

RESIDENTIAL CAPITAL MARKETS TENANTED INVESTMENTS

OUR TRACK RECORD





WELCOME

The UK's private rented sector (PRS) has more than doubled in size in the last 14 years, and it is set to continue expanding.

More than 10 million people – around a sixth of the UK population – are living in privately rented accommodation. The sector now accounts for around four million households, some 17% of the total number of households in the UK.

Both UK and overseas investors have been attracted to the sector by a combination of strong rental fundamentals (due to the granular nature of Investments) and sound capital growth prospects (particularly in London). In particular there is an increasing understanding that the income offered by the rental market is both highly secure and shows long term appreciation; a rare and valuable commodity in today's world.

Knight Frank's Residential Investment team are market leaders in this specialist sector and were recently awarded Residential Investment Team of the Year, for the second year running, at the 2016 RESI Awards.

The team offers expertise in every aspect of residential property investment, with a specific focus on:

- Institutional PRS Investments
- Individual Tenanted Blocks
- National Residential Portfolios
- Mixed Use Investments
- Regulated and Assured Tenancies
- Reversionary Interests
- HMOs and Hostels
- Ground Rent Portfolios
- Serviced Apartments

Whether your portfolio comprises hundreds of properties or a single block of 2-3 flats, our highly experienced and motivated team will enable you to maximise rental and capital return on investment.



Nick Pleydell-Bouverie

Partner, Head of Tenanted Investments

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International Agency of the Year

2013
WINNER

2014
WINNER

2016
WINNER

2017
WINNER

LONDON TENANTED INVESTMENTS



01

HOLLAND PARK, KENSINGTON W8

Size 5 Self-contained apartments
Purchaser Private Italian investor
Type Freehold tenanted investment
Price Confidential

"Knight Frank is the leading residential investment agent in the London market. Following the sale of our Central London Residential Portfolio, I can confidently confirm that the Knight Frank Residential Capital Markets team is extremely reliable, proactive, professional, discreet, and has ultimately delivered a fantastic result for us. The team sourced a number of foresight purchasers through its global network of offices, resulting in an 100% sale success rate with our properties."

Premier Group

LONDON TENANTED INVESTMENTS



02



03



04



05

02

**NEVERN SQUARE,
EARLS COURT, SW5**

Size 5 self-contained apartments
Purchaser British investor
Type Freehold tenanted investment
Price c. £5 million

03

**US EMBASSY PORTFOLIO,
HAMPSTEAD AND ST JOHNS WOOD**

Size 43 self-contained apartments over three separate properties – sale and leaseback
Purchaser Confidential
Type Freehold and leasehold tenanted investments
Price c. £40 million

04

**CHILTERN STREET,
MARYLEBONE, W1U**

Size 9 self-contained apartments
Purchaser Private investor
Type Freehold tenanted investment
Price c. £6.5 million

05

**KENSINGTON COURT,
KENSINGTON, W8**

Size 10 self-contained apartments
Purchaser Private investor
Type Broken freehold tenanted investment
Price c. £10 million

“Knight Frank is the outstanding Residential Investment Agent in the UK. The team has consistently outperformed the market over the last 10 years, with the ability to secure buyers from every corner of the globe through its wealth and capital market network and its team of first class deal-makers.”

Mark Donnor,
 Managing Principal,
 Westbrook

LONDON TENANTED INVESTMENTS



06



07



08



09



10

06

**SUTHERLAND STREET,
PIMLICO, SW1**

Size 6 self-contained apartments
Purchaser Hong Kong based investor
Type Freehold tenanted investment
Price c. £2.5 million

07

**ALDRIDGE ROAD VILLAS,
NOTTING HILL, W11**

Size 5 self-contained apartments
Purchaser Private investor
Type Freehold tenanted investment
Price c. £3 million

08

**20 LINGFIELD CRESCENT,
FALCONWOOD, SE9**

Size 27 self-contained apartments
Purchaser UK private investor
Type Freehold tenanted investment
Price £4.4 million

09

**CORNWALL MANSIONS,
BROOK GREEN, W14**

Size 13 self-contained apartments
Purchaser Akelius
Type Freehold tenanted investment
Price £3.725 million

10

**CRANLEY GARDENS,
KENSINGTON, SW7**

Size 4 self-contained apartments
Purchaser The Wellcome Trust
Type Freehold tenanted investment
Price c. £10 million

INSTITUTIONAL INVESTMENTS



01

KEW BRIDGE COURT, LONDON, W4

Size Gated development comprising 5 low rise residential blocks with 94 fully let self-contained apartments and 5 houses

Purchaser Grainger

Type Freehold PRS investment

Price c. £57.5 million

INSTITUTIONAL INVESTMENTS



02



03



04



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02

**PORT EAST APARTMENTS,
CANARY WHARF, E14**

Size 31 self-contained apartments
Purchaser UK pension fund
Type Freehold tenanted investment
Price Confidential

03

**56-60 LANCASTER GATE,
BAYSWATER, W2**

Size 32 self-contained apartments
Purchaser Confidential
Type Terrace of 5 freehold tenanted buildings
Price c. £60 million

04

**ABBEY ORCHARD STREET,
WESTMINSTER, SW1**

Size 30 self-contained apartments
and c. 37,000 sq ft of office space
Purchaser Confidential
Type Freehold mixed-use investment
Price c. £47 million

05

**SALWAY PLACE,
STRATFORD, E15**

Size 38 self-contained apartments
Purchaser Confidential
Type Freehold tenanted investment
Price c. £10 million

MIXED-USE INVESTMENTS



01

KENSINGTON HIGH STREET, KENSINGTON, W8

Size 19 flats, 10 retail units
and a dental practice

Purchaser UK Institution

Type Mixed-use freehold investment
comprising A1, D1 and C3 uses let on
a mixture of ASTs and regulated tenancies

Price c. £56 million

MIXED-USE INVESTMENTS



02

02

**WALTON STREET,
CHELSEA, SW3**

Size 2 self-contained apartments
and a retail unit

Purchaser Private investor

Type Freehold tenanted investment

Price £3 million



03

03

**CHEVAL PLACE,
KNIGHTSBRIDGE, SW7**

Size 2 apartments and a commercial unit

Purchaser Confidential

Type Freehold mixed-use investment

Price c. £3.7 million



04

04

**CHANTREY HOUSE,
VICTORIA SW1**

Size 28 self-contained apartments
and 5 retail units

Purchaser Residential Land

Type Freehold mixed-use investment

Price Confidential

MIXED-USE INVESTMENTS



05

05

**ALBEMARLE STREET,
MAYFAIR, W1**

Size 8 self-contained apartments
and 1 retail unit

Purchaser Confidential

Type Freehold mixed-use investment

Price In excess of £20 million



06

06

**RUTLAND GATE,
KNIGHTSBRIDGE, SW7**

Size 4 self-contained apartments
and an office

Purchaser Confidential

Type Freehold block with development potential

Price Confidential

HOUSE OF MULTIPLE OCCUPATION



01



03



02



04

01

120 HOLLAND ROAD, W14

Size 18 units
Purchaser Confidential
Type Freehold HMO investment
Price c. £2.2 million

02

HIGHLEVER ROAD,
 LADBROKE GROVE, W10

Size Unspecified
Purchaser UK investor
Type Residential (C3) HMO
Price c. £2.3 million

03

QUEENSBOROUGH TERRACE

Size 22 self-contained units
 (except from 1 having a separate bathroom)
Purchaser Confidential
Type Freehold HMO investment
Price c. £5.35 million

04

HOLGATE ROAD, YORK, YO24

Size 24 self-contained units
Purchaser Private UK investor
Type Freehold HMO investment
Price Confidential

SERVICED APARTMENTS



01

**51 KENSINGTON COURT,
KENSINGTON, W8**

Size 11 self-contained apartments

Purchaser Private Middle Eastern investor

Type Freehold serviced apartments investment

Price c. £7.5 million



02

**BERKELEY PARK,
HEATHROW AIRPORT, UB3**

Size 50 self-contained apartments

Purchaser Local Authority

Type Freehold serviced apartment investment

Price c. £9.25 million

REGIONAL INVESTMENTS

01

PROJECT PARCEL UK

Size Portfolio of 19 blocks
(510 apartments) across the UK

Purchaser Confidential

Type National tenanted portfolio

Price c. £40 million



REGIONAL INVESTMENTS



02



03



04



05

02

**HARBORNE CENTRAL,
BIRMINGHAM, B17**

Size 8 self-contained apartments
Purchaser UK based investor
Type Long leasehold tenanted investment
Price c. £1 million

03

**SWAN COURT,
COVENTRY, CV2**

Size 20 self-contained apartments
Purchaser Private UK Investor
Type Freehold tenanted investment
Price c. £2.5 million

04

**CHASE MEADOW,
WARWICK, CV34**

Size 24 self-contained apartments and 7 commercial units
Purchaser Confidential
Type Freehold mixed-use investment
Price c. £5.1 million

05

**NIRVANA,
SOUTHEND-ON-SEA, SS0**

Size 45 self-contained apartments
Purchaser Confidential
Type Freehold new build investment
Price £22 million

GROUND RENT AND REVERSIONARY INVESTMENTS



01

01

ROYAL WHARF PHASE 1 & 2A

Size In excess of 3,000 units

Purchaser Confidential

Type Ground rent investments

Price c. £40 million

GROUND RENT AND REVERSIONARY INVESTMENTS



02

02

DANDARA, NATIONWIDE

Size c. 1,800 units
Purchaser Confidential
Type Ground rent investment
Price c. £22 m



03



04

03

MIDDLEGREEN, SLOUGH

Size c. 70 units
Purchaser Confidential
Type Ground rent investment
Price c. £650k

04

ROYAL WHARF PHASE 2B & 3

Size c. 850 units
Purchaser Confidential
Type Ground rent investment
Price £18.5m

GROUND RENT AND REVERSIONARY INVESTMENTS



05

05

**ONE HYDE PARK,
KNIGHTSBRIDGE, SW1**

Size 86 self-contained apartments

Purchaser Confidential

Type Head leasehold ground rent investment

Price Confidential



06

06

**CAROLINE HOUSE,
BAYSWATER, W2**

Size 59 self-contained apartments

Purchaser UK based investor

Type Reversionary freehold investment

Price c. £8 million



07

07

**PORTSEA HALL,
MARBLE ARCH, W2**

Size 35 self-contained apartments

Purchaser UK private investor

Type Intermediate leasehold
reversionary interests in 35 flats

Price c. £8 million

CONTACTS

The Knight Frank Investment Team is the pre-eminent advisor in this exciting and rapidly evolving area of the market.

Our client base includes a range of institutions, developers, private investors and banks. We have the ability to provide our clients a unique insight into the individual sub-markets into which they are investing by offering a joined up approach with our 'best-in-class' specialist property teams.

We have an excellent track record in both acquisitions and disposals, providing bespoke tailored advice for each client requirement, be that 'off-market' strategic approaches or 'on-market' sales campaigns, leveraging Knight Frank's global brand and international network. We are experienced in providing strategic advice on the composition of investor's funds and the optimum timing for future acquisitions or disposals.

The team has in excess of 25 years' experience in the capital markets arena and is continuing to build on their proven success.

VALUATIONS & PRS CONSULTANCY

Our specialism is providing professional consultancy advice tailored to driving performance in the PRS market. We work closely with a number of departments within Knight Frank drawing on our collective expertise to ensure a holistic approach is adopted in our advice.

This approach ensures the best possible long term performance of assets. We consult on a variety of assets from individual standing blocks to master plans covering thousands of units on behalf of investors and developers alike. Our long term goal is to ensure that through our market leading advice, bespoke PRS blocks are maximizing returns over the long term. In addition we undertake detailed asset reviews to identify pre-sale asset management initiatives and value add opportunities to support the marketing process.



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RESIDENTIAL INVESTMENTS – LONDON & REGIONAL



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INVESTMENT LETTINGS MANAGEMENT

Whether your portfolio comprises hundreds of properties, or just a handful, we focus on maximising asset performance and mitigating risk. Knight Frank's Investment Lettings and Management department offers a single point of contact for every aspect of consultancy, lettings and management irrespective of the portfolio size and geographical location.

Acting for UK and overseas clients ranging from major PRS developers, institutional investors, trustees and developers, we deliver a complete range of services for every property need including insurance, valuations and finance to compliment the letting and management. We combine research based data with in depth market knowledge to provide strategic analysis and advice and actively manage each asset to maximise performance. We have the capacity to undertake every property requirement from day-to-day property management to high-level strategic asset management. Clients are able to adopt a 'hands on' or 'hands off' approach depending on individual resource and expertise. Our IT platform provides a client portal giving 24/7 access to portfolio information, documents and reporting.

The Knight Frank Investment Lettings and Management team provide an account managed service with a dedicated point of contact for every property need irrespective of portfolio size and geographical location.



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RESEARCH

Knight Frank's Residential Investment Research Team produce market-leading property reports and indices, as well as undertaking bespoke consultancy projects for a wide range of clients. Our global network of offices, operating in over 50 countries, means we can carry out the highest quality research virtually anywhere in the world.

We are widely regarded as the market leader in PRS research, including both occupier and investment markets. Our capabilities include the following:

- Demographic analysis
- Historic data analysis and forecasting
- Market trends
- Mapping of data
- Local market analysis

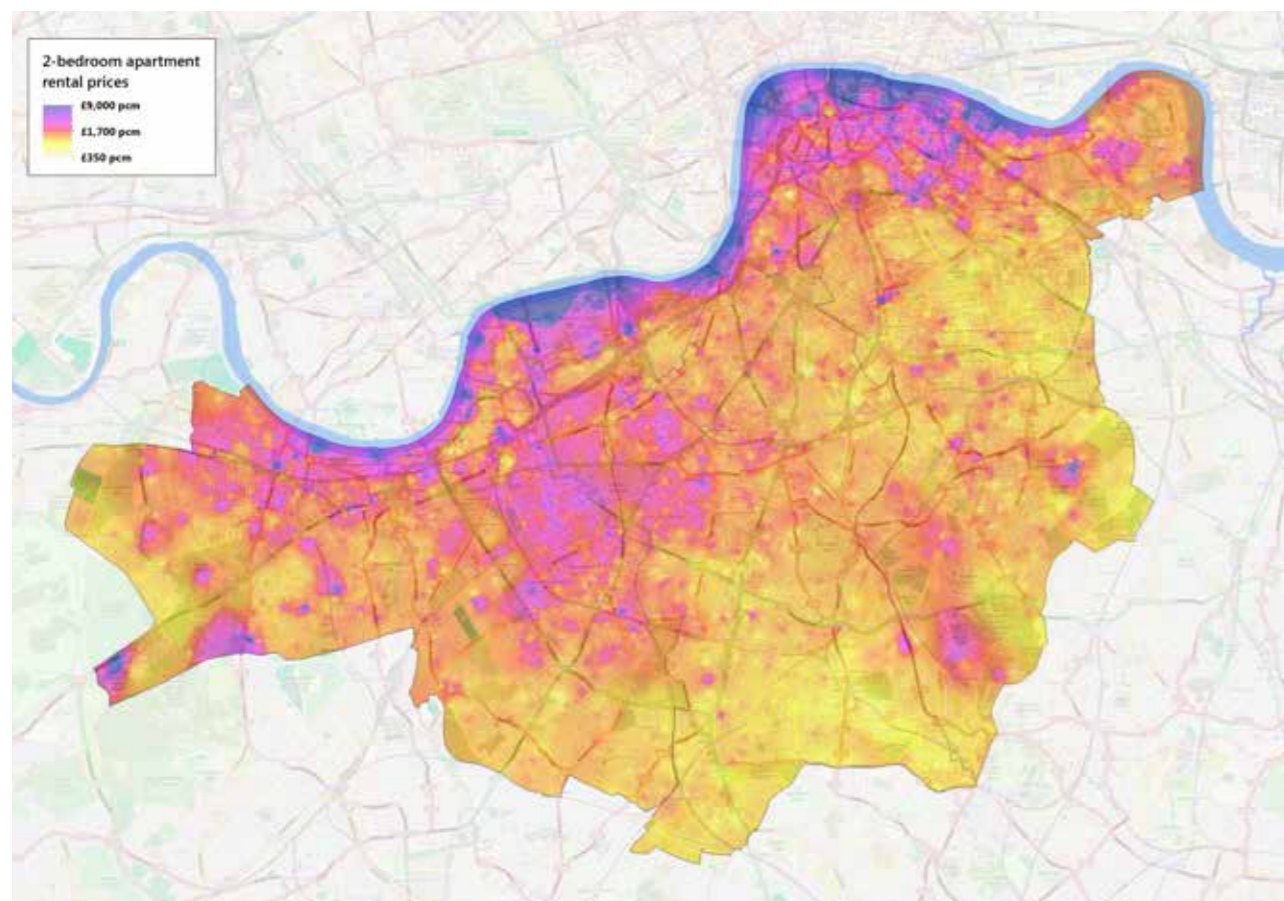


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AVERAGE 2 BED APARTMENT ASKING RENTS ACROSS SOUTHWARK



YOUR GLOBAL PROPERTY PARTNER

The four ingredients which set Knight Frank apart are our independence, our global network, and our commercial and residential platforms.

Through our US alliance with Newmark Grubb Knight Frank we have grown to a group of over 13,000 property professionals, in more than 417 offices in 58 countries. Being a partnership allows us to put our clients first, we focus on giving them the best advice and putting long term relationships before short term wins. Trust and integrity are everything.

Working with private individuals, developers, investors, banks, corporate occupiers and public sector bodies we provide a range of agency, investment and professional consultancy services which are supported by our dedicated market research teams.

The combination of our people, research and technology has helped us grow our enviable track record and that's why clients come back to us for their personal and professional property requirements.

OUR OFFICES

AFRICA

- Botswana
- Kenya
- Malawi
- Nigeria
- Rwanda
- South Africa
- Tanzania
- Uganda
- Zambia
- Zimbabwe

AMERICAS

- Argentina
- Brazil
- Canada
- The Caribbean
- Chile
- Colombia
- Dominican Republic
- Mexico
- Peru
- Puerto Rico
- USA

ASIA PACIFIC

- Cambodia
- China
- Hong Kong
- India
- Indonesia
- Japan
- Malaysia
- Singapore
- South Korea
- Taiwan
- Thailand
- Australia
- New Zealand

EUROPE

- Austria
- Belgium
- Czech Republic
- France
- Germany
- Ireland
- Italy
- Monaco
- Netherlands
- Poland
- Portugal
- Romania
- Russia
- Spain
- Switzerland
- United Kingdom

MIDDLE EAST

- Abu Dhabi
- Dubai
- Riyadh

OUR SERVICES

- Agency
- Building Consultancy
- Business Rates
- Capital Markets
- Development Consultancy
- Facilities Management
- Global Corporate Services
- Lease Advisory
- Planning
- Project Management
- Property Asset Management
- Restructuring & Recovery
- Sustainability & Energy Consultancy
- Tenant Representation
- Valuations
- Workplace Consultancy

OUR AREAS OF EXPERTISE

- Automotive Property
- Healthcare
- Hotels
- Logistics & Industrial
- Offices
- Public Sector
- Residential
- Retail & Leisure
- Rural & Agricultural

413 OFFICES

60 COUNTRIES



The Americas

- 15 Countries**
Argentina / Brazil
Canada / Chile / Colombia
Costa Rica / Dominican Republic
Mexico / Peru
Puerto Rico / The Caribbean (4)
USA

United Kingdom

Continental Europe

- 16 Countries**
Austria / Belgium / Cyprus
Czech Republic / France
Germany / Ireland / Italy
Monaco / The Netherlands
Poland / Portugal Romania
Russia / Spain
Switzerland

- 10 Countries**
Botswana / Kenya / Malawi
Nigeria / Rwanda / South
Africa Tanzania / Uganda /
Zambia
Zimbabwe

Africa

The Middle East

- 2 Countries**
The Kingdom of Saudi Arabia
The United Arab Emirates

Asia Pacific

- 14 Countries**
Australia / Cambodia
China / Hong Kong
India / Indonesia
Japan / Malaysia
New Zealand / Philippines
Singapore / South Korea
Taiwan / Thailand

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The Knight Frank network consists of Knight Frank LLP and its direct subsidiaries which provide services in the UK and an international network of separate and independent entities or practices providing services internationally.



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