private rented sector and build to rent
Allsop is an independent property consultancy, with more than 30 years’ track record as a specialist advisor to major investors in the Private Rented Sector.
Our PRS Service

Allsop is a specialist in the Private Rented Sector (PRS), offering an integrated service to our clients.

We provide strategic advice throughout the UK, on local and national markets, in relation to portfolios, blocks and single units.

The PRS related services we offer include:

- Acquisition
- Build to Rent consultancy
- Fund pricing
- Management delivered by Allsop Residential Investment Management (ARIM)
- Sale by auction or private treaty
- Valuation
- Viability assessment

“Allsop has undertaken valuations of large-scale portfolios for us since 1996, for accounts purposes, loan security and bond issues. They have demonstrated a particular understanding of complicated cash flow based valuations, and their knowledge and understanding of our business has resulted in some valuable forward looking advice. The team consistently meet deadlines and are a pleasure to work with.”

Andrew Chadd, Annington Homes Ltd
private rented sector

Investment and Development Agency

Allsop Residential Investment Management (ARIM)

Valuation

Auction

A winning combination
Facts and figures

In 2013/2014 Allsop delivered:

£250m worth of transactions by our Investment and Development Agency teams.
- Investment clients include British Land, CEG, Co-op, Grainger plc, Lloyds Banking Group, Quintain plc and Wellcome Trust.
  Development clients include Canada Life, Crest Nicholson, LaSalle Investment Management, L&Q and Stonegate Homes.

In excess of £2.25bn of PRS stock valued by our Valuation team.
- These PRS units were valued for a wide range of investor and lender clients, including Annington Rentals, Aviva Investors, CBRE Global Investors, Grainger plc, M&G, Moorfield Group, ReAssure and a wide range of lenders.

£716m raised by our Auction teams, £337m of which was raised selling 1,554 residential lots.

Over 10,000 units managed by our dedicated in-house residential management business Allsop Residential Investment Management (ARIM).
- Investor clients include BNP Paribas, Dorrington, Grainger plc, Guy’s & St Thomas’, RBS/West Register, Realstar and William Pears Group.
The Build to Rent opportunity

Within the PRS sector, Build to Rent represents a new, high quality and efficient residential asset class and a major opportunity for investors.

The case for Build to Rent is strong, backed by Government through housing policy and the implementation of the PRS Task Force. With increasing requirements for rental properties across the UK, the existing buy-to-let sector does not have the capacity to deal with demand. Major, purpose-built rental investments will provide a solution.

We have helped to shape PRS / Build to Rent policy through industry professional bodies. We previously researched and co-wrote “Invest to Rent” with London Councils and the BPF, looking at the potential growth of the sector in London, and designed the BPF Private Rental Sector Initiative investment model.

We will work with large-scale investors to take advantage of the strong investment potential offered through Build to Rent - the most dynamic sector in housing today.
Our Build to Rent service

In addition to the existing PRS services we offer, we have formed a specialist Build to Rent team to provide the latest market knowledge and a real understanding of large-scale, purpose-built assets. This team combines and builds on our existing understanding and experience of the PRS, while offering a fresh, innovative and strategic approach.

Allsop is perfectly placed to advise investors, developers, landowners and funds on all aspects of Build to Rent opportunities throughout the UK, assisting to maximise returns, manage risk and support long-term investment for our clients. We provide advice on:

- Location
- Product characteristics
- Creating a community and appropriate use of communal facilities
- A forward thinking asset and property management programme

Allsop Residential Investment Management (ARIM) gives our clients a tangible competitive edge, with 15 years record providing a specialist property and asset management platform, backed by our first-class PRS experience.
Investment and Development Agency

Zero 4, Plymouth, Devon
Freehold comprising 122 flats and vacant A3 retail accommodation. 18 flats sold off on long leases and four part complete penthouse flats.
Sold: £8,250,000

Pavillion Heights, Westcliff on Sea, Essex
Freehold block comprising 30 flats and a ground floor retail unit. Two flats sold off on long leases.
Sold: in excess of £3,000,000

Picture Works, Nottingham, Nottinghamshire
Freehold comprising 128 flats. Ten flats sold off on long leases.
Sold: £8,605,000

The Silk Mill, Elland, West Yorkshire
Freehold comprising 91 flats. Eleven flats sold on long leases.
Sold: £5,250,000
Allsop Residential Investment Management (ARIM)

**Canterbury and Stangate, Central London**
Two detached tower blocks constructed in the 1950’s housing 127 purpose built units. ARIM have been managing agents for circa 3 years.

**Velocity Tower, Sheffield**
A 22 storey development completed in 2008, comprising 160 studio, one and two bedroom apartments. Ground floor office space, two storeys of underground parking and on site concierge. ARIM have been managing agents for circa 2.5 years.

**Eaton Manor, Brighton**
A purpose built development comprising 146 units over 7/8 storeys divided into four separate blocks. Each block has its own entrance along with communal gardens, parking, garages and store rooms. Onsite resident caretaker. ARIM have been managing agents for over ten years.

**Walworth Investment Portfolio, South East London**
An estate of 600 units purpose built around 1907, including flats (studios, 1, 2 and 3 beds) and two storey terraced cottages. ARIM have been managing agents since mid-September 2013.
Valuation

Walworth, South East London

Estate of 600 dwellings.

North West London

Portfolio of 57 dwellings in converted period houses.

Leeds

Block of 183 flats valued for Santander plc.

Manchester

Portfolio of blocks in Manchester and Birmingham valued for British Residential Unit Trust.
Auction

Burton-on-Trent, Staffordshire

Feb 2014: A Freehold parcel of nine terraced houses each subject Assured Shorthold Tenancies.
Sold: £650,000

Bolton, Greater Manchester

Feb 2014: 12 Leasehold self-contained flats (eight subject to Assured Shorthold Tenancies).
Sold prior

North Shields, Tyne and Wear

Dec 2013: A Long Leasehold unbroken detached purpose built block of 17 self-contained flats each subject to Assured Shorthold Tenancies.
Sold: £850,000

Epping, Essex

Dec 2013: 6 Leasehold self-contained flats (five subject to Assured Shorthold Tenancies).
Sold: £760,000
Investment & Development Agency

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Paul is an experienced and highly regarded analyst who specialises in nationwide residential portfolio investment valuation and consultancy and is responsible for the Build to Rent team. He has particular expertise in computer modelling techniques required for large-scale investment valuations and is a recognised authority in the UK on the valuation of residential properties subject to tenancies. He specialises in residential fund valuations, large scale portfolio valuations, build to rent consultancy, ground rents and financial instruments linked to residential assets.

Paul regularly speaks at industry events on valuation and other residential investment matters and is also an active member of the BPF Residential Committee, ULI, IPF and is a Fellow of the RICS.

Max is the day to day key point of contact for the Build to Rent team. He works closely with the investment and development teams to identify opportunities and ensure key clients’ needs are met.

Max previously worked in the Receivership team at Allsop for two years where he provided asset management and disposed of both commercial and residential properties of varying lot sizes nationwide for high profile clients such as RBS, Lloyds and National Australia Bank.

He is a Member of the RICS and the IPF.

Beth is a Chartered Surveyor and Registered Valuer with six years’ experience in the valuation of large scale residential investment portfolios. Beth undertakes work for a wide variety of clients, advising on residential investments in ground rents, equity release portfolios and all other widely recognised types of residential tenancy. She is also responsible for writing the Allsop / BDRC Continental six monthly ‘Rent Check’ research document and has previously undertaken high profile research projects for London Councils and the BPF specifically in respect of Build to Rent.
About allsop

We are an independent property consultancy with a market-leading reputation for high quality service and integrity, covering the UK from our offices in the West End, the City and in Leeds. In addition to our position as the UK’s largest and most successful property auction house, we also offer an extensive range of services.

We have an exceptional team with the skills, experience and ambition to maximise value for our clients – delivered in our own distinctive open, friendly and honest Allsop style. With more than one hundred years of outstanding market knowledge, insight and track record, we are proud that our clients stay with us for the long-term.
Services

Affordable Housing
Auctions
Business Rates
Development Agency & Advisory
Insolvency
Investment (Sales & Acquisition)
Lease Consultancy
Office Leasing (Central London)
Private Rented Sector & Build to Rent
Residential Management (ARIM)
Valuation

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