

# Birmingham Track Record





# Introduction.

Knight Frank Residential is a dedicated division incorporating Land Agency, Property Marketing, Lettings, Capital Markets and Development Consultancy. We offer clients a professional, comprehensive portfolio of tailored services covering every aspect of the residential process.

Acting for landowners, developers, house builders, banks, private funds, institutions, charities, investors, and end purchasers, our philosophy is one of challenge and innovation with an emphasis on driving value from all aspects of the development process.

With Birmingham's presence on the global stage well and truly established we have been able to offer Turnkey solutions to a variety of clients.

Knight Frank Birmingham service lines operate across a vast array of cities in the heart of the UK.

Our service lines are headed by the industry's leading professionals with extensive experience within each property sector.

We are Birmingham's premier consultancy/agency for all your property requirements.

We hope you find our track record informative and would be more than happy to discuss your property needs in more detail.



**Mark Evans**

Head of Regional Residential Development

+44 121 233 6410

+44 7765 220 527

[mark.evans@knightfrank.com](mailto:mark.evans@knightfrank.com)



# Our services.

## BUILDING CONSULTANCY

Specific focus on offering core Building Surveying services to both existing Knight Frank clients, local Birmingham based clients, national occupiers and investors in all aspects of Building Surveying, including Acquisition Surveys / Technical Due Diligence; Dilapidations; Contract Administration; Project Management; Project & Development Monitoring, in addition to wider Building Surveying services. Working with a variety of clients on a wide range of property types, providing acquisition advice to investors, strategic advice to corporate occupiers; dilapidations negotiations for both landlord and tenants and delivery of projects ranging in value up to £10 million.

We work closely with our clients and appointed contractors in order to ensure a smooth process from start to finish as well as high quality deliverance of our services in which we provide.

## VALUATIONS

Advising developers, land owners, financiers and private individuals on a range of matters including funding and purchasing decisions, we provide a complete spectrum of tailor-made valuation services for every type of scheme or property – from small scale in-fill developments to high profile multi-million pound mixed residential/commercial regeneration projects.

## LAND

The Birmingham team offer a full in-house service from start to finish, with planning advice through to selling the developed product.

These responsibilities include the sale and/or acquisitions of land for retained clients and the procurement of new development opportunities.

Advising on all aspects of the development proposition from acquisition to an eventual disposal strategy or development. The land team has the vision to identify development opportunities in the market and has an exceptional understanding of the land market in the Midlands.

## NEW HOMES

The New Homes team in Birmingham offer a turnkey solution to residential developers and end users alike.

For developers, the team has been established in Birmingham for over 20 years with over 100 years of knowledge, expertise and understanding of the regional new homes market. The team are often called in to consult on varying topics that arise during the development cycle from unit mix and size through to specification and sales and marketing strategies.

## RESIDENTIAL SALES

The Residential sales team in Birmingham specialises in the sale of exclusive apartments and family homes across the city, from Sutton Coldfield to Barnt Green, Edgbaston/Harborne to Solihull, Moseley and the city centre. Knight Franks global brand combined with an experienced and successful team with a depth of local knowledge, it has always been our opinion that proactivity beats reactivity. Our team doesn't wait for the phone to ring, we make the calls happen.

## CAPITAL MARKETS

Based in Birmingham, the team has an unrivalled knowledge of market performance, development metrics and key investment partner requirements in all regional UK markets. The team is involved in some of the foremost PRS and Build to Rent partnerships and have an intimate knowledge of development conditions around the country, as well as immediate access to institutional clients and private wealth.

Working closely with our Land, Investment Lettings & Management teams as well as our global network of offices, we provide a full service solution for all types of residential property.

## INVESTMENT LETTINGS

Many large international companies, such as HSBC and Deutsche Bank, are choosing Birmingham as their business hub and, with exciting development plans for the City, there are no signs of demand for rental property slowing down.

As an established name within the industry and registered with the Association of Residential Lettings Agents (ARLA), you can be sure that you are dealing with an experienced and professional agent.

## INTERNATIONAL PROJECT MARKETING

Knight Frank's International Project Marketing business promotes new residential developments into overseas markets. We manage bespoke campaigns for clients across a range of locations and price points.





# Contents.

Consultancy	06
Building Consultancy	10
Valuations	14
Land	22
New Homes	28
Residential Sales	36
Capital Markets	40
Investment Lettings	46
Contacts	52

Consultancy.



# Snow Hill Wharf, Birmingham.



Knight Frank provided a turnkey service; from the acquisition of the site, development consultancy on unit mix and size, through to selling the apartments off-plan.

**Deal Type:** Consultancy  
**Client:** St Joseph Homes  
**Number of units:** 404

# Ashbourne Airfield, Ashbourne.



Knight Frank provided a full range of consultancy advice including viability, planning, environmental considerations and valuation advice.

**Deal Type:** Consultancy  
**Client:** Bamford Property Group

Building  
Consultancy.



# Lionel House, *Birmingham.*



Pre-construction due diligence of demolition and construction works packages, including advice on costs, procurement and review of construction documentation. Post contract monitoring services providing monthly inspections and reporting, ensuring compliance with building contracts and development agreements, monitoring project programme including management of monthly draw down application process.

**Deal Type:** Building Consultancy  
**Client:** Aberdeen Standard Investments  
**Size:** 259 units  
**Project Value:** £60m  
**Project Duration:** 2.5 Years (Two Phases)





**Valuations.**



# Towcester Southern Extension, Northamptonshire.



490 gross acres of farm land situated to the southern boundary of Towcester which is a small market town located some 9 miles from Northampton and 15 miles from Milton Keynes.

Outline planning permission obtained for the creation of up to 2,750 homes and complementary mixed use development to include employment land, local centres, mixed use commercial, two new primary schools, areas of public open space and a new relief road. Consultancy and formal Red Book Valuation instruction to provide commentary upon the consented development and provide the Market Value of the subject site reflecting the benefit of the outline consent and signed Section 106 Agreement.

**Deal Type:** Red Book Valuation

# Royal Sutton Place, Sutton Coldfield.



Conversion of a locally listed former council house building into eighteen 1, 2 and 3 bedroom residential apartments. The building benefits from a prior approval notice to be converted under permitted development rights and planning permission for external alterations. The proposed units range in size from 527 sqft up to 2,390 sqft, are of a high specification and car parking is provided.

**Deal Type:** Loan Security Valuation

Instruction to provide a loan security valuation report to include a development appraisal reflecting the prior approval notice and planning permission. Values provided included Market Value of the property in its current condition, Gross Development Value upon completion of the development and Rental Values upon completion of the development.



## Hagley Road, Birmingham.



Development of a vacant site of circa 0.5 acres to provide 14 apartments. The consented development comprises the erection of a three storey apartment block providing 8 two bedroom apartments and a two storey apartment block providing 6 two bedroom apartments. The apartments vary in size from 592 sq ft to 958 sq ft, with an overall accommodation space of 10,032 sq ft. Each apartment also benefits from a single allocated parking space.

**Deal Type:** Loan Security Valuation

Instruction to provide a loan security valuation to reflect the benefit of the planning permission. Values provided included Market Value of the property in its current condition, Gross Development Value upon completion of the development and Aggregate Rental Values upon completion of the development.

## Canterbury House, Newhall Street, Birmingham.



A mixed-use building with the lower ground and ground floor of the building comprising a range of commercial uses including office accommodation, two retail units and a restaurant. The 1st to 10th floors comprise recently converted apartments (from offices) to provide 160 one and two bedroom apartments and studios ranging in size from 323 sq ft up to 931 sq ft. 25 car parking spaces are provided in the basement.

Instruction to provide a loan security valuation report to provide an opinion of the Market Value as a single lot sale, Aggregate (break up) Value and Market Rental Values.

**Deal Type:** Loan Security Valuation

At the time of valuation 152 of the 160 apartments were let on individual Assured Shorthold Tenancies (AST's) fully furnished but excluding bills. The commercial uses were let on separate commercial leases.



# Corbetts Close, Hampton-in-Arden.



Development of a Greenfield site with planning permission in place and a Section 106 Agreement signed for the development of a total of 43 residential dwellings. The proposed scheme comprises a mixture of terraced, semi-detached and detached houses together with some bungalows and maisonettes. Units vary in size between 480 sq ft up to 2,500 sq ft and benefit from private gardens, parking and garaging.

Instruction to provide a loan security valuation to reflect the benefit of the planning permission. Values provided included Market Value of the site in its current condition, Gross Development Value upon completion of the development and Aggregate Rental Values upon completion of the development.

**Deal Type:** Loan Security Valuation

# AST & Regulated Tenancy Portfolio West Midlands.



A total of 47 residential dwellings, situated throughout Birmingham, Walsall, Wolverhampton and Coventry comprising a mixture of semi-detached houses, terraced houses and individual apartments. Let on a mixture of Assured Shorthold Tenancies and Regulated Tenancies, the dwellings were all occupied and in a variety of conditions.

**Deal Type:** Loan Security Valuation

Instruction to undertake a full inspection of the portfolio and provide a valuation report for loan security purposes. Requirements included the provision of the individual Aggregate Market Value, Single Lot Value and Aggregate Market Rent of each dwelling. Commentary also provided upon the condition of the properties and the likely demand / value for the portfolio as a single lot.



Land.



## Snow Hill Wharf, *Birmingham.*



Knight Frank acted for Lavignac and successfully disposed of the site on an unconditional basis to St Joseph Homes. St Joseph subsequently achieved planning consent for 404 apartments.

**Deal Type:** Disposal

**Client:** Lavignac Securities

**Purchaser:** St Joseph Homes

## Panther site, Holloway Head, *Birmingham.*



Knight Frank provided development consultancy and marketed the property with the benefit of planning for 487 apartments adjacent to The Mailbox. In 2018 the property was sold unconditionally to Taylor Grange.

**Deal Type:** Disposal

**Client:** Panther Securities

**Purchaser:** Taylor Grange



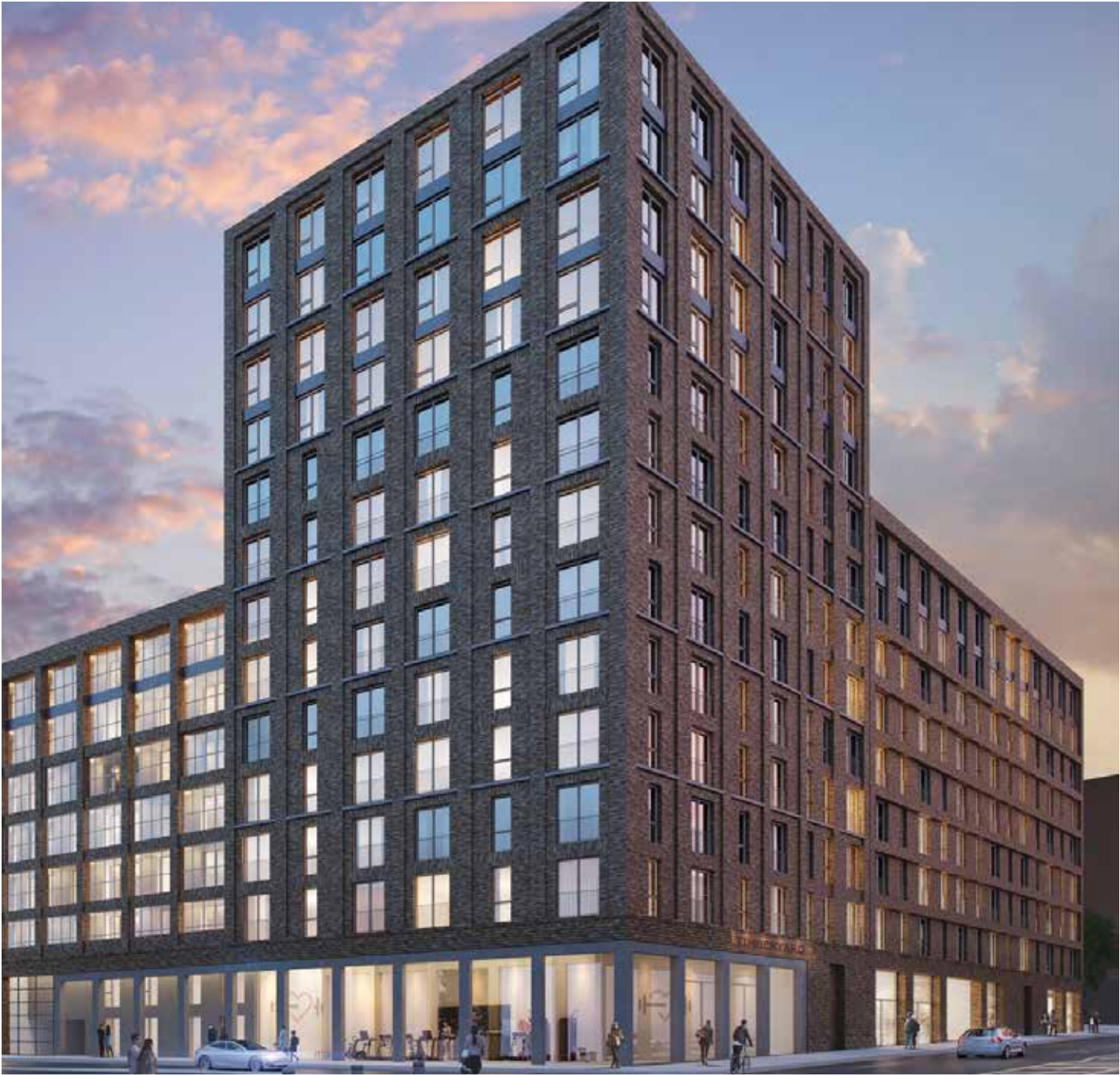
# Assay Lofts, Jewellery Quarter.



Knight Frank marketed the prime development site of 32 apartments overlooking St Paul's Square. The opportunity attracted numerous interested parties but was eventually sold to Elevate Property Group.

**Deal Type:** Disposal  
**Client:** TCN  
**Purchaser:** Elevate Property Group

# Timber Yard, Pershore Street, Birmingham.



Acted for Galliard Apsley House Capital to acquire the 1.6 acre site on a subject to planning basis. The purchaser achieved planning in October 2018 for 379 apartments adjacent to Birmingham Smithfields.

**Deal Type:** Acquisition  
**Client:** Galliard Apsley House Capital  
**Vendor:** The Gooch Estate



New Homes.



# The Lightwell, Birmingham.



77 studio, 1 and 2 bedroom apartments located in the prestigious Colmore Business District. With contemporary interiors by award winning interior designer David Hutton. Our team dealt with all property marketing and sales through to completion.

**Developer:** Pimlico Capital  
**Size:** 77 units  
**£/sqft achieved:** As high as £443  
**Price range achieved:** £130,000 - £590,000

# The Bank Tower 1, Birmingham.



This iconic development comprises of two towers, one being 21 storeys high and the tallest at 32 storeys high with concierge, private gym, residents' lounge and coffee bar. Our team dealt with all property marketing and sales through to completion.

**Developer:** Regal Property Group  
**Size:** 189 units  
**£/sqft achieved:** As high as £445  
**Price range achieved:** £142,800 - £280,000



# Snow Hill Wharf, Birmingham.



The highly anticipated flagship Birmingham development by St Joseph Homes (part of the Berkeley Group). Snow Hill Wharf comprises of 404 apartments built around podium gardens and canal side views. Residents will also enjoy facilities such as a private cinema, 24 hour concierge, conference room, gym and steam room.

**Developer:** St Joseph Homes

**Number of units:** 404

**£/sqft achieved:** As high as £504

**Price range achieved:** £189,950 – £800,000

# The Co-Operative, Coventry.



Located in the historic Co-Operative Building. The Co-Operative development consists of 63 1 and 2 bedroom apartments built around the cities first indoor park. Residents also have private use of a resident lounge, rooftop terrace and exercise areas. Our team dealt with all property marketing and sales through to completion.

**Developer:** EDG Property Ltd

**Size:** 63 units

**£/sqft achieved:** As high as £341

**Price range achieved:** £149,950 – £279,950



# Timber Yard, *Birmingham.*



Adjacent to Birmingham Smithfields in the heart of the Chinese Quarter, Timber Yard is a luxury development of highly specified 1, 2 & 3 bedroom apartments. Our team assisted with the site sale and will be managing all property marketing and sales through to final handover.

**Developer:** Galliard Homes

**Number of units:** 379

**£/sqft achieved:** As high as £449.90

**Price range achieved:** £199,000 - £415,000

# Port Loop, *Birmingham.*



Port Loop is a 43-acre, canal-side site in Birmingham, just 15 mins from the city centre offering 1,150 new homes, retail and leisure spaces. The modular townhouse offers a range of specifications and finishes to suit every person, family and lifestyle. Our team are managing the property marketing and sales through to final handover.

**Developer:** Urban Splash

**Size:** 1150 units

**£/sqft achieved:** As high as £320

**Price range achieved:** £285,000 - £450,000



# Residential Sales.



**5 Edgewood Drive, Barnt Green,**  
*Birmingham B45.*



An exceptionally well-presented, designer split-level family home with garden and garage. The property comprises 3 bedrooms, 3 bathrooms and 4 reception rooms.

**Price:** £650,000

**107 Little Sutton Lane,**  
*Sutton Coldfield B75.*



An immaculately presented family home in a very desirable location with lovely gardens. The property comprises 5 bedrooms, 3 bathrooms and 4 reception rooms.

**Price:** £995,000

**165 Ravenhurst Road, Harborne,**  
*Birmingham B17.*



An impressive period family home that has been significantly extended and beautifully updated. The property comprises 5 bedrooms, 4 bathrooms and 2 reception rooms.

**Price:** £950,000

**9 Ladywood Road,**  
*Sutton Coldfield B74.*



A handsome period home with impressive appearance set in beautiful mature gardens in a sought after residential area. The property comprises 5 bedrooms, 2 bathrooms and 3 reception rooms.

**Price:** £1,895,000



Capital  
Markets.



# The Rock, Bury.



Sold stabilised asset.

**Deal Type:** Tenanted investment

**Client:** Kennedy Wilson

**Number of units:** 233

**Price:** £22.1m

# PfP Portfolio, Nationwide/UK.



Nationwide portfolio of tenanted assets.

**Deal Type:** Tenanted investment

**Client:** L1 Capital

**Number of units:** 287 units

**Price:** £33.6m



# MCR Portfolio, *Nationwide/UK.*



Forward purchase of two PD conversions.

**Deal Type:** Forward Commitment/Tenanted investment

**Client:** MCR Property Group

**Number of units:** 88 units across two blocks

**Price:** £8.8m

# Manchester Portfolio, *Manchester.*



Tenanted investment portfolio sale.

**Deal Type:** Tenanted investment

**Client:** Beech Holdings

**Number of units:** 163 units across 4 blocks

**Price:** £39m



Investment  
Lettings.



# The Bank Tower 1, *Birmingham.*



A new addition to the Birmingham skyline, the first phase of The Bank offers residents stylish city centre living in studio, one and two bedroom apartments. Our team have provided a lettings and management service not only to a portfolio client but to individual purchasers.

**Client:** Perfection Point Holdings Ltd & Buy to Let Landlords

**Number of units:** 60

# The Forum *Birmingham.*



Purchase report including scheme commentary and market analysis. Retained for the ongoing design and specification consultancy.

**Client:** Rockspring & Atlas Residential

**Number of units:** 334



# International project marketing.

**Knight Frank's International Project Marketing business promotes new residential developments into overseas markets. They manage bespoke campaigns for clients across a range of locations and price points.**

Over the last ten years the team handling the sale of UK projects has built up a considerable expertise in the Asian markets working with sales teams on the ground in centres such as Hong Kong, Singapore, Kuala Lumpur and mainland China. The service also extends to Russian and CIS markets, India and the Middle East. Buyers are generated through media promotion, exhibition launches and private 'one-to-one' events.

The International Project Marketing team also produce research covering all areas of their operation in this sector. Their global network comprises 244 offices in 43 countries across six continents, providing access to shared knowledge, a broader perspective and ultimately enhancing our advice.

The team have been instrumental in providing a number of international sales for various developments, Snow Hill Wharf, The Bank and Tennant Street Lofts.





# Key Contacts.



**Mark Evans**  
Head of Regional Residential Development  
+44 121 233 6410  
+44 7765 220 527  
mark.evans@knightfrank.com



**NEW HOMES**  
**Peter Smith**  
Associate, Residential Development  
+44 121 233 6406  
+44 7814 214 938  
peter.smith@knightfrank.com



**LAND**  
**Will Jordan**  
Partner, Land Agency  
+44 121 233 6413  
+44 7770 017 395  
will.jordan@knightfrank.com



**RESIDENTIAL / COUNTRY HOMES**  
**Jamie Carter**  
Associate, Head of Birmingham Sales  
+44 121 233 6491  
+44 7966 266 391  
jamie.carter@knightfrank.com



**INTERNATIONAL PROJECT MARKETING**  
**Seb Warner**  
Partner, International Project Marketing  
+44 20 7861 5426  
+44 7765 220 532  
seb.warner@knightfrank.com



**VALUATIONS**  
**Andrew Davis**  
Partner, Valuations  
Residential Investment and Development  
+44 121 233 6432  
+44 7769 965 463  
andrew.davis@knightfrank.com



**INVESTMENT LETTINGS**  
**Sara Horton**  
Associate, Investment Lettings  
+44 121 233 6436  
+44 7776 769 687  
sara.horton@knightfrank.com



**RESIDENTIAL CAPITAL MARKETS**  
**Stuart Eustace**  
Partner, Residential Development  
+44 121 233 6437  
+44 7443 983 269  
stuart.eustace@knightfrank.com



**BUILDING CONSULTANCY**  
**Drew Watkins**  
Partner, Birmingham Commercial  
+44 121 233 6462  
+44 7468728039  
drew.watkins@knightfrank.com

# Our clients say...

*“The Berkeley Group decided in 2016 to establish a business, St Joseph, in the West Midlands. The local Knight Frank teams have assisted the growth of this new venture and we have been impressed by their knowledge of the region and the professional advice we have received. They have a strong local presence and network and have identified development opportunities that St Joseph have acquired in both Birmingham and the wider West Midlands.”*

ANGUS MICHIE, ST JOSEPH

*“We have a very strong relationship with the Knight Frank team in Birmingham, which I hope will continue over the foreseeable future. We would not have succeeded in our acquisitions in Birmingham without their considerable help and expertise.”*

GERARD NOCK, APSLEY HOUSE CAPITAL  
& GALLIARD HOMES.

*“The in depth market intelligence that is delivered by Knight Frank ensures that the landowner is comfortable that their capital receipt is maximised via the land promotion process via selecting the appropriate land promotion partner.”*

DANIEL O'DONNELL ROSCONN GROUP



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& property, perfectly.**

