



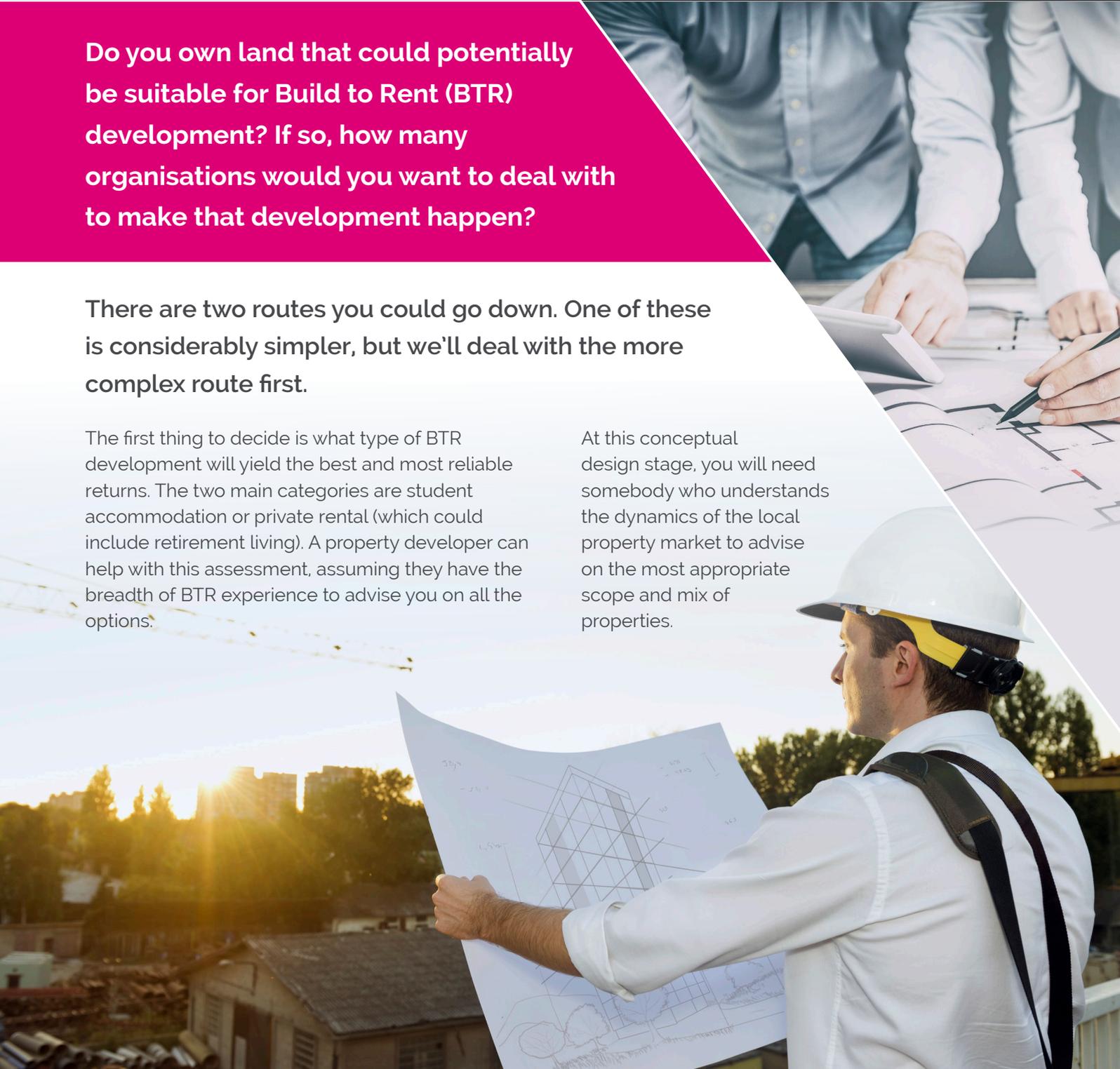
Removing the Risks from **Build to Rent**

Do you own land that could potentially be suitable for Build to Rent (BTR) development? If so, how many organisations would you want to deal with to make that development happen?

There are two routes you could go down. One of these is considerably simpler, but we'll deal with the more complex route first.

The first thing to decide is what type of BTR development will yield the best and most reliable returns. The two main categories are student accommodation or private rental (which could include retirement living). A property developer can help with this assessment, assuming they have the breadth of BTR experience to advise you on all the options.

At this conceptual design stage, you will need somebody who understands the dynamics of the local property market to advise on the most appropriate scope and mix of properties.



The Planning Hurdle

The biggest issue to deal with is often planning. This could bring in another organisation in the form of a planning consultant or land promoter. They will charge a fee or expect to take a share out of the development value of your land.

Unless you are sitting on a pile of cash as well as land assets, you will need to arrange finance to fund the development and construction costs. There are specialist institutional investors that are active in the BTR market, but they will need to have confidence in the viability of your proposed development and in your chosen partners.

Detailed designs and plans potentially bring in another partner. Their activities will need to be coordinated with the developer and the selected construction contractor.

A Complex Web

Potentially, this is getting quite complicated. There are risks of miscommunication and conflicting priorities delaying the project and inflating the cost. And you don't yet have finished accommodation that people can move into and start paying rent on.

And once properties are complete there's the question of marketing and managing them. These can be significant costs that landowners don't always consider in detail up-front. These costs can greatly affect the financial yield.

And Now, Something Simpler

Such a complicated picture may sound risky and might even put you off going down the BTR route. But it can be much simpler and significantly less risky.

Osborne is highly experienced in student accommodation and the private rented sector. We are a developer with self-build capability. Our experience means we can quickly advise on the viability of your land for BTR development, deal with planning and finance issues and put an integrated team in place to manage the scheme right through from concept to completion and operation.

If you wanted to you could be almost completely hands-off. Our 'one-team' approach makes the process simpler, ensures that everyone is committed to a successful outcome, and reduces the number of organisations looking to earn a margin from the development.

If BTR sounds like something you'd like to explore, Osborne can make it simple and minimise the risks to your financial return. If you want to find out more information contact us here.



Contact Osborne to find out more about property development and investment.

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