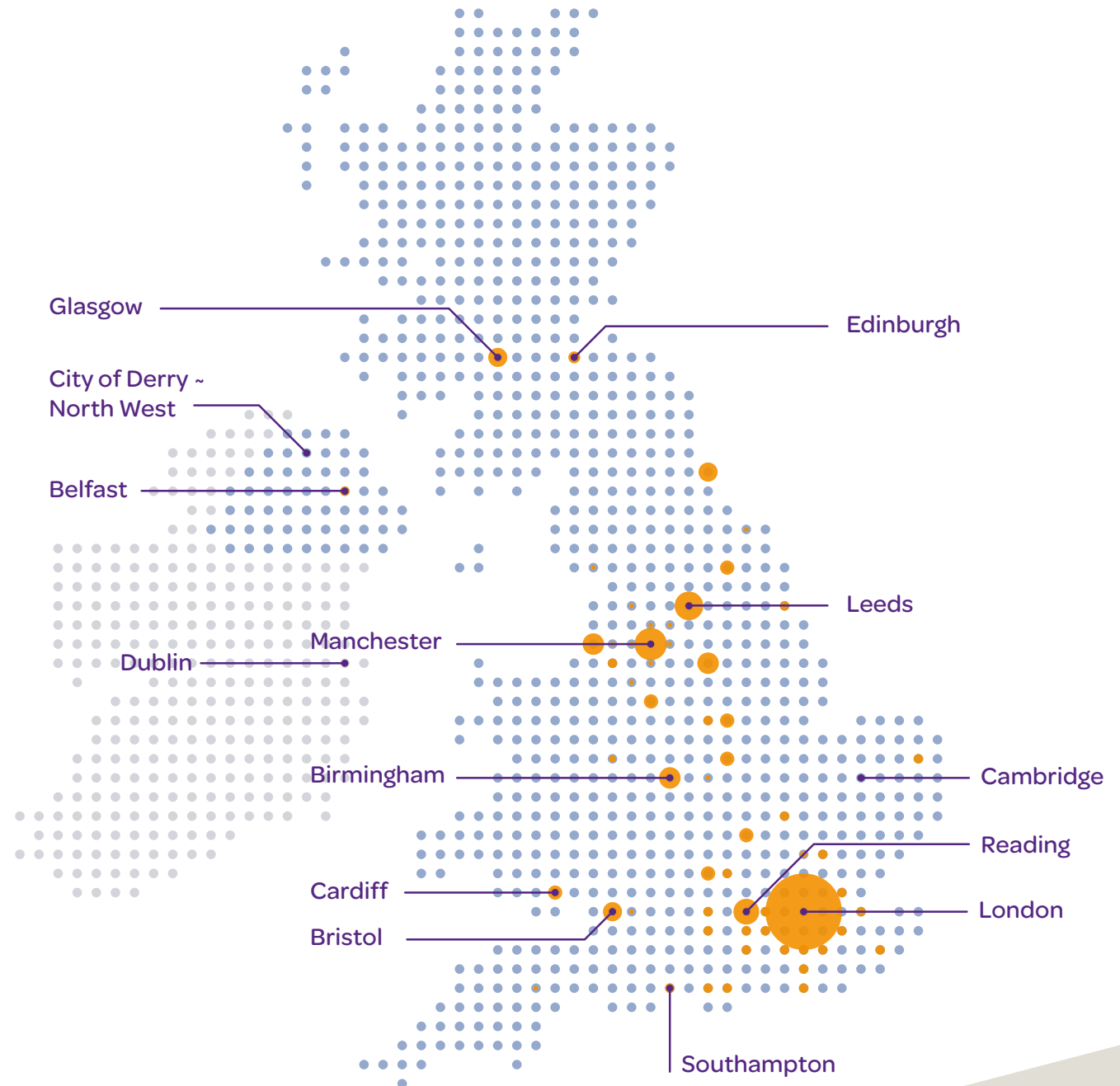
As the market matures, this 'alternative' residential supply is moving into the mainstream. A growing number of local authorities understand that BTR expands their residents' access to, and choice of, good quality housing, helping affordability in the widest sense.

# Perfectly positioned

Turley has secured a range of commercially attractive BTR permissions. On the following pages we set out some notable projects, drawing out key planning challenges that we tackled.

Our offices are strategically positioned across the UK and Ireland, ensuring we are able to provide expertise across all Build to Rent markets.

 BTR completions and pipeline hotspots



# Our track record



Image  
courtesy of  
Moda

## The Mercian, Birmingham

### 481 new homes within a 42 storey mixed-use development

We secured planning permission for this high profile city centre scheme, which also delivers office space and generous residents' amenities.

- We were instrumental in shaping a positive policy approach to BTR in Birmingham.
- We successfully made the case for the development meeting need in Birmingham for high quality, well managed rental homes.
- We achieved flexibility on national space standards, through advocating design quality and the value of shared amenities.
- Our Development Viability service created a specific viability model and negotiated a commercially attractive Section 106 package, without covenant or clawback provisions.

#### CLIENT

Moda

#### LPA

Birmingham City Council

#### STATUS

Planning permission granted

#### SERVICES

Planning, Development Viability, Heritage and Townscape



Image  
courtesy of  
Leach Rhodes  
Walker

## Forth Banks, Newcastle

### 280 new homes across three purpose-built blocks, with ground floor retail

We worked as part of a multi-disciplinary team, providing development consultancy and market assessment advice, underpinning negotiations with the local authority and the institutional investor.

- Our Development Viability team assessed financial viability to ensure deliverability. This also assisted with funding by an institutional investor.
- Through negotiation with the local authority we secured a competitive package of Section 106 planning obligations.
- We led negotiations with the council's property services department with regards to a capped overage clause.

#### CLIENT

Panacea Property Development

#### LPA

Newcastle City Council

#### STATUS

Planning permission granted

#### SERVICES

Development Viability, Economics



Image  
courtesy of  
Visualisation  
One



## Kent Street Baths, Birmingham

### 406 BTR and 98 private sale homes with associated amenities, commercial and community space

We delivered permission for a mixed tenure residential scheme, demonstrating that BTR and for sale homes are complementary parts of a healthy housing market.

- We secured a high proportion of studio and one bed homes through market evidence demonstrating demand for, and affordability of, smaller units, particularly suited to graduate retention.
- A bespoke viability assessment was prepared by our Development Viability service, addressing both private sale and BTR tenures. We secured one of the most competitive Section 106 packages achieved on city centre residential development in Birmingham.
- We advocated the wider benefits of the proposals, including the regeneration of the Southside area, and secured permission for a 19 storey building beyond the council's tall building zone.

#### CLIENT

Lupa Land Ltd

#### LPA

Birmingham City Council

#### STATUS

Planning permission granted

#### SERVICES

Planning, Development  
Viability, Heritage and  
Townscape, Strategic  
Communications

## Echo Street, Manchester

### 403 co-living units and 94 student flats across three inter-linked towers up to 24 storeys

We successfully promoted the first scheme of its kind in the city.

- Through early discussions with senior council officers we demonstrated that co-living responds to a specific housing need in Manchester. Co-living achieves a more affordable price-point than conventional residential, providing an accessible housing choice for a range of tenants.
- We aligned the scheme with council aspirations to position Manchester as a leading international city which attracts and retains the best talent.
- Planning permission was secured with no restrictions on occupation and no S106 financial obligations.

#### CLIENT

iQ Student Accommodation

#### LPA

Manchester City Council

#### STATUS

Planning permission granted

#### SERVICES

Planning, Heritage and  
Townscape, Economics,  
Sustainability, Strategic  
Communications



Image by  
Virtual Planit  
courtesy of  
Sheppard Robson



Image  
courtesy  
of Feilden  
Clegg Bradley  
Studios

## Theatre Square, Swiss Cottage, London

### 184 new homes with retail and community space, within a 24 storey tower

This was an early BTR scheme for London and we successfully advocated the benefits of the BTR tenure to Camden and the GLA. We secured permission through a Public Inquiry, necessary due to heritage and townscape matters.

- We demonstrated the contribution of BTR to meeting local housing needs and diversifying housing supply to broaden market access.
- We negotiated with Camden and the GLA an appropriate range of rental levels within the Discounted Market Rent homes, to balance identified need with viability and delivery.
- We secured commercially attractive Section 106 mechanisms in relation to affordable housing and claw back.
- We advocated the wider planning benefits of the proposals, including regeneration of an under-performing town centre site and the provision of a community theatre.

#### CLIENT

Essential Living

#### LPA

London Borough of Camden

#### STATUS

Appeal allowed

#### SERVICES

Planning, Heritage  
and Townscape

## Academy Street, Belfast

### 90 new homes and ground floor retail, within a 16 storey building; the first Build to Rent scheme in Northern Ireland

We secured committee approval for this ground-breaking scheme in the Cathedral Quarter of the city.

- We engaged with Belfast City Council to advocate the benefits of BTR and to work through its specific planning requirements, supporting the council's ambitions to expand city centre living.
- We advocated a tall building within the context of designated heritage assets.
- We negotiated a ground-breaking car-free scheme. This was accepted by the city council and DfI roads, on the basis of site accessibility and the target demographic of prospective residents. This marks an important milestone which will underpin expansion of BTR in Belfast.
- By quantifying the economic benefits of construction and occupation, we also demonstrated wider benefits of the proposals.

#### CLIENT

Lacuna/Watkin Jones

#### LPA

Belfast City Council

#### STATUS

Resolution to grant

#### SERVICES

Planning, Strategic  
Communications



# Emerging policy

Turley takes an active role in shaping policy development within the areas in which we operate. This is important to underpin site-specific planning strategy.

## London

The policy approach in London varies significantly between the local planning authorities, and less than half of authorities have an existing or emerging BTR policy. However, with the London Plan taking a positive approach and with increasing numbers of BTR schemes being delivered, London's authorities are increasingly engaged in the sector.

We are involved in the debate on the London Plan and will be assisting business lobby group London First in representing the industry at the London Plan Examination in Public, which will take place in early 2019.

The draft London Plan sets out a positive planning framework for the sector, accepts BTR specific viability issues and supports Discounted Market Rent housing. There are, however, concerns around the proposed threshold approach to affordable housing. This would require BTR schemes to deliver 35% of units as affordable and 30% of affordable homes to be at 'London Living Rents', to meet the 'threshold approach' to viability. This adds to the financial pressure on an emerging sector and sets unrealistic expectations from officers and members.

## Birmingham

Birmingham has embraced BTR and is an early adopter of positive planning policies. We played an instrumental role in influencing the Birmingham Development Plan (BDP) to include positive modifications stating specific support for Build to Rent developments. The BDP also gives explicit recognition of the economic circumstances surrounding the delivery of BTR schemes and the need to have regard to each scheme's particular characteristics when assessing viability.

There has been a wave of BTR proposals in the city since adoption of the BDP in 2017, and this has been supported by the positive approach of the city council. The city council has also established a delivery vehicle to bring forward schemes for private rent on council-owned land.

## Manchester

Manchester City Council has responded to growth in both the wider Private Rented Sector and the BTR sector through the provision of numerous area-specific regeneration frameworks, such as in relation to the St John's former Granada Studios complex. These provide site-specific policy context, delivering certainty but often a good degree of flexibility, and in many cases directly encourage the development of BTR accommodation.

This support is provided in the context of the Manchester Residential Growth Prospectus, which encourages and guides residential development across the city. The prospectus identifies six key principles for the future growth of the residential sector, including support for a quality private rented sector, which makes an important contribution to the city's housing market.

## Belfast

Within the City Centre Regeneration and Investment Strategy, the council has identified an aspiration to increase the city centre residential population and has acknowledged that the private rented sector could assist in contributing to this objective. The council has published a Draft Plan Strategy as part of the emerging Local Development Plan which identifies a requirement for 6,000 homes in the city centre.

Turley has engaged with the plan-making process, providing representations in response to proposed policies. These representations have included consideration of the potential impact of policy requirements, such as affordable housing, on the Build to Rent market.

# About Turley

We are a full service national planning and development consultancy.

Our Planning expertise is complemented by Design, Development Viability, Economics, EIA, Expert Witness, Heritage and Townscape, Landscape and VIA, Strategic Communications and Sustainability services. All services can be provided together or individually.

We help clients achieve good growth in all jurisdictions in the UK and Ireland from our locations in major cities and growth areas.

Our teams are experts in their fields; they shape better places and achieve success for our clients.

**We bring deep thinking, smart strategy and expert delivery.**





# Key contacts

## The North



**Andrew Bickerdike**

andrew.bickerdike@turley.co.uk  
0161 233 7631

## The Midlands



**Damien Holdstock**

damien.holdstock@turley.co.uk  
0121 234 9127

## London and the South East



**Oliver Jefferson**

oliver.jefferson@turley.co.uk  
0207 851 4013

## The South West and Wales



**Jeff Richards**

jeff.richards@turley.co.uk  
0117 989 7028

## Scotland



**Colin Smith**

colin.smith@turley.co.uk  
0131 297 0229

## Northern Ireland



**Emma Walker**

emma.walker@turley.co.uk  
028 9072 3911

## Heritage and Townscape



**Roger Mascal**

roger.mascal@turley.co.uk  
0207 851 4045

## Development Viability



**Matt Spilsbury**

matt.spilsbury@turley.co.uk  
0161 233 7647

## Strategic Communications



**Nick Jones**

nick.jones@turley.co.uk  
020 7851 4011

## Turley offices

Hamilton House  
3 Joy St  
Belfast  
BT2 8LE  
028 9072 3900

9 Colmore Row  
Birmingham  
B3 2BJ  
0121 233 0902

40 Queen Square  
Bristol  
BS1 4QP  
0117 989 7000

8 Quay Court  
Stow cum Quy Cambridge  
CB25 9AU  
01223 810 990

18 Windsor Place  
Cardiff  
CF10 3BY  
029 2034 4445

37 Clarendon Street  
Londonderry  
BT48 7EG  
028 7126 2634

4 Pembroke Street Upper  
Dublin  
D02 VN24  
+353 (0) 15 175 856

26 Dublin Street  
Edinburgh  
EH3 6NN  
0131 297 0225

100 W George Street  
Glasgow  
G2 1PP  
0131 297 0225

1 Park Row  
Leeds  
LS1 5HN  
0113 386 3800

84 Theobalds Road  
London  
WC1X 8NL  
020 7851 4010

1 New York Street  
Manchester  
M1 4HD  
0161 233 7676

20 Tudor Road  
Reading  
RG1 1NH  
0118 902 2830

2 Charlotte Place  
Southampton  
SO14 0TB  
023 8072 4888

[turley.co.uk](http://turley.co.uk)

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[linkedin.com/company/turley](https://www.linkedin.com/company/turley)

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