

# EXPERTS IN STUDENT ACCOMMODATION

2022

## GERALD EVE – AT A GLANCE

40%

of FTSE100 are clients

£92.5m

turnover in year to April 2022

90%

of our clients have been with us for five years or more

580+

people

20+

countries where we are active

EducationInvestor  
Awards 2021   
FINALIST

Education Property  
Consultant of the Year  
award winning

### OUR OFFICES

GLASGOW  
LEEDS  
MANCHESTER  
BIRMINGHAM  
MILTON KEYNES  
CARDIFF  
CITY OF LONDON  
LONDON, WEST END  
WEST MALLING



Property  
Awards

Shortlisted for  
Alternatives Team  
of the Year 2020

Property  
Awards 2021  
WINNER

Alternatives  
Team of  
the Year

Property  
Awards 2022  
WINNER

Alternatives  
Team of  
the Year

EducationInvestor  
Awards 2019   
WINNER

EducationInvestor  
Awards 2020   
FINALIST

EducationInvestor  
Awards 2021   
FINALIST

## INTRODUCTION

Purpose Built Student Accommodation is proving yet again, to be one of the more resilient asset classes in an economic downturn. Universities and private providers have been navigating their way through operational changes and reduced income, but the strong fundamentals remain and is continuing to attract developers, investors and lenders to the sector.

Competition between universities and purpose build student accommodation providers will continue to tighten, putting increased pressure on the sector to upgrade the quality of their assets, provide the appropriate mix of accommodation and provide value for money. Affordability and viability will be increasingly 'hot topics' and planning policy has already begun to play a part in seeking to influence these issues with the introduction of an affordable student housing policy, with viability assessments required if at least 35% is not secured as affordable, as well as nominations agreements being required upon the majority of the student accommodation.

Our specialist student accommodation and higher education teams work alongside our planning, development and capital markets teams to provide a full service offering identifying new opportunities and guiding you through all aspects of planning, viability, development, funding, valuation, asset management, acquisition and disposal.

We advise over 65 universities on a range of property advice; we're in the market advising on investment transactions; and our extremely strong planning and development team is market leading, giving you reassurance that we possess the expertise to help you in these challenging times.



**Rachel Ward**  
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Advise over  
65 universities



Valued PBSA  
assets worth over  
£170 million in 2021



Advise 37 lenders

# SERVICES AND ASSET TYPES

## OUR ASSET TYPES WE ADVISE ON IN THE SECTOR



Direct Let  
Leased  
Nominations



Privately operated  
University operated  
Partnerships



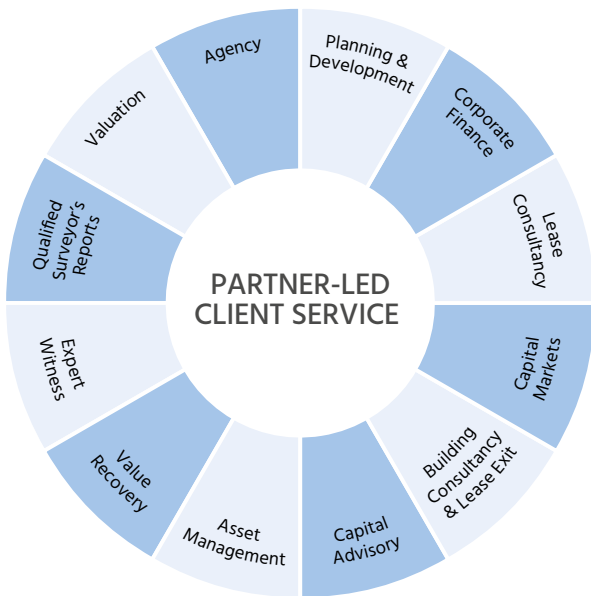
Operational



Development



Forward funded  
Forward commitment



## LOCATIONS THAT WE HAVE ADVISED ON PBSA



# KEY THEMES, CHALLENGES AND OPPORTUNITIES



## MARKET THEMES

- Affordability / value for money
- Community and wellbeing
- Flexible occupation
- ESG



## CHALLENGES

- Increased competition
- Emerging policy for affordable housing
- Affordable student accommodation and nominations with universities
- Future proofing new developments and improving older stock



## OPPORTUNITIES

- Focus on domestic market – favourable demographics and less appealing alternatives to higher education
- Gain market share from inflexible and isolating HMO market
- Partner with universities to improve their own accommodation offering
- Potential crossover to other rental models such as BTR and co-living



# OUR CLIENT SERVICE APPROACH

## OUR CASE STUDIES

Our clients benefit from access to a seamless advisory team of expert consultants and agents who understand the principal challenges and solutions for the different stages of a project lifecycle, and how these affect the different market players.

The case studies below provide a selection of our expertise within the PBSA sectors across the different stages of the property lifecycle. Please click on the icons below to access further information on these and other case studies.

As a trusted advisor, Gerald Eve seeks to identify and prioritise all of our client's requirements, whether this be attitudes to risk, timescales or return requirements. This enables us to adopt tailored and successful solutions.



### VALUATION



**CLYDESDALE BANK PLC**  
**STUDENT ACCOMMODATION**  
Loan Security Valuation

**SITE**  
Varley Park Student Residences, Brighton

Determining whether 13 student accommodation buildings owned by the University of Brighton provided suitable security for lending purposes.

[Read more](#)  
[Contact Rachel Ward](#)

### LEASE ADVISORY AND AGENCY



**THE COUNCIL FOR LUTHERAN CHURCHES**  
**PURPOSE BUILT**  
**STUDENT ACCOMMODATION**  
Lease Advisory And Agency

**SITE**  
Thanet Street, Bloomsbury

Advice on strategy. Identifying a purchaser to complete the sale for a competitive price, maximising receipts to the charity and ensuring their objectives were met in full compliance with The Charities Act.

[Read more](#)  
[Contact Rachel Ward](#)

### PLANNING & DEVELOPMENT



**URBANEST**  
**PURPOSE BUILT**  
**STUDENT ACCOMMODATION**  
Planning & Development

**SITE**  
2 Trafalgar Way, Canary Wharf

Planning application for 68 residential units over 46, 36 and 28 storeys.

[Read more](#)  
[Contact Nick Brindley](#)



# YOUR DEDICATED STUDENT ACCOMMODATION TEAM

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## LEASE EXIT

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Gerald Eve is a firm of international property consultants based in the UK. We operate a national network of nine offices and an international association covering 20 European countries and all major US markets.

Whether you are a property owner, investor, occupier or developer, Gerald Eve provides independent, intelligent and relevant advice based on detailed market knowledge and sector understanding.

Together we have the resource, experience and relationships to deliver the best property solutions for your business.