



## UK Multifamily

The Covid-19 pandemic has fundamentally shifted the way investors think about real estate assets. Despite disruption to more traditional asset classes, the multifamily sector has continued to strengthen its position as an institutional investment grade asset class, and has proven its resilience throughout the pandemic. As the sector matures, a long term, trusted advisor is central to navigating the market, developing investment strategies, and informing decision making.

JLL's Living Capital Markets team is uniquely positioned as a leading advisor, offering a full range of investment advisory, transactional and funding services within the multifamily sector.



# Our Services

JLL's Living Capital Markets team advises across the development and investment spectrum and we understand the challenges faced by investors, developers and funders. Our specialised capabilities include the following:



### Multifamily Transactions Advisory

- Investment brokerage services (buy side & sell side)
- Transaction & funding structuring advice (we have experience advising on forward funding, forward commitment, joint ventures and investment transactions)
- Opportunity sourcing



### Multifamily Consultancy

- Multifamily development feasibility advice & strategy
- Multifamily supply and demand analysis
- Demographic analysis
- Scheme design, amenity strategy and marketing advice
- Multifamily operational cost and management structure advice

Our team leverages JLL's global reach and network, to source capital for investment opportunities. Our investment advice incorporates the knowledge of our sector specialists across the Living spectrum to ensure our clients are equipped with up to date market intelligence to inform their decision making.

# Track Record: How we can help you?

JLL's Living Capital Markets team possesses a deep understanding of the Multifamily sector, having advised on **£1bn+** of transactions over the past 12 months.



### Acquisition of Dandara's portfolio on behalf of ECE

- c.£430m GDV (2,000+ units, 3 Assets located across regional cities of Manchester, Leeds and Birmingham)
- German based investor ECE sought exposure to the UK market and Multifamily sector. JLL were able to source an opportunity, undertake detailed due diligence and provide transaction process support to facilitate the successful entry into the UK market.



### Acquisition of Realstar's 'Project Harmony' on behalf of QuadReal

- 1,335 units, 8 Assets
- Canadian investor, QuadReal Property Group, sought to expand their exposure in the UK PRS and PBSA markets with the deal representing one of the first income producing portfolios of scale in the UK. JLL undertook a thorough and extensive due diligence exercise, analysing historic performance and current market conditions. Following this, we were able to facilitate the successful purchase of the portfolio during a challenging market.



### Sale of Stratford Village via a forward funding structure, on behalf of Aquastrada

- c.150 units within a single asset
- JLL represented Aquastrada in sourcing a forward funding partner to deliver the c.150 BTR unit scheme, PD development of Stratford Office Village. JLL utilised their extensive client network to source the most suitable partner for this development and provided transactional support to facilitate the successful sale to Aberdeen Standard Investments.

# Scale of the sector



UK Multifamily Market  
**170,000+ units**  
 (50,000+ completed units)  
 BPF, 2021



UK Multifamily transaction volumes in 2020  
**£6.6bn**  
 JLL, 2021



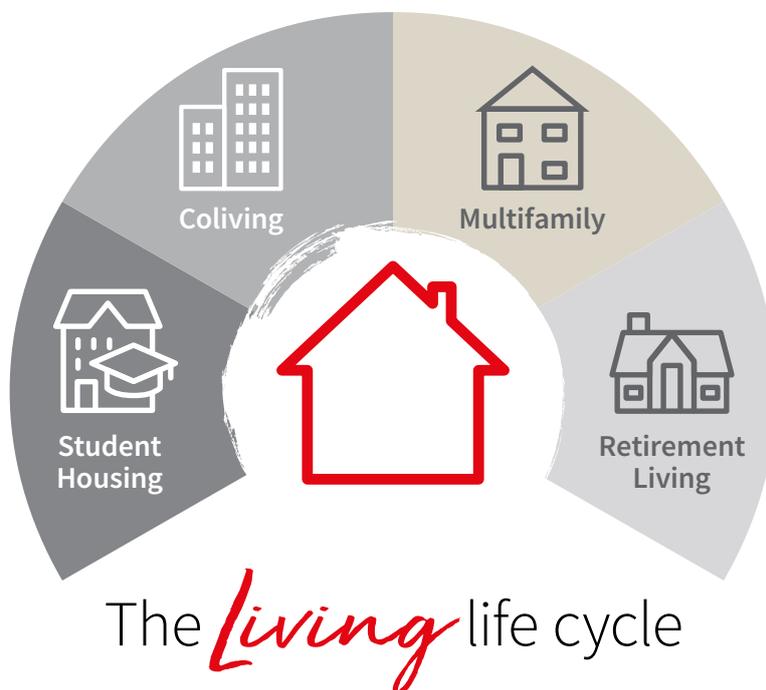
*As the multifamily sector continues to mature, transactional activity increasingly involves operational and stabilised assets*

# Investment Case: Why Multifamily?

- Multifamily assets provide investors with access to a diversified, long-term income stream; highly sought after characteristics which are increasingly difficult to source within the current low yield investment environment
- Multifamily assets provide long-term rental growth characteristics
- There is currently a fundamental demand and supply imbalance within the UK housing market. Multifamily can play an integral role in increasing both the supply and diversity of tenure
- Multifamily provides an opportunity to support investor ESG targets

# EMEA Living

Multifamily forms part of our wider Living offering that encompasses the full life cycle of accommodation – student housing, coliving, multifamily, affordable housing and healthcare. We combine human insight with market research to make sure financial ambitions are achieved by fulfilling changing human needs. Let's shape Living together.



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