

# EVs: The Everywhere Vehicle?

2025

Identifying opportunities and nuances within the electric vehicle changing market for real estate owners

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# The quick take

Electric vehicle (EV) adoption is on the rise, driven by the renewed Labour manifesto pledge of a 2030 phase-out of internal combustion engine sales. Charging infrastructure, particularly rapid and ultra-rapid charging points, will be critical to enabling this transition, and asset owners are likely to be well-positioned to capitalise on opportunities within this space

## KEY TAKEAWAYS

### 10x growth in EV ownership

In the last five years, UK private EV ownership has surged over tenfold, with more than 1.6 million EVs now on UK roads, including 766,000 privately owned (see [page 3](#)). EVs make up just 2.5% of private cars owned, but this share will grow as internal combustion engines are phased out from 2030, with hybrids potentially allowable until 2035. [Page 4](#) dives deeper into the market potential and the role of property owners in expanding public charging options.

### 30% of key roads lack DC charges

High-traffic areas like motorways and trunk roads offer prime opportunities for property owners to meet the demand for rapid charging. Among the top 1% of the UK's busiest areas (cars and taxis), 60% lack DC chargers within five minutes, and 10% have none within 10 minutes (see [page 12](#)). Additionally, 30% of the 572 road networks analysed have no DC chargers within 500 metres. By targeting these gaps, property owners can ease range anxiety, tap into a growing market, and support net zero goals.

### 30TWh demand increase by 2050

Property owners need to consider grid capacity for EV charger installations. Reforms like the "first ready, first connected" policy have streamlined grid connections. With EV growth expected to add 30 terawatt-hours (TWh) by 2030 (compared to 300 TWh in 2020), [page 13](#) offers further insights on staying competitive in the EV market.

### 17% rapid charging coverage

A considerable gap remains in the availability of rapid and ultra-rapid direct current chargers (or DC chargers), which represent just 17% of the UK's 62,500 public chargers. Key barriers to broader EV adoption include cost, limited infrastructure, range concerns, and long charging times. The previous government had a stated aim to increase motorway rapid chargers to 6,000 by 2035, up from just under 800 DC chargers in early 2024 (see [page 4](#)). See [page 6](#) for a breakdown of types and costs to consumers, highlighting how property owners can help close the gap.

### £2.5k-£6k in revenue potential

Installing EV chargers provides asset owners with new revenue streams. Whether in retail centres, workplaces, or residential developments, EV charging solutions can enhance property value, attract high-value tenants, and generate consistent revenue. Charging fees alone can yield between £2,500 and £6,000 per bay per annum, though market conditions remain fluid (discussed in detail on [page 11](#)).

### Trafford an area for AC growth

A strategic, blended approach to charger types is essential to future-proof assets. Rapid and ultra-rapid chargers suit high-traffic zones like motorways and retail parks, while slower AC chargers are better suited to residential areas. Our analysis on [page 10](#) spotlights Trafford In Manchester, an area with significant potential for AC growth. A strategy combining AC and DC chargers based on traffic and EV uptake, supports grid management and maximises customer satisfaction, extending dwell times and enhancing property appeal.

# The EV market

A look at how the EV market is growing and where are the ownership hotspots

## SURGE IN ADOPTION

Over the past five years, private EV ownership in the UK has increased tenfold. By the end of Q2 2024, around 1.6 million EVs were on the road, including approximately 766,000 privately owned vehicles, according to data from the Department for Transport (DfT) and Driver and Vehicle Licensing Agency (DVLA). Since 2018, the private EV market has seen a compound annual growth rate (CAGR) of over 60%.

Despite this growth, EVs still account for only 2.5% of the roughly 30 million licensed private cars in the UK, indicating significant room for expansion. Adoption rates are accelerating. In Q2 2024, some 12.5% of newly registered private cars – around 22,000 – were EVs, up from 1.7% five years ago and under 11% in the same period last year.

Vehicle costs, lack of charging infrastructure, driving range concerns,

and charging time remain critical barriers to wider adoption. One-third of British consumers are interested in buying (or leasing) an EV, with another 40% of 2,000 UK consumers considering it, according to a survey by DriveElectric. Interest is highest among younger drivers: 46% of those aged 35-44 are likely to purchase an EV, compared to only 25% of those aged 55-64 demonstrating that future demand will likely grow. The primary barriers cited were cost (64%) and lack of charging infrastructure (54%), followed closely by driving range (54%), charge time (48%), and battery life (46%).

Addressing these barriers will require significant investment, especially to improve charging speeds and accessibility. As of mid-2024, the UK had approximately 62,500 public EV charge points, equating to about 11 private EVs per public charger, according to ZapMap data. However,

only 17% of these are direct current (DC) chargers, meaning rapid or ultra-rapid, resulting in a high ratio of 68 EVs for every public ultra-rapid charger.

This paper explores the areas with the greatest need for charge points and examines how property owners can capitalise on these opportunities to support and benefit from the EV transition.

# 33%

of British consumers are interested in buying (or leasing) an EV, with another 40% of 2,000 UK consumers considering it, according to a survey by DriveElectric



# Mapping the demand

The demand for EVs is expected to continue growing, but which localities are seeing the highest levels of adoption, and what is the potential for expansion?

## GEOGRAPHICAL UPTAKE

The demand for EVs is growing nationwide, but adoption rates vary significantly across regions. EV market penetration, measured as a proportion of privately owned cars, is highest in certain London boroughs, with Westminster leading at 11%, according to analysis of Department for Transport and Driver and Vehicle Licensing Agency data. In contrast, Northern Ireland and Wales show the lowest adoption rates, with areas like Fermanagh and Omagh & Mid Ulster hovering at around 0.5%.

In terms of absolute numbers, Buckinghamshire leads with almost 12,000 privately registered EVs as of Q2 2024, followed by North Yorkshire with around 7,800. Analysing local market ownership helps property owners pinpoint high demand areas for EV infrastructure and choose the best chargers for each region.

## FUTURE SIZING

Despite the slowing pace of overall vehicle ownership growth, there remains significant scope for the expansion of EVs.

The Zero Emission Vehicle (ZEV) mandate, which came into effect in January 2024, specifies the percentage of new zero-emission cars and vans manufacturers must produce each year until 2035. The previous government set a target for 80% of

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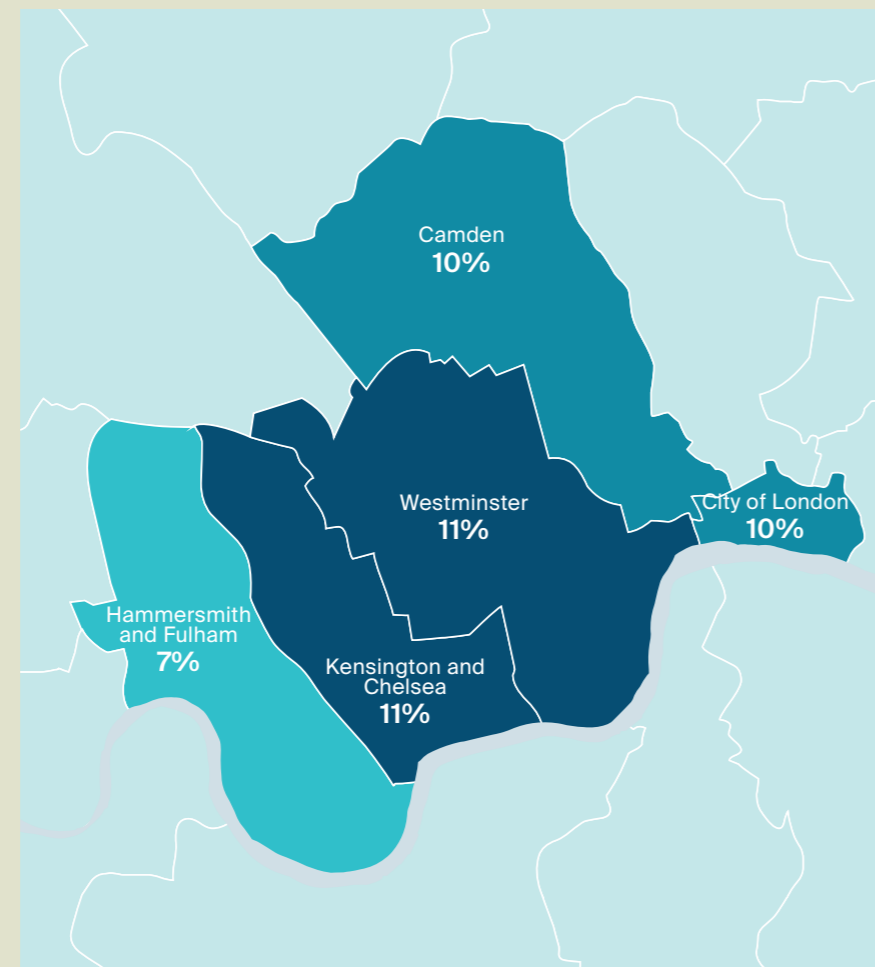
new cars sold to be zero-emission by 2030, rising to 100% by 2035. However, the current Labour government pledged to move the 100% target up to 2030, though this commitment is still pending confirmation and may allow hybrid vehicles to be sold until 2035.

The UK had 30.2 million privately owned cars as of Q2 2024. Over the past five years, the total car count has

grown at an average of 0.6% annually, though new private car registrations have dropped by about 5% annually. If this trend continues, annual new private car registrations could fall to around 550,000 by 2030, down from c.800,000 currently.

With a reinstated 2030 target to phase out internal combustion engine (ICE) vehicles, the number of private

**Figure 1: London is leading the uptake**  
Local Authorities with the highest % private car EV ownership, as of Q2 2024



Source: Knight Frank Research, Department for Transport, Driver and Vehicle Licensing Agency

# 30.2m

privately owned cars in UK as of Q2 2024

EVs registered each year could increase six-fold. However, a nearly complete transition to EVs is anticipated by 2040. The Society of Motor Manufacturers and Traders reports the average UK car age at 8.4 years – meaning most vehicles sold before 2030 would likely be scrapped by 2040. If private vehicle ownership continues growing at 0.6% annually, there could be 33.4 million privately owned vehicles by 2040.

The projected EV market growth highlights the importance of early assessment and implementation of charging infrastructure to maximise the potential benefits of this transition.

## HOW DOES THE UK COMPARE GLOBALLY?

While this report focuses on privately owned EVs in the UK, the global EV trends provide valuable content. According to the International Energy Agency (IEA), EV Global Outlook 2023, global EV sales reached nearly 14 million in 2023, a sharp increase from just 2.1 million five years earlier. While

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**Table 1: Global comparisons**

Global EV comparators, all vehicles, not just private cars

	China	EU27	France	Germany	Italy	Netherlands	Norway	Spain	Portugal	UK	US	World
% sales 2023	38	22	25	24	9.2	35	93	12	32	24	9.5	18
% stock 2023	7.6	3.6	4.1	5.4	1.3	8.3	29	1.5	3.9	5	2.1	3.2
EVs per fast charger	18.2	98.8	78.5	119.2	60.5	120.8	81.8	54.5	46.1	158.0	112.0	28.6

Source: International Energy Agency

EVs accounted for 18% of global new vehicle sales in 2023, market penetration remains at just 3%.

Norway is a standout market, where government incentives have made EVs cheaper and easier to buy. As a result, EVs now account for 29% of Norway’s total vehicle stock and 93% of new vehicle sales in 2023. The country’s 27,000 charging points, over 40% of which are fast chargers, support this high

adoption rate. In China, the roll-out of fast chargers – now totalling 1.2 million – means there are fewer than 20 EVs per fast charger. China’s share of EVs in new vehicle sales has risen to 38% in 2023, up from just 2% before 2021.

With a more comprehensive charging network, the UK could see a similar acceleration in EV adoption to that seen in countries like Norway and China.



# Amped up: charging network

A look at how the current UK charging network has and is evolving

The Climate Change Committee (CCC) estimates that around 325,000 public charging points will be needed across the UK to support widespread EV adoption. Currently, around 80% of EV users charge their vehicles at home overnight. But with 34% of households lacking off-street parking, a significant proportion of drivers must rely on on-street or other public charging facilities, which are typically slower alternating current (AC) chargers.

Rapid and ultra-rapid direct current (DC) chargers are needed at scale to address issues of range anxiety and minimise charge time (as highlighted on page 3) –critical for long-distance travel. Yet, according to the National ChargePoint Registry, only 17% of the UK’s publicly available chargers are classified as rapid or ultra-rapid, highlighting a substantial scope for

expansion in this area to accommodate the growth of EV ownership.

## COST TO CHARGE

In September, *The Times* reported that the cost of driving EVs could exceed those for traditional ICE vehicles when using rapid or ultra-fast chargers, potentially in part due to limited supply.

This oversimplifies the cost. Unlike ICE vehicles, where fuel options are limited to petrol or diesel, most EV drivers employ a mix of charging strategies, often charging at home and topping up with public chargers as needed. Our analysis, in Figure 2, provides the latest data on charging costs, but we recognise that it is too binary. For example, a 450-mile journey, where an EV is fully charged at home overnight and then requires

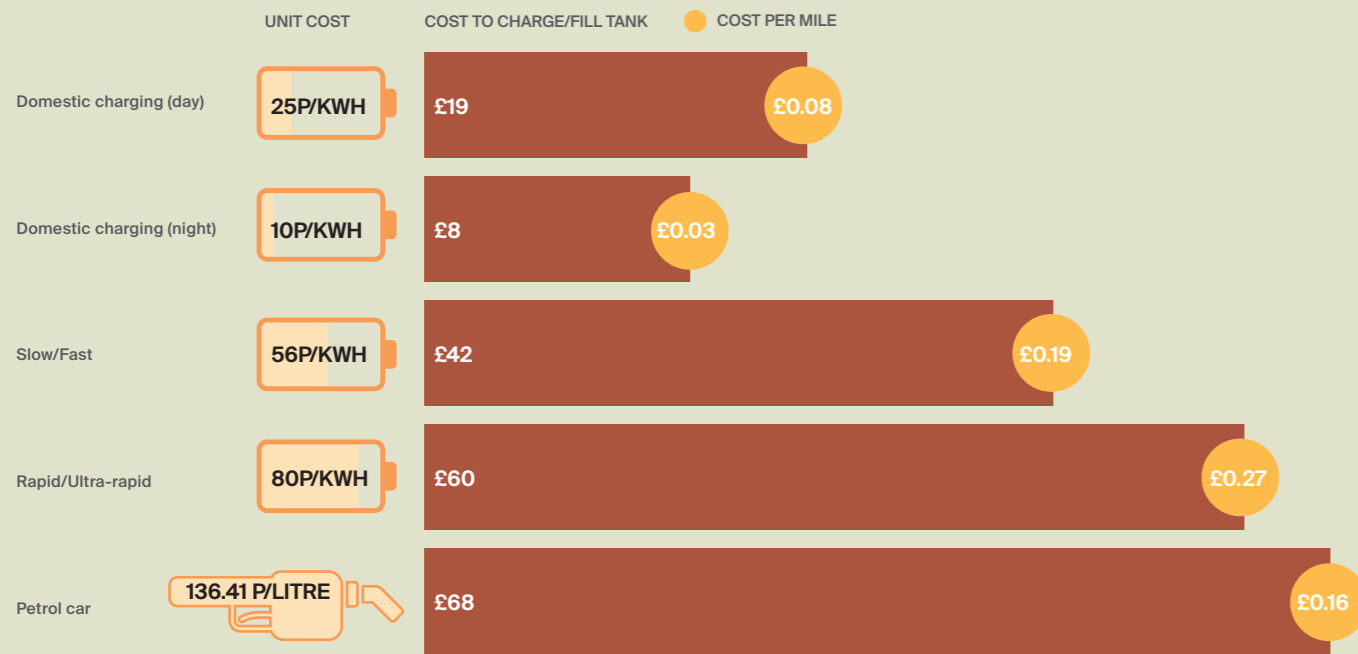
a single ultra-rapid charge en route, would cost approximately £67.50, or £0.15 per mile – slightly below the £0.16 per mile for a petrol car.

As the charging infrastructure expands and competition within the market increases, public charging prices are likely to stabilise. These changes, along with a gradual recovery from recent energy price fluctuations, should contribute to more affordable public EV charging options in the future.

Understanding asset types and locations will help unearth deployment strategies by charger type. Figure 3 demonstrates the best charger type for each location, yet there will be nuances, as some locations may be positioned to capitalise on transient journeys where rapid charging is underserved.

Figure 2: Costing it out

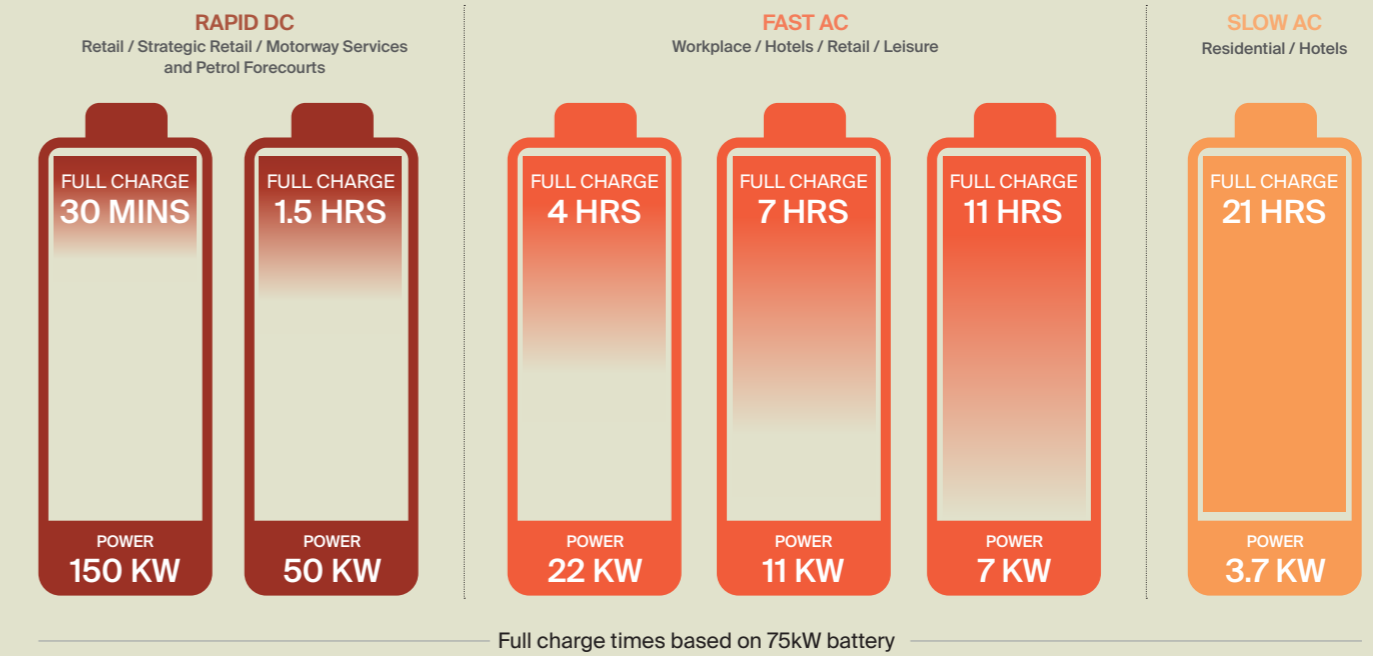
Based on an EV with a 75kW battery and efficiency of 3 miles per kWh and an ICE tank of 50 litres and 40 mpg, prices as of September 2024



Source: Knight Frank Research, ZapMap, ONS

Figure 3: Charging types explained

The EV charging network is based on broadly three types of chargers: slow and fast, which use AC current and rapid/ultra-rapid, which use a DC current. Each type can be suited to different locations, as set out below.



Source: Knight Frank Research, Department for Transport

Table 2: EV charging requirements for regulation and certification

Many new developments now require EV charge points, which also contribute to achieving higher sustainability certification levels. We outline the key areas of regulation and certification below.

Policy/Scheme	Applicable region	Specifications
Building Regulations	England (as of June 2022)	<p><b>New homes:</b> All new homes, including those created from a change of use, with associated parking, must have an EV charge point.</p> <p><b>Residential renovations:</b> Major residential renovations with over 10 parking spaces must include at least one EV charge point per dwelling with associated parking, plus cable routes in all spaces without charge points.</p> <p><b>Non-residential buildings:</b> New non-residential buildings with more than 10 parking spaces must have at least one charge point and cable routes for one in five (20%) of the spaces.</p> <p><b>Non-residential renovations:</b> Major non-residential renovations with over 10 parking spaces must also include one charge point and cable routes for one in five spaces.</p> <p><b>Part S Regulations:</b> As of June 15, 2022, developers are required to install cable routes but not active charge points in covered car parks.</p>
The London Plan	London	<p><b>Residential development:</b> 20% of parking bays must have "active" charge points, with an additional 20% requiring "passive" provision.</p> <p><b>Retail development:</b> 10% of parking bays must have "active" charge points, plus 10% with "passive" provision.</p> <p><b>Employment uses:</b> 20% of parking bays must have "active" charge points, with another 10% requiring "passive" provision.</p>
Edinburgh Design Guide (2017)	Edinburgh	<p><b>Individual houses:</b> Require "passive" provision for EV charging.</p> <p><b>Residential developments (10+ spaces):</b> 20% of parking bays must have "active" EV charge points.</p> <p><b>Non-residential developments (10+ spaces):</b> 20% of parking bays must have "active" EV charge points.</p>
European Performance of Buildings Directive	Europe (from 2027)	<p><b>Developments with fewer than 20 spaces:</b> One charger per five spaces, with pre-cablings for 50% of spaces to support future installations.</p> <p><b>Developments with 20+ spaces:</b> One charger per 10 spaces, with pre-cablings for 50% of the parking spaces.</p>
BREEAM In-Use: Asset	All Regions	<p><b>Sustainability Credits:</b> Requires at least 3% of parking spaces to have EV charging for the first 200 spaces, 2% for the next 200, and 1% for any spaces beyond 400. Chargers must provide a minimum of 7kW power.</p>

Source: Knight Frank Research

# Deployment strategies

How the charging network is split between charging types and deployment strategies

## SLOW ON THE UPTAKE

When rapid or ultra-rapid chargers are deployed, they are sometimes installed alongside a blend of different charger types. Across the UK, the approximately 10,500 rapid or ultra-rapid chargers are distributed across 6,100 locations. Nearly 40% of these sites – about 2,400 – offer a mix of slow/fast chargers and rapid/ultra-rapid chargers. On average, these locations have three chargers, of which two are rapid or ultra-rapid.

The higher initial outlay for rapid or ultra-rapid chargers may be a limiting factor for some to roll out. In addition, some may not want to manage the day-to-day operations and maintenance of these chargers. This is where third-party leasing comes in as they would be responsible for these elements and, depending on the model, could limit the upfront investment required (see [page 9](#)).

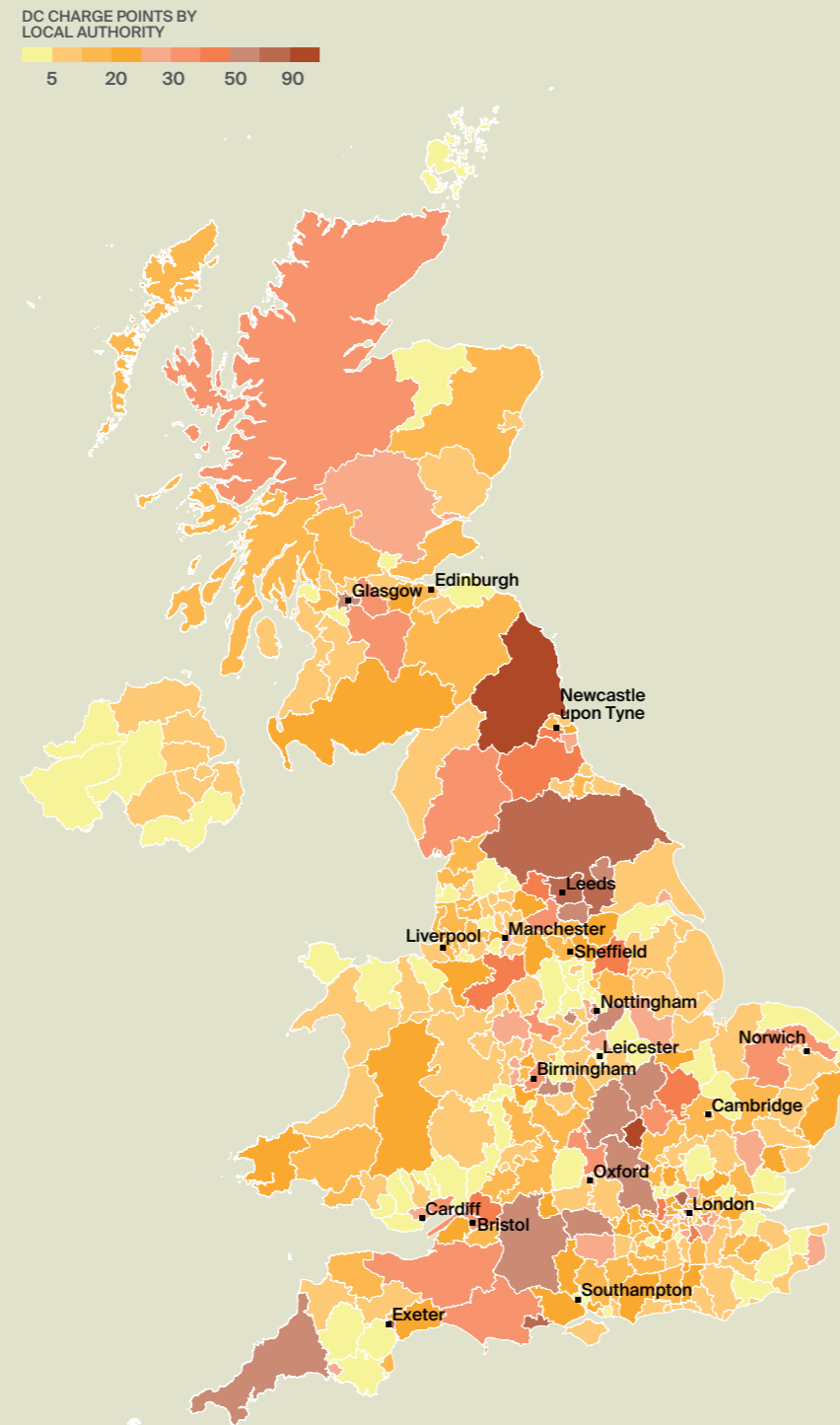
## DEPLOYMENT STRATEGY

While rapid and ultra-rapid chargers provide speedier charging options, combining them with slower AC chargers can better meet diverse needs. However, there may be a trade-off between rental income and occupier requirements. For example, 20 rapid chargers will generate more than ten rapid, five fast and five slow.

The key is dwell time. Retail and leisure parks suit a mixed approach as customers tend to visit for longer periods, often between one and two hours. Offices also fit a mix due to the length of stay of employees. However, motorway services and

“Across the UK, approximately 10,500 rapid or ultra-rapid chargers are distributed across 6,100 locations.”

**Figure 4: Provision of DC**  
DC charge points by local authority



Source: Knight Frank Research, Department for Transport

“While rapid and ultra-rapid chargers provide speedier charging options, combining them with slower AC chargers can better meet diverse needs and budgets.”

locations on major traffic routes are more suited to rapid only due to shorter dwell times. For occupiers, the type of business is critical, with mixed speeds being a positive for retailers as it may mean higher dwell time and spending by customers.

Determining the right balance will be based on how the spaces are demised or under whose control they lie, as well as other factors such as grid connection, as discussed on [page 13](#). With an asset owner holding full control, prioritising rental income and tenant satisfaction is key. If the spaces are demised to different tenants, a more nuanced approach will be required.

## FUNDING AVENUES

EV rapid and ultra-rapid charging infrastructure is more complex and expensive compared with AC charging opportunities. Grants such as the Workplace Charging Scheme provide nominal savings compared to the significantly higher capital expenditure of these units and often include costs to procure grid connectivity as well as the requirement for continuous management and marketing. Therefore, it is critical to understand the two different avenues for deployment, namely self-funding/ landlord funded or with a third-party charge point operator, which we set out below.

### Landlord funded:

- The landlord upfronts the cost of the installation and a contractor is appointed.
- The landlord collects the income from the chargers from drivers using pay-as-you-go.

- The landlord pays for the operating costs of the chargers (electricity, back-office subscription, maintenance).
- The returns can be lucrative as the market develops but cashflows carry risk dependent on electricity costs and utilisation rates associated with the local market, driver behaviours and local competition.
- CPO pays for the grid connection, installation costs, operates, maintains, and collects the income generated by the chargers.
- CPOs will typically not fund workplace/AC suited locations. Funded opportunities are tailored towards rapid DC charging hubs at retail sites, forecourts and fleet charging opportunities.

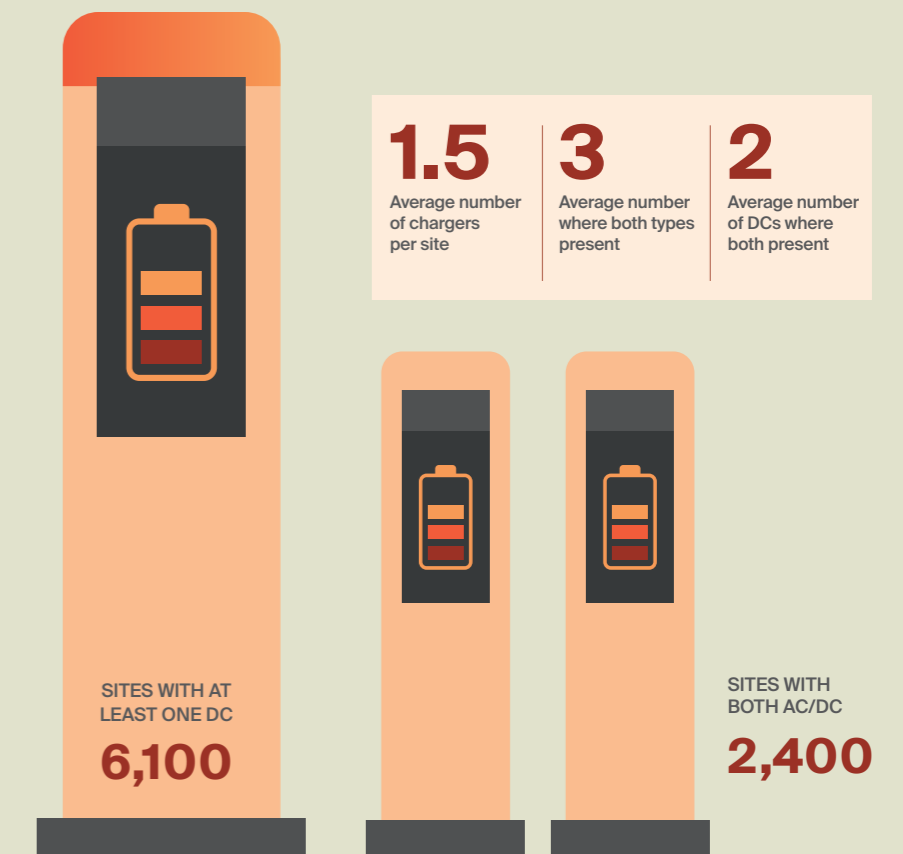
### Third-party funded:

- The Charge Point Operator (CPO) enters into a lease, which is typically 20 years or more, for an agreed number of car park spaces for the installation and operation of the rapid or ultra-rapid charge points.
- CPOs typically provide a base rent and/or profit or revenue share to the landlord.

“There may be a trade-off between rental income and occupier requirements. For example, 20 rapid chargers will generate more than ten rapid, five fast and five slow.”

**Figure 5: Mixing it up**

Analysis of charger types and numbers per location rounded to the nearest 100



Source: Knight Frank Research, National ChargePoint Registry

# 600

The number of EV charging providers or related companies, according to analysis of Beauhurst data

## MARKET PLAYERS

The public DC charging network is concentrated among a few key players. BP Pulse, Equans EV Solutions, and Shell Recharge cover 46% of DC chargers, adding in Gridserve Sustainable Energy and Ospery mean a combined 62% market share, according to analysis of the National ChargePoint Registry. Smaller companies also contribute to the UK's rollout with 600 EV charging providers or related companies, according to analysis of Beauhurst data. The market participants have been growing in number and therefore considering and assessing options is becoming of greater importance. Partnering with reputable CPOs is crucial – reliable operators help ensure service quality, impacting tenant satisfaction and revenue stability, as our experts discuss further.

## AC CHARGER OPPORTUNITIES

AC chargers also play a vital role in EV infrastructure, particularly where grid capacity is limited, or in places described on **page 7**. Areas with a high density of flats and limited off street parking present significant AC charging opportunities.

We have analysed several metrics, including the total number and proportion of households living in flats, the availability of chargers, and levels of private EV ownership, to identify key opportunity areas (see Figure 6). Real estate assets in these locations – especially residential buildings,

“Partnering with reputable charge point operators is crucial – reliable operators help ensure service quality, impacting tenant satisfaction and revenue stability.”

workplaces, and some retail – are well positioned to install AC charge points.

There are a number of other factors to consider within the cost-benefit analysis of AC chargers, such as grants and incentives. For example, anyone leasing, renting, or managing a commercial or residential property, could reduce the cost of EV charger installations by 75%, up to £350 per charger for a maximum of 40 sockets. Alternatively, if not choosing a CPO partner, there are some government grants available to help reduce the cost.

“TBP Pulse, Equans EV Solutions, and Shell Recharge cover 46% of DC chargers, adding in Gridserve Sustainable Energy and Ospery mean a combined 62% market share.”

**Figure 6: Combining all the metrics**

Ranking of opportunity areas based on private EV adoption, number of chargers, proportion, and number of flats



Source: Knight Frank Research

## Critical decisions

Our experts share their key considerations and revenue potential for asset owners to make informed decisions when formulating a strategy for EV charging



**Charlie Singer**

Associate in Energy, Sustainability & Natural Resources



**Charlie Smith**

Surveyor in Energy, Sustainability & Natural Resources

Having a good partner or operator delivering EV charging is arguably the most important factor. A good operator that is well funded, has a proven track record, and, therefore, has a better covenant will give the asset owners (and potential onward investors) more confidence in the operator's ability to pay their rent over the lease term.

Having a good operator is also relevant to reliability. If chargers are down and customers are unhappy with the service, they will attribute this to the destination and maybe decide not to return. Usually, commercial offers include a revenue/profit share of rent which incentivises both parties. If the chargers are functioning 100% of the time, the higher the revenue for both.

The suitability of the site and potential traffic count means we have recently seen rents vary between £2,500 and £6,000 per bay per annum for the highest-quality locations. These will be subject to annual indexation (RPI or CPI).

Generally, when working with a CPO, this would include a higher profit

share of c.20% or c.7-10% revenue share. There is a great deal of flexibility within this, and it requires collaborating with potential operators.

Leases for rapid EV chargers not only generate substantial revenue but also enhance the value of the entire development. These leases are typically structured as 25-year agreements with annual indexation, incorporating a cap and collar to manage growth. This steady, compound annual growth appeals to investors, as it can now be capitalised

into the overall asset valuation. We're seeing increased client interest in expanding EV charging across their portfolios, with many considering these as part of a ground lease portfolio which can be marketed for sale in future.

However, a key challenge for investors lies in assessing the financial strength of CPOs. Most do not offer parent company guarantees, making it essential to evaluate their credibility and reliability closely.

“Having a good operator is also relevant to reliability. If chargers are down and customers are unhappy with the service, they will attribute this to the destination and maybe decide not to return.”



# Real estate play

## Identifying where real estate owners are optimised for DC charger deployment

High-traffic sites offer lucrative EV charging opportunities. Analysis of major UK road networks shows the A1 to be the road with the most DC chargers within a 500m buffer, with over 130, followed by the M4 and M1 with just over 110 and approximately 100, respectively, according to an analysis by Mike Denicolai of Knight Frank Analytics. However, 30% of the UK's busiest road locations lack DC chargers within 500m, and a further 50% have fewer than 10.

A significant gap exists in DC charger availability along the UK's busiest road traffic locations, according to Department for Transport (DfT) data from 2021-23. Currently, 60% of the top 1% of busiest areas (cars and taxis) lack a DC charger within a five-minute drive radius, and 10% have none within a 10-minute drive radius. Only 40% of these high-traffic locations have five or more DC chargers available within a five-minute radius. In fact, among the top 10 busiest points, six have no DC chargers within a five-minute drive.

The need for a wide-scale rollout of rapid and ultra-rapid chargers has been highlighted repeatedly. The previous government set an ambitious target of installing at least 6,000 high-powered, super-fast charge points across England's motorways by 2035. However, as of early 2024, there were just under 800 DC chargers within 500 metres of roads classified as motorway – meaning the number must increase more than sevenfold in just over a decade.

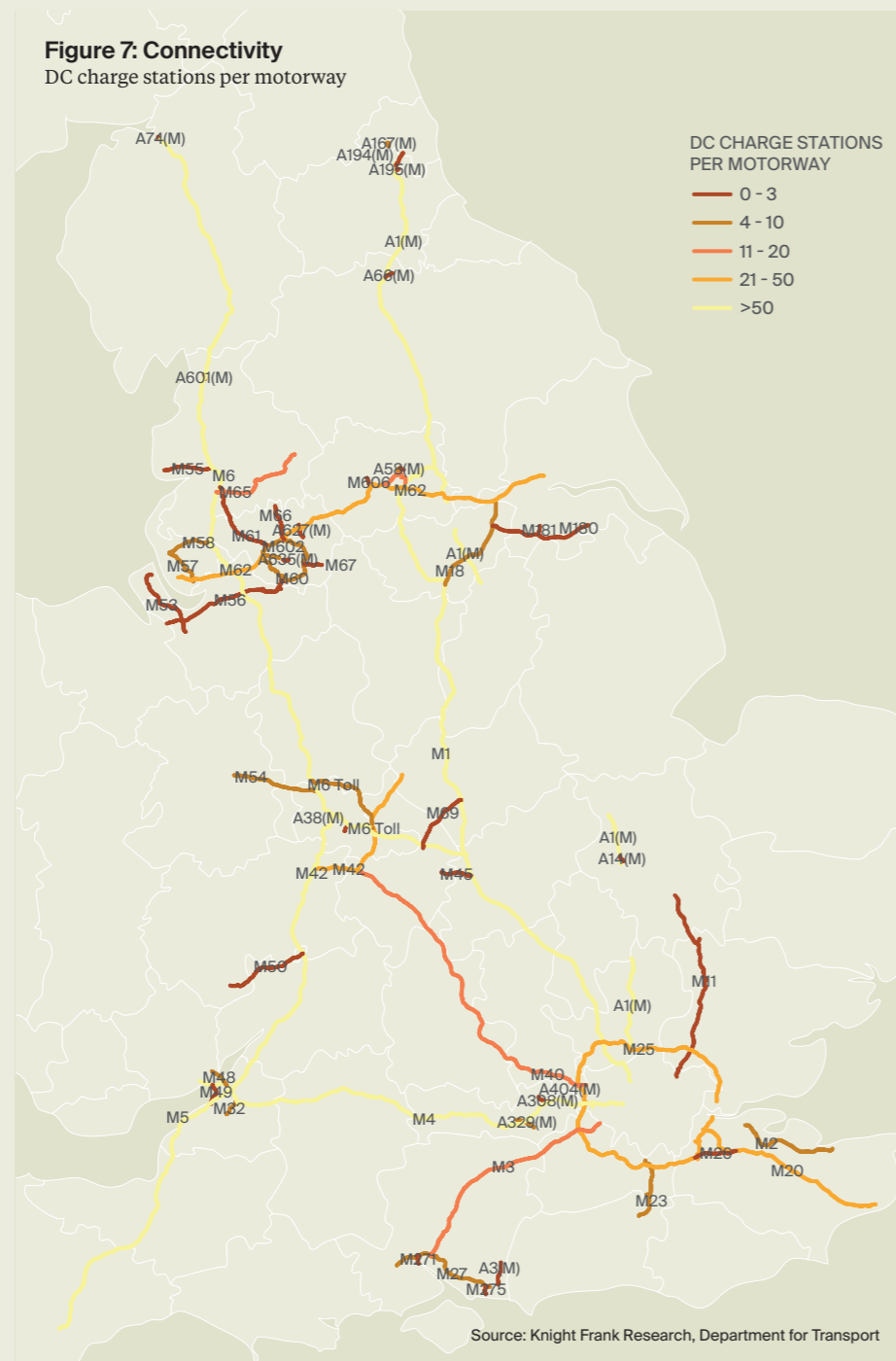
# 30%

of the UK's busiest areas (cars and taxis) lack DC chargers within 500m, and a further 50% have fewer than 10

For property owners, identifying assets in their portfolios that are well-positioned for charger installation could present valuable income opportunities and ensure they remain

well-placed as adoption continues to accelerate. By anticipating charging demand, owners can strategically position their properties to meet future requirements.

**Figure 7: Connectivity**  
DC charge stations per motorway



Source: Knight Frank Research, Department for Transport

### INTERSECTION OF OPPORTUNITIES

It is important to assess current property portfolios for EV charging opportunities. As discussed on **page 8**, a diversified range of charging options across various locations is key. Our analysis shows that only 10.5% of retail parks have a DC charger within 100 metres, leaving a significant number without rapid or ultra-rapid charging options. Just under a quarter of retail parks offer any slow or fast charging within 100 metres.

Petrol stations are also under-equipped for EV charging – while just over a fifth (22%) of DC chargers are currently located at petrol stations, over 90% of these sites have no EV chargers at all. Asset owners near high-traffic routes or close to petrol stations could be well placed.

### LIMITATIONS OR OPPORTUNITY AREAS?

The CCC's *Sixth Carbon Budget Report (2020)* projected that rising EV adoption could increase electricity demand by approximately 30 terawatt-hours (TWh) by 2030, according to the Department for Energy Security and Net Zero (DESNZ) and Ofgem's *Smart Systems and Flexibility Plan 2021*. By 2050, demand is expected to climb further, reaching between 65 TWh and 100 TWh. To put this into context, the UK's total electricity demand was 300 TWh in 2020, and this is projected to grow to between 600 TWh and 900 TWh by 2050.

The need for sufficient electricity production and distribution presents significant barriers for expanding DC chargers, which require robust grid connectivity. Key challenges include:

- **Grid limitations:** Grid capacity constraints and complex planning processes can delay charger installations. However, grid capacity heatmaps may help identify areas where new chargers can be installed without exceeding local grid limits.
- **Coordination with Local Authorities (LAs) and Distribution Network Operators (DNOs):** Recent reforms aim to streamline grid connection processes, making it easier to develop charging infrastructure.

Important strides have been made in transforming the grid connection process, including proactive queue management and the "first ready, first connected" policy, which requires developers to demonstrate project readiness. With the Labour government's commitment to decarbonise the grid by 2030 and the creation of Great British Energy, we can expect further reforms aimed to address these power and infrastructure challenges effectively.

### THE LAST STOP

The demand for EVs is rapidly increasing, yet one of the biggest barriers remains: a lack of rapid chargers in the critical locations where they're needed most. By expanding the deployment of rapid and ultra-rapid chargers, we can address both range anxiety and long charging times – key obstacles to EV adoption – and support EV owners on longer journeys with convenient, quick-charging solutions. Alongside these rapid chargers, slower

**Figure 8: Real estate's interplay**  
% of each with a DC charger



Source: Knight Frank Research

## FIVE KEY CONSIDERATIONS

David Goatman,  
Global Head of Energy,  
Sustainability and Natural Resources

- 1 **A growing number and variation of CPOs**  
It is important to select the right one who can deliver and maximise charger usage.
- 2 **High but variable rents**  
Rents have increased significantly over the last year, but it is important to ensure asset and landowners test a market process to ensure offers are credible and the project can be delivered.
- 3 **Grid connectivity is key to all rapid charger hub developments**  
Therefore, it is important for asset and landowners to understand import and export capacity for all sites and seek opportunities now to secure these connections.
- 4 **EV adoption is on the rise**  
Provision of chargers will increasingly be sought and important for future-proofing assets, particularly on major transport routes. It is important to put the right type of chargers in the right locations.
- 5 **ESG commitments**  
Installation of chargers can drive the reduction in a landlord's scope 3 emissions, promote cleaner transportation and demonstrate commitment to sustainable practices.

chargers serve an equally important role in locations like homes and workplaces, where longer dwell times make slower charging practical and cost-effective.

Through strategic locational analysis, asset owners have numerous opportunities to deploy EV chargers. This approach not only addresses demand and supports the UK's net zero goals but also opens up avenues for diversified income streams and potential asset valuation uplift. Key factors – such as grid connectivity, traffic volumes, and local car ownership rates – are essential for identifying optimal locations and unlocking this growth potential.

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