



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.

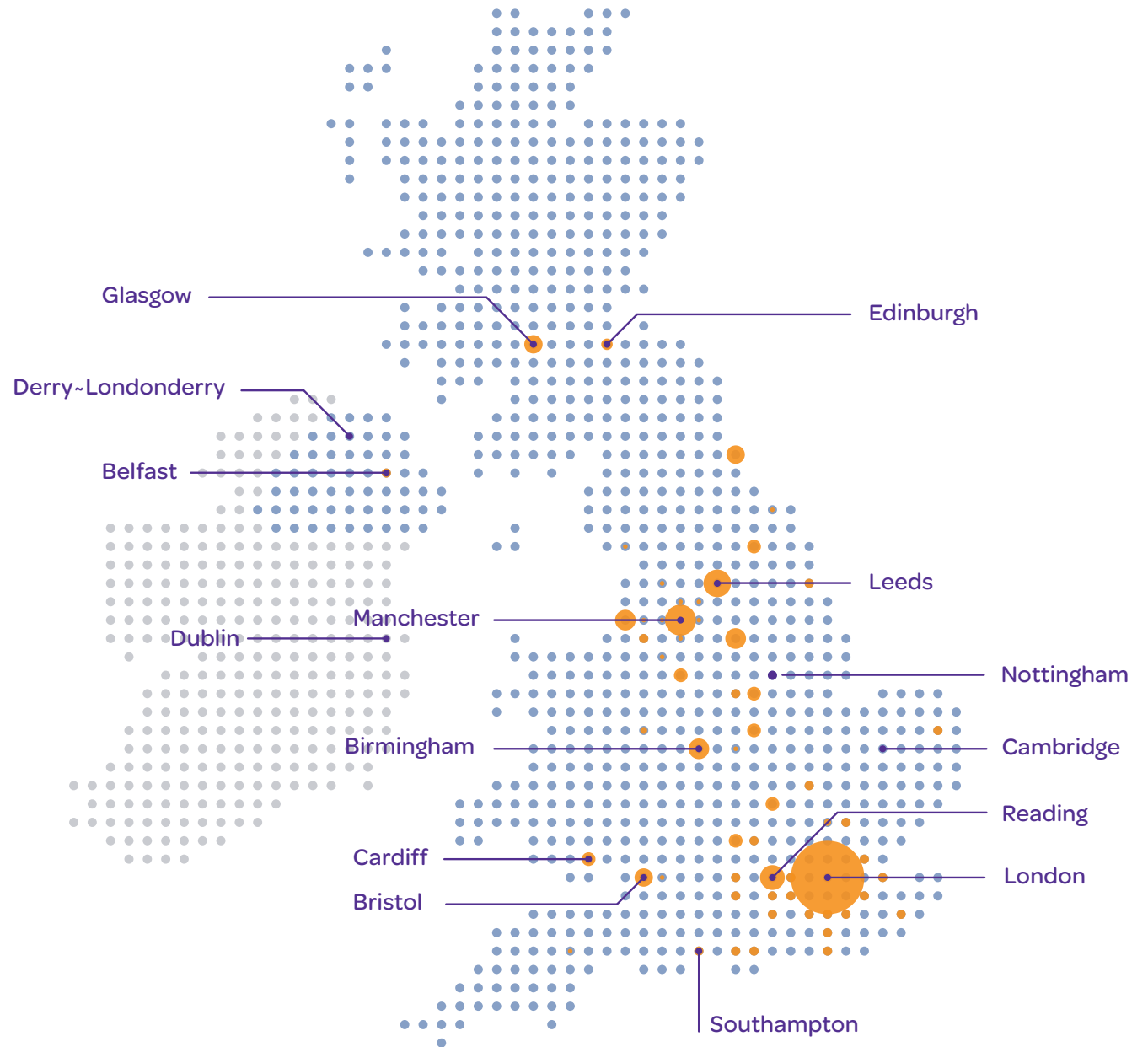
As the market matures, this 'alternative' residential supply is moving into the mainstream. A growing number of local authorities understand that BTR expands their residents' access to, and choice of, good quality housing, helping affordability in the widest sense.

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

Under construction

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

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

Image
courtesy of
Visualisation
One



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



Image courtesy of Feilden Clegg Bradley Studios

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.

Who we are

Trusted independent advisors with restless ambition to shape a more sustainable future.

We work collaboratively with our clients to deliver places and communities that thrive.



Our services

We offer expert advisory services for the built environment and beyond.

Combining professional expertise with in-depth market knowledge we work with clients to deliver thriving places and communities across all sectors.

We bring deep thinking; smart strategy; and expert delivery.



Our offer

Built on over 40 years of planning consultancy experience, we offer expert advisory services across the built environment and beyond.

We deploy our services individually or collectively to meet your needs in the most effective way.

Our restless ambition drives us to innovate. The scope of our offer has expanded as the market has evolved. In recent years we have developed corporate affairs and ESG advisory services.

Key contacts

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