

RETTIE & CO. DEVELOPMENT SERVICES

BUILD TO RENT SERVICES

FEATURED CASE STUDY

Project: Springside, Fountainbridge, Edinburgh.

Client: Moda Living and Apache Capital

Size: 573 new homes, with onsite amenities.

Value: £215m

Rettie & Co. was appointed to provide advice for two proposed scheme options at the Springside site. We provided guidance on residential rental values, product mix and design and specifications. We also conducted a detailed investment analysis that focused on a distributable profit review and the development of an appropriate strategy for the disposal of a 48-unit rental portfolio that formed part of the site purchase.

"Rettie and Co.'s deep multi-layered understanding of Scotland's housing market was vital in supporting this deal. The firm's market leading position, strategic thinking and its understanding of the legislative and political context was vital in supporting such a major milestone for Moda Living and for Edinburgh's property market."

Tony Brooks, Managing Director, Moda Living Ltd.



RETTIE



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Build to Rent Services



Matthew Benson
Director
0131 624 9031
matthew.benson@rettie.co.uk



Hazel Sharp Webb MRICS
Head of PRS & BTR Services
0141 223 7883
hazel.sharpwebb@rettie.co.uk



Nick Watson MRICS
Director
0131 624 9042
nick.watson@rettie.co.uk



Dr John Boyle
Director
0131 624 4073
john.boyle@rettie.co.uk



Karen Turner
Director of Lettings
0131 622 4160
karen.turner@rettie.co.uk



Jamie Macfarlane
Associate
0131 202 0055
jamie.macfarlane@rettie.co.uk

At Rettie & Co. we have unrivalled Build to Rent (BTR) experience in the Scottish market.

We work with our clients to develop BTR communities that deliver long-term sustainable returns. We offer expert analysis of Scotland's unique market. Backed by our renowned in-house research team, and an in-depth legal, regulatory and political insight, we can offer a comprehensive range of services from site acquisition through to exit.

We already have almost £1bn of assets under management, with our experienced Build to Rent management team delivering exceptional customer service.

We welcome clients consulting us long before there is a finished product. To achieve a long term, sustainable investment, management considerations should seek to influence decision-making right from the start.

The firm has been awarded the Saltire prize for innovation in housing finance. We have played an integral role in formulating and executing innovative funding structures over many years to the benefit of clients.

"Our Build to Rent portfolio combined with the resources of our residential research team (Scotland's largest) means we are uniquely placed when advising on Build to Rent schemes at every stage of the process, from site acquisition through to operation and exit."

Matthew Benson

CASE STUDIES



Project: Holland Park
Client: Moda Living & Apache Capital
Location: Pitt Street, Glasgow
Size: Circa. 450 BTR homes
Value: Circa. £105m
Role: Research & Consultancy

We analysed project development options through site appraisals and by reviewing residential sales, lettings, student housing and serviced apartments markets.



Project: Harbour Point
Client: Forth Ports Ltd.
Location: Western Harbour, Edinburgh
Size: 96 BTR homes
Value: £19.6m
Role: Deal Coordinator

We coordinated a £12m, 10-year debt package for the scheme through the National Housing Trust. Our BTR team is currently managing properties at the development.



Project: Distillers House
Client: AREC Real Estate LLC
Location: Haymarket, Edinburgh
Size: 12 BTR homes
Value: Circa. £3-3.5m
Role: Research & Consultancy

We carried out a detailed review of the residential market around the Haymarket area. We also provided pricing advice for the scheme as an investment proposition.